



Product Awareness Bulletin

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4/6/16

#017

Track Seating Pricing Process Change

Our current pricing functionality for track seating combines a tracked seat option with an associated hardware option, and both carry a price. This has resulted in incorrectly priced quotes when correct quantities for the hardware option were not specified. To resolve this issue, on 4/11/16 our pricing strategy will change. The hardware options will change from \$90 list to \$0 and associated tracked seat options will be increased by \$90 list. This will result in no net change to a correctly spec'd quote, but this change will insure quotes priced before submission to seat plan will be accurate. Please note that our seating plan group may still send quotes back to correct hardware quantities as these options still will drive demand for parts.

Please see changes below that will take effect on 4/11/16.

Sales Code	Title	Old Price	New Price
D980130200	S3C 30"LS 2-PASS TRACK MNT	465	555.00
D980130201	S3C 30"LS 2-PASS TRACK US ISO	509	599.00
D980130202	S3C 30"LS 2-PASS TRACK W/ICS	878	968.00
D980130203	S3C 30"LS 2-PASS TRACK ISO/ICS	915	1005.00
D980130205	S3C 30"LS 2-PASS TRACK CAN ISO	519	609.00
D981130200	S3C 30"LS 2-PASS TRACK W/LAP BELT	499	589.00
D981130201	S3C 30"LS 2-PASS TRACK US ISO W/LAP	536	626.00
D981130202	S3C 30"LS 2-PASS TRACK W/ICS W/LAP	899	989.00
D981130203	S3C 30"LS 2-PASS TRACK ISO/ICS W/LAP	942	1032.00
D981130205	S3C 30"LS 2-PASS TRACK CAN ISO W/LAP	546	636.00
D982130200	S3C 30"LS 2-PASS TRACK W/SH/LAP BELT	981	1071.00
D982130201	S3C 30"LS 2-PASS TRACK US ISO W/SH/LAP	1018	1108.00
D982130202	S3C 30"LS 2-PASS TRACK W/ICS WSH//LAP	1144	1234.00
D982130203		1181	1271.00
D982130205	S3C 30"LS 2-PASS TRACK CAN ISO W/SH/LAP	1029	1119.00
D980230200	S3C 30"RS 2-PASS TRACK MNT	465	555.00
D980230201	S3C 30"RS 2-PASS TRACK US ISO	509	599.00
D980230202	S3C 30"RS 2-PASS TRACK W/ICS	878	968.00
D980230203	S3C 30"RS 2-PASS TRACK ISO/ICS	915	1005.00
D980230205	S3C 30"RS 2-PASS TRACK CAN ISO	519	609.00
D981230200	S3C 30"RS 2-PASS TRACK W/LAP BELT	499	589.00
D981230201	S3C 30"RS 2-PASS TRACK US ISO W/LAP	536	626.00
D981230202	S3C 30"RS 2-PASS TRACK W/ICS W/LAP	899	989.00
D981230203	S3C 30"RS 2-PASS TRACK ISO/ICS W/LAP	942	1032.00

D981230205	S3C 30"RS 2-PASS TRACK CAN ISO W/LAP	546	636.00
D982230200	S3C 30"RS 2-PASS TRACK W/SH/LAP BELT	981	1071.00
D982230201	S3C 30"RS 2-PASS TRACK US ISO W/SH/LAP	1018	1108.00
D982230202	S3C 30"RS 2-PASS TRACK W/ICS WSH//LAP	1309	1399.00
D982230203	S3C 30"RS 2-PASS TRACK ISO/ICS W/SH/LAP	1181	1271.00
D982230205	S3C 30"RS 2-PASS TRACK CAN ISO W/SH/LAP	1029	1119.00
D980136200	S3C 36"LS 2-PASS TRACK MNT	465	555.00
D980136201	S3C 36"LS 2-PASS TRACK US ISO	552	642.00
D980136202	S3C 36"LS 2-PASS TRACK W/ICS	1034	1124.00
D980136203	S3C 36"LS 2-PASS TRACK ISO/ICS	1121	1211.00
D980136205	S3C 36"LS 2-PASS TRACK CAN ISO	519	609.00
D981136200	S3C 36"LS 2-PASS TRACK W/LAP BELT	492	582.00
D981136201	S3C 36"LS 2-PASS TRACK US ISO W/LAP	579	669.00
D981136202	S3C 36"LS 2-PASS TRACK W/ICS W/LAP	1069	1159.00
D981136203	S3C 36"LS 2-PASS TRACK ISO/ICS W/LAP	1148	1238.00
D981136205	S3C 36"LS 2-PASS TRACK CAN ISO W/LAP	546	636.00
D982136200	S3C 36"LS 2-PASS TRACK W/SH/LAP BELT	985	1075.00
D982136201	S3C 36"LS 2-PASS TRACK US ISO W/SH/LAP	1064	1154.00
D982136202	S3C 36"LS 2-PASS TRACK W/ICS WSH//LAP	1310	1400.00
D982136203	S3C 36"LS 2-PASS TRACK ISO/ICS W/SH/LAP	1397	1487.00
D982136205	S3C 36"LS 2-PASS TRACK CAN ISO W/SH/LAP	1032	1122.00
D980236200	S3C 36"RS 2-PASS TRACK MNT	465	555.00
D980236201	S3C 36"RS 2-PASS TRACK US ISO	552	642.00
D980236202	S3C 36"RS 2-PASS TRACK W/ICS	1034	1124.00
D980236203	S3C 36"RS 2-PASS TRACK ISO/ICS	1121	1211.00
D980236205	S3C 36"RS 2-PASS TRACK CAN ISO	519	609.00
D981236200	S3C 36"RS 2-PASS TRACK W/LAP BELT	500	590.00
D981236201	S3C 36"RS 2-PASS TRACK US ISO W/LAP	579	669.00
D981236202	S3C 36"RS 2-PASS TRACK W/ICS W/LAP	1061	1151.00
D981236203	S3C 36"RS 2-PASS TRACK ISO/ICS W/LAP	1148	1238.00
D981236205	S3C 36"RS 2-PASS TRACK CAN ISO W/LAP	546	636.00
D982236200	S3C 36"RS 2-PASS TRACK W/SH/LAP BELT	985	1075.00
D982236201	S3C 36"RS 2-PASS TRACK US ISO W/SH/LAP	1064	1154.00
D982236202	S3C 36"RS 2-PASS TRACK W/ICS WSH//LAP	1303	1393.00
D982236203	S3C 36"RS 2-PASS TRACK ISO/ICS W/SH/LAP	1397	1487.00
D982236205	S3C 36"RS 2-PASS TRACK CAN ISO W/SH/LAP	1032	1122.00
D980139200	S3C 39"LS 2-PASS TRACK MNT	473	563.00
D980139201	S3C 39"LS 2-PASS TRACK US ISO	552	642.00
D980139202	S3C 39"LS 2-PASS TRACK W/ICS	1041	1131.00
D980139203	S3C 39"LS 2-PASS TRACK ISO/ICS	1128	1218.00
D980139205	S3C 39"LS 2-PASS TRACK CAN ISO	519	609.00
D981139200	S3C 39"LS 2-PASS TRACK W/LAP BELT	506	596.00
D981139201	S3C 39"LS 2-PASS TRACK US ISO W/LAP	600	690.00
D981139202	S3C 39"LS 2-PASS TRACK W/ICS W/LAP	1041	1131.00
D981139203	S3C 39"LS 2-PASS TRACK ISO/ICS W/LAP	1169	1259.00
D981139205	S3C 39"LS 2-PASS TRACK CAN ISO W/LAP	560	650.00
D982139200	S3C 39"LS 2-PASS TRACK W/SH/LAP BELT	990	1080.00
D982139201	S3C 39"LS 2-PASS TRACK US ISO W/SH/LAP	1070	1160.00
D982139202	S3C 39"LS 2-PASS TRACK W/ICS WSH//LAP	1316	1406.00

D982139203	S3C 39"LS 2-PASS TRACK ISO/ICS W/SH/LAP	1395	1485.00
D982139205	S3C 39"LS 2-PASS TRACK CAN ISO W/SH/LAP	1037	1127.00
D980239200	S3C 39"RS 2-PASS TRACK MNT	473	563.00
D980239201	S3C 39"RS 2-PASS TRACK US ISO	552	642.00
D980239202	S3C 39"RS 2-PASS TRACK W/ICS	1041	1131.00
D980239203	S3C 39"RS 2-PASS TRACK ISO/ICS	1121	1211.00
D980239205	S3C 39"RS 2-PASS TRACK CAN ISO	519	609.00
D981239200	S3C 39"RS 2-PASS TRACK W/LAP BELT	506	596.00
D981239201	S3C 39"RS 2-PASS TRACK US ISO W/LAP	600	690.00
D981239202	S3C 39"RS 2-PASS TRACK W/ICS W/LAP	1082	1172.00
D981239203	S3C 39"RS 2-PASS TRACK ISO/ICS W/LAP	1169	1259.00
D981239205	S3C 39"RS 2-PASS TRACK CAN ISO W/LAP	560	650.00
D982239200	S3C 39"RS 2-PASS TRACK W/SH/LAP BELT	991	1081.00
D982239201	S3C 39"RS 2-PASS TRACK US ISO W/SH/LAP	1070	1160.00
D982239202	S3C 39"RS 2-PASS TRACK W/ICS WSH//LAP	1316	1406.00
D982239203	S3C 39"RS 2-PASS TRACK ISO/ICS W/SH/LAP	1395	1485.00
D982239205	S3C 39"RS 2-PASS TRACK CAN ISO W/SH/LAP	1037	1127.00
D983139200	S3C 39"LS 3-PASS FLEXIBLE TRK MT	1085	1175.00
D983139201	S3C 39"LS 3-PASS FLEXIBLE TRK US ISO	1172	1262.00
D983239200	S3C 39"RS 3-PASS FLEXIBLE TRK MT	1085	1175.00
D983239201	S3C 39"RS 3-PASS FLEXIBLE TRK US ISO	1172	1262.00
D980145200	S3C 45"LS 3-PASS TRACK MNT	563	653.00
D980145201	S3C 45"LS 3-PASS TRACK US ISO	633	723.00
D980145202	S3C 45"LS 3-PASS TRACK W/ICS	1115	1205.00
D980145203	S3C 45"LS 3-PASS TRACK ISO/ICS	1202	1292.00
D980145205	S3C 45"LS 3-PASS TRACK CAN ISO	601	691.00
D981145200	S3C 45"LS 3-PASS TRACK MNT W/LAP BELT	637	727.00
D981145201	S3C 45"LS 3-PASS TRACK US ISO W/LAP	674	764.00
D981145202	S3C 45"LS 3-PASS TRACK W/ICS W/LAP	1156	1246.00
D981145203	S3C 45"LS 3-PASS TRACK ISO/ICS W/LAP	1243	1333.00
D981145205	S3C 45"LS 3-PASS TRACK CAN ISO W/LAP	641	731.00
D982145200	S3C 45"LS 3-PASS TRACK MNT W/SH/LAP	1105	1195.00
D982145201	S3C 45"LS 3-PASS TRACK US ISO W/SH/LAP	1192	1282.00
D982145202	S3C 45"LS 3-PASS TRACK W/ICS WSH//LAP	1267	1357.00
D982145203	S3C 45"LS 3-PASS TRACK ISO/ICS W/SH/LAP	1354	1444.00
D982145205	S3C 45"LS 3-PASS TRACK CAN ISO W/SH/LAP	1159	1249.00

Sales Code	Title	OLD	
		PRICE	NEW PRICE
D989801000	Hardware	90	0
D989203200	Hardware	90	0
D939301000	Hardware	0	0
D989701000	Hardware	90	0
D989202200	Hardware	90	0
D989601000	Hardware	90	0
D989201200	Hardware	90	0