

6. Running Cost Monitoring

◎ Purpose : To support sales with running cost data
To improve weak parts of commercial vehicle

Category	Plan	Schedule
Target	<ul style="list-style-type: none"> • Fleet customer who owns HMC commercial vehicle together with competitor's model • Target model : <ul style="list-style-type: none"> □ HD 65 / County / Aero Bus / Heavy duty truck + Competitor's model : Toyota, Isuzu etc. ※ After 1~2 year since warranty is expired • Monitoring Duration (Period) : 1year ~ 2 year 	<ul style="list-style-type: none"> • Chose the target vehicle • Monitoring
HMC support	<ul style="list-style-type: none"> • Oil filter, Fuel filter, Air cleaner cost during the monitoring period 	
Distributors	<ul style="list-style-type: none"> • Oman, Saudi Dammam, UAE <ul style="list-style-type: none"> □ Volunteer dist. is appreciated 	

6-1. Running Cost Monitoring Form

Country / Distributor Name	K.S.A.				
Owner name / TEL	Al-Majdouie Motor				
Vehicle Brand Name	Hyundai	Monitoring date : 02.09.2007			
Vehicle Model Name	Truck HD65	Mileage:		89,213	
VIN	KMFVA17F05C208733				
Plate no.	257				
Vehicle Purchasing date / Year					
Warranty condition	Not Valid				
Retail price when purchased					
Paid item Name	Reason to pay	Q'ty	How much you paid with your currency ?	Mileage on the time(km)	Date
Diesel	Regular consumption	50	17 SR	89,213	Sept. 02,2007
Engine oil	Regular consumption	7.5	60 SR	89,225	Sept. 02,2007
Diesel	Regular consumption	50	16 SR	89,525	Sept. 07,2007
Diesel	Regular consumption	60	20 SR	90,155	Sept. 11,2007
Diesel	Regular consumption	45	15 SR	90,564	Sept. 15,2007
Diesel	Regular consumption	35	12 SR	93,575	Oct. 04,2007

▣ Instructions

- 1) It would be the best way if you can find some fleet company which owns HMC commercial vehicle and also competitor model together.
- 2) You'd better choose a fleet company which has only HMC commercial vehicles if you can not find any like #1 mentioned company
- 3) Model year is not important but more than 3 years are recommended after sold == Warranty expiry vehicle
- 4) Mark the number based on the attached form.
- 5) HMC will support them with all the filter parts during the monitoring period including other brands.
- 6) It would be best way if you can find any company who has such a running cost information or we can start such a monitoring from now on with qualified fleet company.
- 7) Individual customer is OK , we have to rely on such a customer also as long as you can not find any fleet company 8) Please refer to the attached form to understand what HMC is looking for. The desired cost of HMC can be verified if you can check the each items