

Step 2: New Product Development

<u>General Info.</u>	
Dinan Part Number:	D660-0078-BLK
Proposed Product:	Freeflow Exhaust G30 540i; Black
Applications:	<ul style="list-style-type: none"> • 2017-19 G30 540i & xDrive
Installation Time:	1.3 hours (0.8 KSD + 35%, +0.2 for exhaust valve)
Date Available For Sale:	July 29, 2019

<u>Cost Analysis</u>			
Target Cost:	\$	Actual Cost:	\$453.80

<u>Project Completion Checklist</u> (completed, attached, or N/A)			
Dyno graph/chart	See below	Bill Of Materials	Completed
Assembly Instructions	Completed	Q/C Procedures	Completed
Installation Instructions	Completed	Enter data into MAX	Completed
Application Chart	N/A	Uploaded to website	Completed

<u>Pricing Info.</u>			
Retail:	\$1599.00	Core Charge:	\$
Jobber:	\$1359.15	-15.00%	(\$239.85)
Dealer/WD:	\$1199.25	-25.00%	(\$399.75)
MWD:	\$1039.35	-35.00%	(\$559.65)

Step 3: New Product Sales Information

<u>General Info.</u>	
Dinan Part Number:	D660-0078-BLK
Product Name:	Freeflow Exhaust G30 540i; Black
Applications:	<ul style="list-style-type: none"> • 2017-19 G30 540i & xDrive
UPC Code	<ul style="list-style-type: none"> • 00813725025148, 813725025148
Web-optimized Name:	<ul style="list-style-type: none"> • Dinan Free Flow Stainless Exhaust for BMW G30 540i
Features & Benefits:	<ul style="list-style-type: none"> • Maximum gain of +6 hp @ 6600rpm, and +5 ft-lbs @ 6600rpm • Sportier sound • 100% 304 stainless steel construction • Bolt-on installation. • Two massive quadrilateral stainless steel black ceramic coated & laser engraved exhaust tips. • Includes mounting hardware. • No weight savings over stock.
Shipping Weight:	55 x 30 x 12 45 lbs
Date Available For Sale:	July 29, 2019

<u>Installation Info.</u>	
Required Accessories:	
Installation Time:	1.3 hours
Installation Comments:	<ul style="list-style-type: none"> • Factory computer-controlled exhaust valve is eliminated. • Does not fit vehicles with “BMW M Performance Carbon Fiber Rear Diffuser with Rear Bumper Trim”

<u>Pricing Info.</u>			
Retail:	\$1599.00	Core Charge:	\$
Jobber:	\$1359.15	-15.00%	(\$239.85)
Dealer/WVD:	\$1199.25	-25.00%	(\$399.75)
MWD:	\$1039.35	-35.00%	(\$559.65)

Competition:

Brand Name	MSRP	Comments
	\$	
Product comparison: <ul style="list-style-type: none"><li data-bbox="235 357 251 378">•		