

# JLG® Fleet Solutions



# We Have a Program That's Right for You

Choose the Level of Support You Need	PLATINUM	GOLD	SILVER
■ JLG dispatches certified JLG dealers.	✓	✓	✓
■ One point of contact — single direct toll-free service number.	✓	✓	✓
■ Direct billing from JLG — reduced administrative costs.	✓	✓	✓
■ Quarterly preventive maintenance inspections (4 per year) to meet ANSI/OSHA requirements.	✓	✓	
■ Annual inspection (1 per year) to meet ANSI/OSHA requirements.	✓	✓	
■ Report details provided after every preventive maintenance and annual inspection.	✓	✓	
■ Guaranteed labor rate.	✓	✓	
■ Guaranteed JLG national parts pricing.	✓	✓	
■ Quarterly cost of ownership reports showing detailed usage costs.	✓		
■ Machine exit strategies based on cost of ownership reports: trade-ins, recondition, refurbish, auction, etc.	✓		
■ Free over-the-phone technical service support.	✓		
■ Quarterly service call report detailing every service call made on your machine to identify maintenance trends.	✓		
■ \$100 fee waived for dispatching JLG certified dealer.	✓		
■ Critical account status.	✓		



Whether you have a fleet of three or 3,000, fleet management can be a challenge. We'll help you choose the right products and services to keep your operation running at peak efficiency.

# JLG® Fleet Solutions

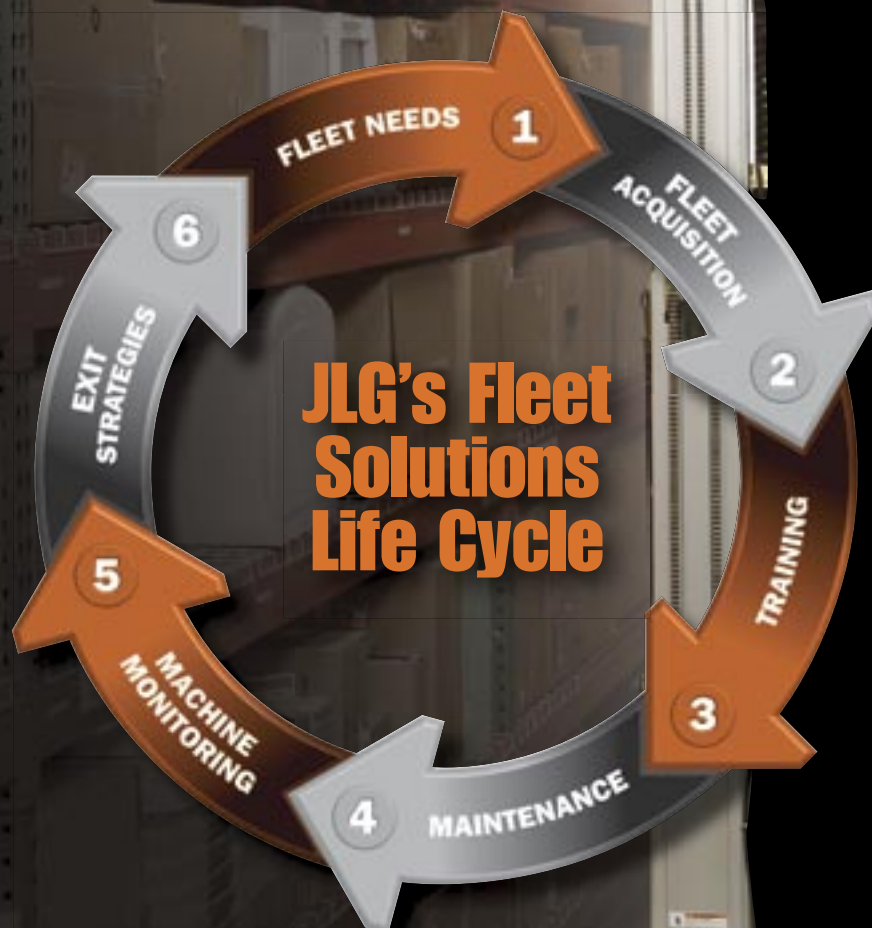
Managing a fleet of equipment, in addition to all your other work-related tasks, can be a considerable challenge. We understand, and we'll work closely with you to make sure you're getting the best value from your JLG equipment throughout its productive life.

JLG Commercial Services Group (CSG) simplifies the management and maintenance of your fleet. We offer three levels of powerful, cost-effective fleet service solutions to help reduce costs, improve productivity and help you concentrate on your core business responsibilities.

## We Can Help You...

- Lower operating costs
- Identify underperforming equipment
- Eliminate on-site parts inventory
- Monitor and control costs
- Consolidate supplier base
- Maximize fleet efficiency

No team is better equipped with the knowledge and experience required to maximize the benefits of your equipment investment and keep downtime to a minimum. With our national network of dealers, factory-trained and certified technicians, preventive maintenance programs, comprehensive training, financing, parts and other support services, we can take care of your needs.



# Six Steps to Higher Fleet Productivity

- Complete fleet and facility analysis determines the right equipment mix
- Fleet surveys identify common equipment features for flexible rotation and possible relocation
- Optimized maintenance and parts programs reduce lifecycle expenses
- Planned replacement/refurbishment programs provide optimum productivity



- Flexible financing, leasing and rental programs available
- High level of equipment finance experience



- Comprehensive operator training
- Safety training
- Technical training

## 1 Complimentary Fleet Needs Analysis

You'll receive a free needs analysis in line with your business goals, at your location, from a JLG fleet management professional. Gathering information on the size of your facility, number of employees, age and number of existing machines and the tasks associated with those machines, we can determine your current costs and identify areas of potential improvement. Based on this data, the CSG team will outline a custom fleet management program for your consideration.

### Custom programs typically include:

- Operator training
- Equipment monitoring
- Preventive maintenance
- Service history and parts service

## 2 Fleet Acquisition Options

The cost of acquisition is only a fraction of your total costs over a machine's lifetime when you consider all of your expenses, including operator training, maintenance and management. JLG Financial Services delivers the best combination of leasing and financing alternatives, tailored to your needs, to help you acquire and properly maintain a productive fleet. We can handle every aspect of your loan or lease, including flexible end-of-term options and disposition.

## 3 Employee Training

Proper training helps reduce the chance of accidents, and prolongs the life of your equipment. Especially for companies with high turnover rates, the value of an integrated, continuous training program is even greater. We offer comprehensive training programs that cover everything from machine operation and safety training to OSHA and ANSI regulations. Your employees will learn how to operate equipment more safely and efficiently, recognize and avoid potential hazards, and perform inspections.

## 4 Preventive Maintenance

Following a regular preventive maintenance schedule is the best way to maintain the quality, safety and productivity of your access equipment. And nobody knows how to maintain your equipment better than our factory-trained and certified professionals. Backed by the largest distribution network in the industry and the most comprehensive line-up of services, we can provide the parts, service and repair work you need to keep your equipment operating at peak efficiency. Our service programs are designed to help improve your productivity and uptime while reducing your fleet maintenance costs.



## **5 Maintaining and Monitoring Machine History**

To make your job easier, we maintain total fleet data and fleet maintenance histories in a secure database. This minimizes the effect that employee turnover can have on fleet records and individual machine histories. We'll also provide regular reports to your managers, and will let you know when your machines need service or when a different fleet solution is called for based on your changing needs.

### **Custom programs typically include:**

- **Regular and scheduled maintenance to keep your machines on the job and performing at peak efficiency**



## **6 Exit Strategy**

Even the most reliable equipment will eventually reach the end of its useful life. Part of our fleet management strategy is to help you develop a planned equipment replacement strategy. When the time comes to upgrade your fleet or change your product mix, we make it easier for you to find the right unit at the right price. And since JLG machines hold their value well, especially when properly maintained, you can trade in your old machines for new, reconditioned or remanufactured equipment.

- **Lower cost of ownership over the life of the machine**
- **Complete machine maintenance history to improve residual value**
- **Flexible equipment replacement strategies for optimal return on your investment**

# Build a Fleet as Versatile as Your Needs

## Mobile Stock Pickers and Vertical Lifts



### Applications

- Stock picking and inventory control
- Plant and facilities maintenance
- General contracting
- Confined work areas

### Features

- Platform heights of 15 and 20 ft
- Driveable at full platform height

## Push-Around Vertical Lifts



### Applications

- Stock picking and inventory control
- Plant and facilities maintenance
- General contracting
- Confined work areas

### Features

- Platform heights from 15 to 41 ft
- Fits through standard doorways

## Electric Articulating and Mast-Style Boom Lifts



### Applications

- Facilities maintenance and repair
- Inspection and remodeling
- Mechanical, electrical, utility and painting contractors
- Up-and-over applications

### Features

- Platform heights from 18 to 60 ft
- Compact models for narrow aisles

## Electric Scissor Lifts



### Applications

- Facilities maintenance and repair
- Mechanical, electrical, utility, drywall and painting contractors
- Vertical applications where platform space and capacities are vital

### Features

- Platform heights from 19 to 40 ft
- Larger Platforms and higher capacities

## Towable Boom Lifts



### Applications

- Facilities maintenance and repair
- General contracting
- Dozens of do-it-yourself jobs

### Features

- Platform heights of 35 and 50 ft
- Can be towed behind any vehicle with a Class 2 or Class 3 hitch

## Drop-Deck Trailers



### Applications

- Construction, industrial and landscaping equipment
- Vending machines and supplies
- Safes, pianos and other hard to move items

### Features

- PowerDeck® for ground level loading
- Decks from 8 to 16 ft long
- Flatbed, utility and enclosed models

## Financing



### Access Financial Solutions

The Access Financial Solutions team delivers creative financing solutions for companies acquiring JLG products.

- Creative financing solutions
- High level of service and experience
- Flexible financing or leasing designed for your unique situation

## Services



### JLG Certified Service Network

For the service, training and repairs you need, turn to our nationwide network of factory-trained and certified professionals.

- Factory-trained and certified technicians
- Genuine JLG and OEM parts
- JLG designated maintenance schedules
- Full factory support of JLG

For more information visit [www.jlg.com/csgservice](http://www.jlg.com/csgservice) or contact your regional sales manager.

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