

AFTERMARKET ADVISOR



EQUIPMENT

CONSTRUCTION/FORESTRY

2011 VOLUME 2

WAJAX - JCB DEMO DAYS SHOWCASED WHY A SKID STEER LEGEND IS BORN

Demo days for the JCB Skid Steer product line were hosted throughout Wajax branches in British Columbia, Manitoba, and Ontario in May and June. Customers were thrilled with the hands on experi-

ence and amazed with the new generation's side door.

Further Wajax - JCB demo days will be hosted in Quebec and Atlantic Canada - be sure to contact your sales rep to get all the details.



Wajax Mississauga Demo Day Welcoming our customers to a few hours of playing with the New Generation Skid Steers... and enjoying some great lunch as well



JCB Product Specialist, David Pendleton shows a potential customer the skid steer side entry door



Customers checking out how easy it is to get in and out of the JCB Skid Steer



JCB Skid Steer in action!

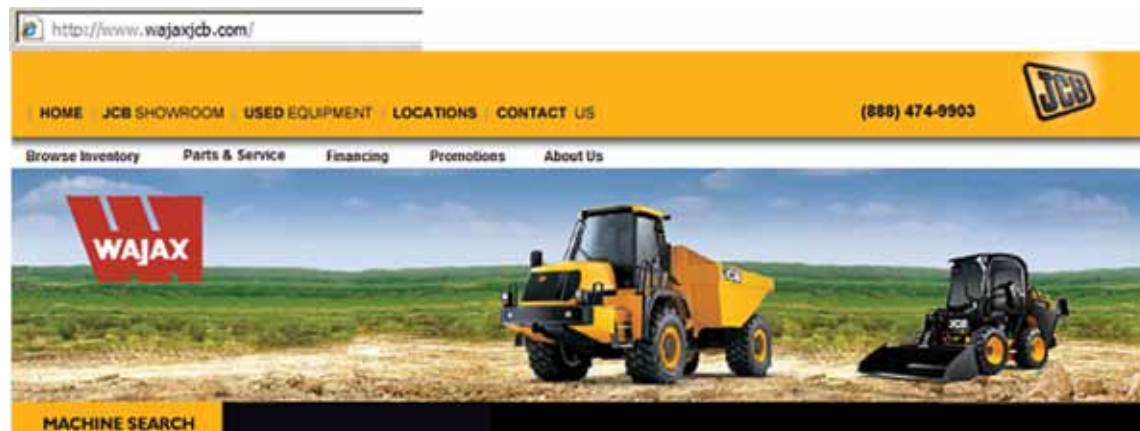


Wajax Sales Representative Ryan Nash showing off the Skid Steer tilting cab



NEW! www.wajaxjcb.com

Visit the new [wajaxjcb.com](http://www.wajaxjcb.com) site for new equipment information, our dealer locations, used equipment inventory, event notifications and much more.



WHICH ONE WOULD YOU CHOOSE TO DRINK?



The Same Applies to Your Machines. Fluid Matters!

Whatever brand of machine you operate, JCB has the lubricants to protect and to enhance performance.

JCB lubricants set the industry standards for cleanliness and quality control.

We also offer reduced component wear, increased efficiency, reduced life costs and excellent value for money.

Experienced Wajax staff are able to provide the best advice, technical expertise and will match the correct

lubricant to your machine.

Wajax also provides a full range of JCB filters, which together with JCB lubricants provide optimum protection and performance from your equipment, giving you a CLEAR advantage.

| | |
|---------------------------|----------------|
| Genelle, BC (W Kootenays) | (250) 693-5530 |
| Kamloops, BC | (250) 374-5055 |
| Langley, BC | (604) 513-2216 |
| Nanaimo, BC | (250) 755-2005 |
| Prince George, BC | (250) 562-7321 |
| Sparwood, BC | (250) 425-9900 |
| Calgary, AB | (403) 279-7278 |
| Blackfalds, AB (Red Deer) | (403) 885 5604 |
| Edmonton, AB | (780) 483-6641 |
| Ft McMurray, AB | (780) 791-6447 |

| | |
|--------------------|----------------|
| Grande Prairie, AB | (780) 567-4266 |
| Saskatoon, SK | (306) 934-2858 |
| Winnipeg, MB | (204) 255-2214 |
| Hamilton, ON | (905) 383-3654 |
| Kitchener, ON | (519) 893-2942 |
| London, ON | (519) 685-1172 |
| Mississauga, ON | (905) 624-5611 |
| Ottawa, ON | (613) 739-2990 |
| Sudbury, ON | (705) 692-3656 |
| Thunder Bay, ON | (807) 577-1111 |

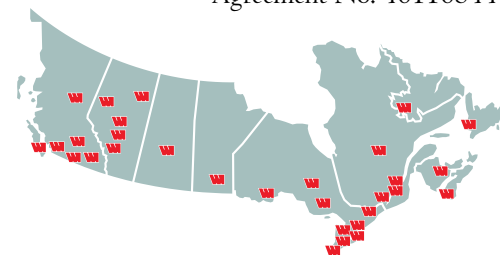
| | |
|------------------|----------------|
| Timmins, ON | (705) 267-7000 |
| Windsor, ON | (519) 944-8118 |
| Chambly, QC | (450) 447-9891 |
| Lachine, QC | (514) 639-7500 |
| Quebec City, QC | (418) 681-3555 |
| St. Félicien, QC | (418) 679-4623 |
| Moncton, NB | (506) 857-8870 |
| Dartmouth, NS | (902) 468-7352 |
| Corner Brook, NL | (709) 686-0777 |
| Wabush, NL | (709) 282-3626 |



Return undeliverable
Canadian addresses to:

Wajax Head Office
16745 - 111 Avenue
Edmonton, AB T5M 2S4

Canadian Publications Mail
Agreement No. 40110344



Special Offers Expire December 31, 2011

Part numbers and images shown are for reference only. Wajax makes no claim that these parts are from the manufacturer stated. All parts, pricing and specials are subject to inventory and branch availability.

CONSTRUCTION/FORESTRY

WORK LIGHTING



Work Lamp
Special Low Pricing!
 M8 307001-4
\$18.99



Hid-Xenon Work Light

- Internal ballast/igniter unit
- HID-Xenon 35W bulb
- Hi-impact nylon front housing and aluminum die-cast housing
- Pencil/wide flood beam optional
- Innovated vibration-free mount stainless steel mounting bracket with rubber cushion
- Automatically converts from 12v to 48v

M8 JH 9520W HID work lamp \$249.99



24V 70W Flood Lamp
 Glass lens, plastic housing, anti-rust HD single post swivel mounting bolt, excellent optics providing more light for the amperage consumed
 M8 1183-4 \$49.99



24V 70W Flood Lamp
 Glass lens, plastic housing, HD anti-rust bracket, quick connect plug, easy to change bulbs with removable grommet on the back of the housing. Also available in 12V 100W (63511)
 M8 63512 \$39.99



12-48V Low Profile Strobe
 Impact resistant polycarbonate lens, epoxy-coated circuitry (protecting from moisture and corrosion), HD rubber base, available as direct mount or magnetic base and cigarette lighter plug.
 M8 67205M \$99.99

WAJAX BUCKET TEETH

Featuring the high quality that you've come to expect from us, all at a lower price!



| Standard Tooth | | Tiger Tooth | | Twin Tiger Tooth | |
|----------------|---------|--------------|---------|------------------|---------|
| BQ 230 | \$5.66 | BQ 23T | \$5.70 | BQ 230WT | \$6.55 |
| BQ IU3302 | \$20.30 | BQ J300TIGER | \$23.38 | BQ J300TWIN | \$28.10 |
| BQ IU3352 | \$27.39 | BQ J350TIGER | \$32.50 | BQ J350TTD | \$34.40 |
| BQ 9W8452 | \$51.96 | BQ J450TIGER | \$83.48 | BQ J450TTD | \$68.51 |
| BQ 9W8552 | \$99.77 | | | | |

CHAMBLY, QUEBEC BRANCH OPENING

Over 27,000 sq. ft to serve you!



Goodbye Granby, Hello Chamby!

Wajax Granby, Quebec has packed its parts, equipment and staff and moved into its new facility in Chamby, Quebec. The new location will service the Eastern township and South shore of Montreal with its 30 staff. Sylvain Belisle, Wajax General Manager, Eastern Canada states "This move is a commitment to serving our customers. The branch is just 30 km from Highway 20 and 14km from Highway 30, such a great new central location."

The entire Granby staff settled into the new 27,000 sq. ft Chamby building June 1st,

2011 with 15 work bays, wash bay, and a full parts department. The new branch will continue to service the material handling, construction, and crane equipment lines.

The new Chamby Branch address is:

1970 rue John-Yule
 Chamby, Quebec
 J3L 6W3
 Phone: 450-447-9891
 Fax: 450-447-1228

We welcome you to stop in for a tour of the new branch, be sure to keep an eye out for our open house celebration later this year.

SOLIDEAL TIRES FOR YOUR CONSTRUCTION NEEDS

www.solideal.ca

- Stepped lug treads and higher lug-to void ratio provides excellent traction in all conditions
- Heavier under tread and robust casings provide superior flotation
- Natural rubber compounds for greater chunk and tear resistance
- Extra deep lugs give optimum traction and longer tread life
- Full ply construction and robust construction reduces the risk of damage and extends tire life
- Economical price for peak performance



WAJAX UNDERCARRIAGE

Excavators • Dozers • Crawler Loaders • And More

Wajax represents a number of quality brands of undercarriage components for a variety of excavator, dozer and crawler loader models.

Wajax can source undercarriage components from various manufacturers around the globe to offer you lines from Italy, Korea, and other areas.



Built Tough!

Engineered and constructed for durability and reliable performance, available undercarriage components include:

- Sprockets • Sprocket Segments
- Idlers • Track Chains • Track Shoes
- Tension Devices • Rubber Tracks
- Track Link Assemblies • Rollers
- Track Links • Split Master Links

Aftermarket track adjusters available now



Track pads and chains



Idlers



Track adjusters



Lower rollers



Upper rollers



Sprockets and more

HEROIC EFFORTS BY MECHANICS SAVE LIVES



Chris Gardner (L) and Spencer Harrison presented with the "Lifesaver Award"!

When Wajax employees Spencer Harrison and Chris Gardner hopped into their truck after finishing up their scheduled shift at Northern Alberta's Aurora oil sand site, they waited at an intersection for a logging truck making its way down Highway 63 before pulling out onto the highway behind it. It turns out this was a life-saving decision.

"We caught up to the logging truck within a few minutes and then we just saw sparks and this huge fireball," says Chris, a 10-year Wajax Industries employee and heavy duty field lead. "It was a garbage truck, which had collided head-on with the logging truck ahead of us. We pulled over, jumped out and I ran over to the garbage truck while my buddy Spencer called 911. I could see the guy in the cab was alive, but I knew we had to get that fire out fast. I pulled out my fire extinguisher and started putting out the fire, and it took until the very last drop in that extinguisher to get the fire out."

Danger was prevalent as the gas tank could have easily exploded, but, Chris and Spencer's actions had the fire out within minutes. The oncoming garbage truck had lost a wheel and crossed the centre line to collide with the logging truck. "The (logging) truck sideswiped an F350 on its way into the ditch, too", says Spencer, who has been with Wajax one year as a heavy duty apprentice. "I couldn't believe the guy in the garbage

truck had survived it. It was twisted up like a pretzel". Spencer says the two men in the F350 were both out of the truck when he went over to check on them but one man did have injuries to his hands and ribs. He says despite extensive front-end damage to the logging truck, the driver of that truck seemed to be unharmed.

"I don't think we would have walked away from that if we had turned out onto the highway ahead of that logging truck, though," says Spencer.

A Mine Fire Department arrived on-scene shortly after the collisions and used the Jaws of Life to extract the driver from the garbage truck.

The action of Chris and Spencer are reassuring because it's a reminder there are some very skilful people employed with Wajax, working on customers sites every day, says Mike Donald, field service manager. "There are a lot of competency requirements to working on certain customers sites, says Mike. "I'm proud of the people we send to work on-site and it's situations like this that remind of just how important it that our people and our equipment are up to standard. It saves lives."

In honour of their actions, Chris and Spencer were presented with the "Lifesaver Award" in a presentation recently.



WAJAX ADDS TO IT'S PETERSON PACIFIC CORP. SALES TERRITORY

Wajax is pleased to announce the expansion of its sales territories for the Peterson Pacific Corp. (an Astec Industries Co.) product line. Peterson is the manufacturer of industry-leading whole tree chippers, debarkers, horizontal grinders, blower trucks and trailers. Wajax recently added Alberta, Saskatchewan, Northwest Territories and Nunavut to their current territories of Ontario, Quebec and Manitoba.

Peterson Pacific Corp. has been an Oregon Corporation since 1981. The company began as Wilbur Peterson & Sons, a heavy construction company. Peterson expanded into manufacturing to develop equipment to suit their land clearing/construction needs. A portable chain flail Delimber-Debarker was designed first, the Model DD 4800. The Model DDC 5000, a portable Delimber-Debarker-Chipper, was developed next followed by other portable equipment for the pulp and paper industry.

In 1990 Peterson introduced its first wood waste recycling machine. Ongoing improvement of wood grinders has led to the current line of horizontal feed wood grinders. These

models have been very well received both in Canada, the U.S. and overseas. The company has rapidly grown with the demands of the industry and in 1993 built their 60,000 sq. ft. manufacturing plant in Eugene, Oregon. Further expansion in 2000 added an additional 50,000 sq. ft.

In July of 2008, Peterson was purchased by Astec Industries, Inc., opening a new chapter in their corporate history. Continuous development to meet industry needs produced Peterson's first drum style chipper, the 4300 in 2010.

"We are excited to have Wajax increase their territory representing Peterson products in Canada!" said Michael Spreadbury, Marketing Manager for Peterson.

Wajax opens its doors to all previous Peterson clients, offering sales of new and used units, parts and maintenance. Wajax Financial Services is also available to customers with any financing needs.



ONTARIO SUMMER CONSTRUCTION SERVICE SPECIAL!

Discounted Labour on PM Services!

Includes:

- Inspection of:
 - Cab
 - Fluid Levels
 - Engine and Compartment
 - Bucket and Quick Attach
 - Boom and Arm Bushing
 - Main Hydraulic Cylinders
 - Hydraulic Components
 - Undercarriage

Plus:

- Oil & Filter Change



Only \$69.99/hr

Parts and Travel Additional
Available only at Participating
Ontario branches.



FLAIL CHAIN



There are few tasks as formidable as de-limbing and de-barking and even fewer chains that stand up to the job as well as Wajax's 630 and 656 Premium flail chain.

Designed to be durable the 630 is able to handle a wide range of tree species and climates. The rugged 656 Premium is forged for more aggressive debarking in colder climates.



You win with either product because they're backed by more than three-quarters of a century of North American manufacturing expertise and superior customer satisfaction. Contact your local Wajax Peterson branch for additional information!



WE'VE GOT IT

Our commitment to your parts needs

Our parts department has grown beyond belief and we are committed to ensuring that whatever part you need it is waiting for you at our branch. We are dedicated to providing you with the required parts to meet your needs.

Match our parts department with a service department as qualified and experienced as ours and we will have your equipment up and running before you know it.

With additional inventory added across our branch network, Wajax Industries is confident that "We've Got It"! Call your local branch for further information.

WJAX CRANE CERTIFICATION PROGRAM



At Participating Wajax Branches

The Wajax Annual Crane Certification Program provides an affordable means of ensuring that your crane is ready for the year ahead.

Performed by engineers, Wajax will provide you with a written report which details any repairs necessary to obtain certification.

Wajax has qualified crane technicians at participating branches across the country, and can perform for any major brand of:

- Telescopic Booms • Aerial Devices
- Stiff Booms • Knuckle Booms
- Warwick Ladder • Digger Derricks

Wajax will also provide a complete Crane Inspection as part of its certification procedure, ensuring that your crane is in top condition.

Call your local participating Wajax branch for pricing!

FOR ALL BRANDS

WELCOMING WIRTGEN TO WJAX – ONTARIO

Wajax Equipment and Wirtgen Group are pleased to announce Wajax Equipment as the authorized dealer for the complete Wirtgen Group product line up in the province of Ontario.

The Wirtgen Group product line offers mobile machinery for road construction, road rehabilitation, mining and mineral processing. The group's brands include Wirtgen, Vögele, Hamm and Kleemann all being manufactured in Germany.

"We are extremely proud to offer the Wirtgen Group product lines in Ontario", says



Tom Plain, Wajax General Manager for Ontario. "Wirtgen offers high quality products that are a great compliment to our current products. Wajax will provide full service, sales and parts for all of these product lines".

Each Wirtgen Group brand offers the highest level of technology and quality craftsmanship and is the world leader in their respective product offerings:

- Wirtgen** Milling machines, soil stabilizers and concrete slipform pavers
- Vögele** Asphalt pavers
- Hamm** Asphalt and soil compactors
- Kleemann** Mobile rock crushers and screens

About the Wirtgen Group in North America:

With 35 dealers operating from over 240 locations in the US and Canada, Wirtgen Group's value proposition of "Close to our customers" is fulfilled through the strongest distribution system of any construction equipment manufacturer. Wirtgen Group dealers support their customers through professional applications consulting, first class spare parts and reliable local, on-site, service. Being "Close to our customers" in all aspects is everyone's top priority.

For further information, please contact your local Wajax Ontario branch.



WIRTGEN AMERICA

WJAX IS EXCITED TO ANNOUNCE CYLINDER REBUILDING SERVICES!

Hydraulic cylinders are rebuilt to OEM specifications, bushing to bushing, including paint

Available on all construction models up to the Hitachi I200!

Includes up to 1 year Warranty!

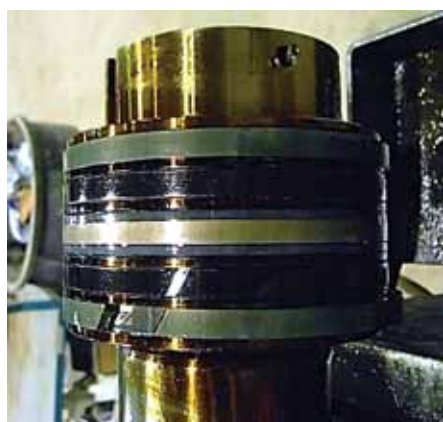
Packages can include:

- Re-boring
- Rod Rebuilding
- Re-chroming

Or any other machining as well as re-painting for that brand new appearance!

Offering:

- Assessment
 - Disassembly
 - Estimating
 - Correction of cylinder from simple seal replacement to complete overhauls
- Contact your local Wajax branch for additional details!



BLOW OUT PARTS

While Quantities Last And for a Limited Time Only!

| MF | Part # | Description | Special Price |
|----|---------------|----------------------------------|---------------|
| M7 | I4X28X2 | Outrigger pad strandwood | \$16.00 |
| M7 | 8X9 load line | Non-spin 5/8 wire rope, per foot | \$2.00 |
| M8 | 203-30-00140 | Roller, Komatsu | \$100.00 |
| M8 | 17A-30-00080 | Roller, Komatsu | \$250.00 |
| M8 | 17A-30-00070 | Roller, Komatsu | \$250.00 |
| M8 | RB17/I05500 | JCB rebuilt injectors | \$15.00 |
| M8 | RB17/I07000 | JCB reman injection pump | \$100.00 |
| M8 | RB02/200046 | JCB hyd cylinder | \$150.00 |
| M8 | RB17/922500 | JCB reman injection pump | \$150.00 |
| M8 | 9I35220 | Final Drive EX750-5 | \$19,200.00 |

EXCAVATOR BATTERIES

Low Pricing!

Newer Hitachi Models

BY V4D-7 \$234.99 (shown)

Older Hitachi Models

BY NI20 \$215.00



DEEP CYCLE BATTERY



Voltage: 6V
 AH @ 20 hours: 232 amp hours
 Dimensions: length, 10 1/4" (260mm)
 width, 7 1/8" (181mm)
 height, 11 1/4" (286mm)
 BY PS2200-DUAL \$147.40