

AFTERMARKET ADVISOR



MATERIAL HANDLING

2011 VOLUME 2

PALLET JACK SPECIAL

Two Sizes, One Small Price

HY 3174531

\$299.95



Load capacity:	5,500 lbs	Steer wheels:	7"
Fork length:	48"	Load rollers:	2.9" X 3.6"
Lowered fork height:	2.9"	Wheels/rollers:	Polyurethane
Raised fork height:	7.5"	Overall fork width:	27.5" 3174531 20.5" 3177681
Fork width:	6.5"		
Weight:	180 lbs.		



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 Equipment is confident that "We've Got It"! Call your local branch for further information.

WAJAX NATIONAL FLEET MANAGEMENT

Ask About Our National One-Point-of-Contact Program!

Surveys estimate that fewer than 6% of companies can accurately identify their lift truck operating expenses. The bottom line is that if you don't know what the problem is, you can't manage it.

Operating a lift truck fleet is a reality of your business, but managing a lift truck fleet in addition to focusing on your core business responsibilities can get complicated. Trying to keep tabs on service schedules is tough enough. When you add in the varying degrees of usage of each unit, multiple facilities in different locations, and the possibility of several service providers and parts suppliers, it gets even trickier.

When lift truck fleets are not maintained appropriately or utilized efficiently, downtime increases, productivity is reduced, and you end up with more equipment than you really need. This all affects your bottom line when more and more money is being spent on an aging fleet that doesn't perform as cost effectively as it should. Does your company have any one of these issues with your fleet? Then an effective fleet management program might be the answer.

Wajax, being a National Company with a branch network spanning the entire country, is able to work with you in implementing a fleet management program. Wajax is committed to offering flexible solutions with as much involvement as you choose.

Some examples of our offerings:

- Cost of ownership reporting



Customized reporting via wajax.ca login



- Customizable web access
- Optimized PM programs
- Recommended optimal replacement
- Etc

Contact your local Wajax branch to find out how Wajax can be your true National Fleet Manager.

Genelle, BC (W Kootenays)	(250) 693-5530	Grande Prairie, AB	(780) 567-4266	Timmins, ON	(705) 267-7000
Kamloops, BC	(250) 374-5055	Saskatoon, SK	(306) 934-2858	Windsor, ON	(519) 944-8118
Langley, BC	(604) 513-2216	Winnipeg, MB	(204) 255-2214	Chambly, QC	(450) 447-9891
Nanaimo, BC	(250) 755-2005	Hamilton, ON	(905) 383-3654	Lachine, QC	(514) 639-7500
Prince George, BC	(250) 562-7321	Kitchener, ON	(519) 893-2942	Quebec City, QC	(418) 681-3555
Sparwood, BC	(250) 425-9900	London, ON	(519) 685-1172	St. Félicien, QC	(418) 679-4623
Calgary, AB	(403) 279-7278	Mississauga, ON	(905) 624-5611	Moncton, NB	(506) 857-8870
Blackfalds, AB (Red Deer)	(403) 885 5604	Ottawa, ON	(613) 739-2990	Dartmouth, NS	(902) 468-7352
Edmonton, AB	(780) 483-6641	Sudbury, ON	(705) 692-3656	Corner Brook, NL	(709) 686-0777
Ft McMurray, AB	(780) 791-6447	Thunder Bay, ON	(807) 577-1111	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.

MATERIAL HANDLING

CAN A FORKLIFT LIVE FOREVER?

The longer it works, the better your return on investment, so the formula's simple: get the best equipment you can, right up front and service it properly - keep it working as long as possible.

Improve your bottom line.

Call Wajax and we'll provide a complete solution, from the wheels up.

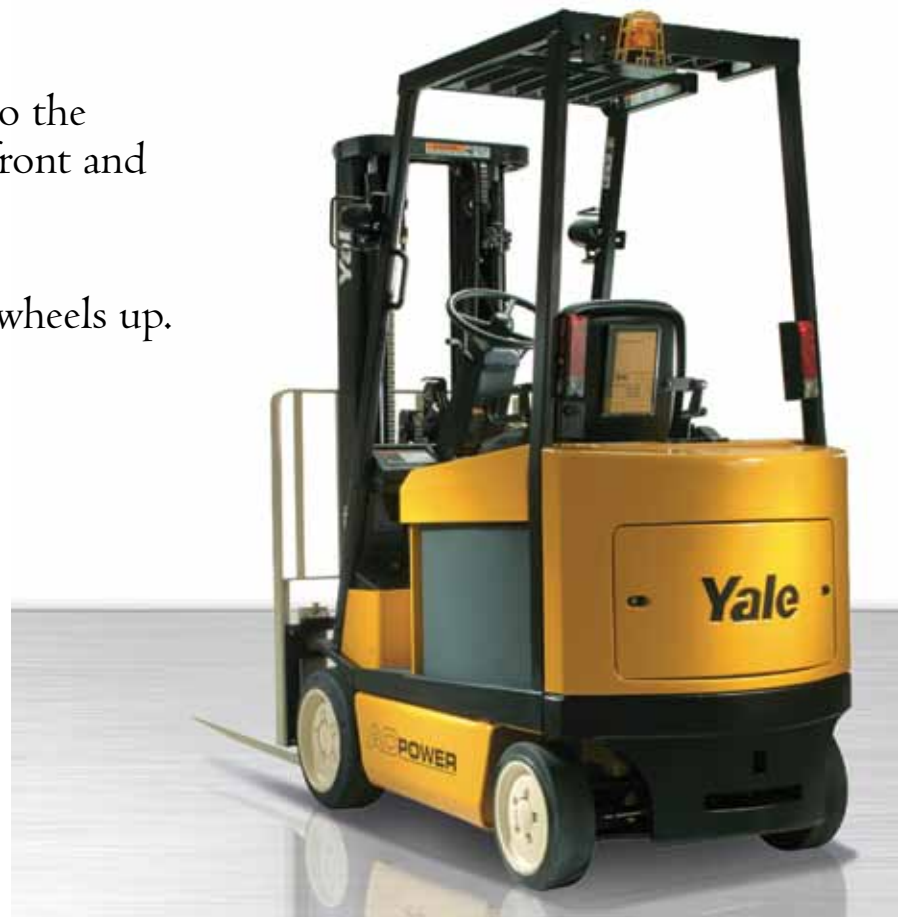
Yale Materials Handling Corporation is proud to announce that the Yale product line has been awarded to Wajax Equipment in the province of Newfoundland! With strong branch representation being

managed out of the Corner Brook (Pasadena) facility - the fit is natural. Feel free to contact them at (709) 686-0777 for any of your material handling needs.

Authorized Dealer for Yale - Clarification Notice

In reference to the Aftermarket Advisor Issue I, 2011, please note that Wajax is the authorized Yale Material Handling dealer only in the following provinces: Alberta, Saskatchewan, Manitoba, Prince Edward Island,

Nova Scotia, New Brunswick and Newfoundland. Wajax is not the authorized Yale dealer in Ontario and Quebec. Please contact marketing@wajax.com should you require further clarification.



BALANCED BUDGET PM PROGRAM OVERVIEW

All Makes, New or Older Machines, One Unit or Entire Fleet

Wajax Periodic Maintenance Programs are available for new and old machines, one machine or an entire fleet, and offer many benefits, including:

- increases machine availability
- increases efficiency
- helps to prevent catastrophic failures
- lowers repair cost and downtime
- provides access to specifically trained maintenance technicians
- reduces need for in-house mechanics
- provides complete record of all maintenance
- counters potential safety issues
- eliminates environmental concern
- reduces liability
- meets and maintains all government equipment regulations
- optimizes cost per hour.

Choose a payment option to suit your needs

1) Basic PM Agreement

An agreement whereby Wajax and our customers communicate at specified intervals (every month or quarter for example) to determine if a PM is to be performed on their machine(s) at a pre-determined labour amount (ie. a flat rate or hourly rate). All parts, fluids, travel, etc. are extra, however multiple machine discounts are available.

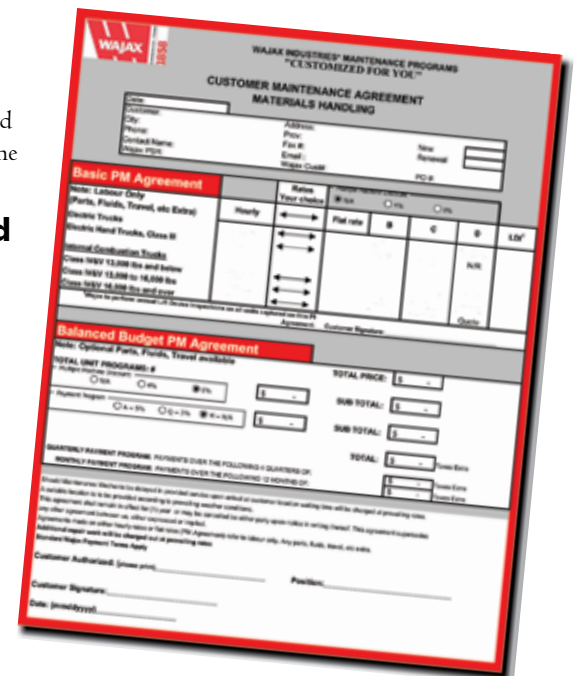
2) Balanced Budget PM Agreement

The Balanced Budget PM Agreement goes a couple of steps further than Basic PM. Not only is a labour rate pre-determined, but Wajax will also include any or all of: parts, fluids, travel, oil analysis, etc. and apply discounts based on multiple machines and/or the chosen payment plan (ie. annually, quarterly, monthly, etc.). Wajax will also schedule approximate dates when each service is to be performed. The Balanced Budget PM Agreement is designed

for customers who think long term and are keen on lowering their units' lifetime owning and operating costs.

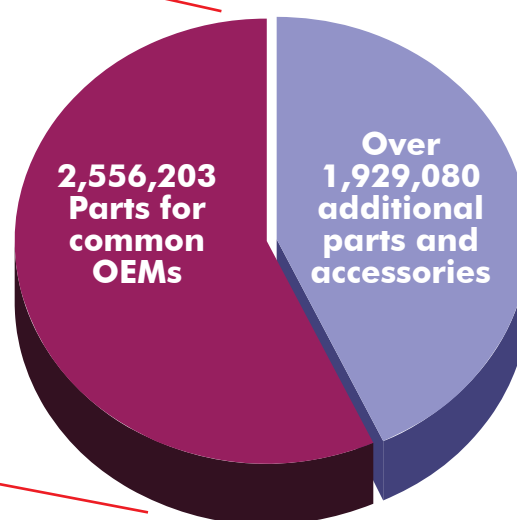
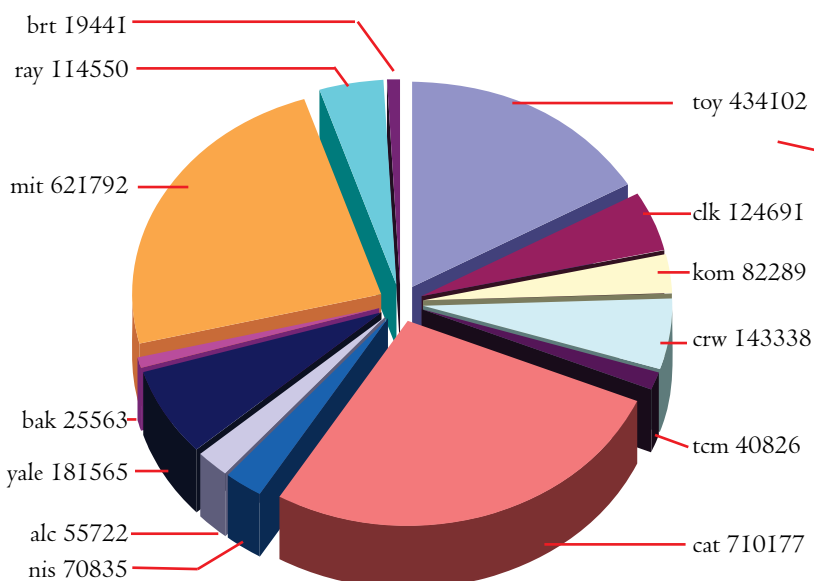
How does the Balanced Budget PM Agreement lower owning and operating costs?

- It guarantees the cost of maintenance.
- Discounts = greater savings.
- Allows for budgeting of machine costs.
- Controlled costing adds value to your business.
- Potentially higher trade-in value.
- Customized plans for your company.
- Strategic scheduling of B,C, and D PMs will keep you up and running.
- Negates future price increases
- Lowers customer operational costs "cost of issuing PO's"



Wajax PM Programs will help keep your equipment in top condition while saving you money!

SPECIFIC OFFERING FOR POPULAR OEMS



UNISOURCE Program Features

- Over 100 Brands
- Over 3,800 Models Covered
- Over 4,800,000 Crosses
- Competitive Pricing



IS YOUR COMPANY PREPARED FOR A SAFETY BLITZ?

Alberta Workplace Forklift Safety Lacking



Image courtesy Edmonton Journal

A recent inspection campaign with Alberta's powered mobile equipment showed room for improvement

During the province-wide safety blitz between February 22nd and March 18th at 87 employers, 214 safety orders were issued across a number of different industries.

"Because we announced the inspections in mid-February and businesses expected to see us, I am disappointed to see forklifts and other equipment not properly maintained and operators not adequately trained," said Thomas Lukaszuk, Alberta Minister of Employment and Immigration, when studying the report results

Among the 214 orders issued by Occupational Health and Safety officers:

- 24 related to improper inspection and maintenance of the powered mobile equipment
- 20 resulted from failure to conduct a visual inspection prior to operating the equipment,
- 14 related to proper training of an operator and competency and proper supervision to safely operate the equipment.

Orders were also issued relating to seat belt failures, windows and windshields, warning signals and load charts.

With a typical 5000 lb forklift weighing 14,000 lbs or the equivalent of 6 cars and a center of gravity which when not understood can result in tip-overs, training is essential. Gil McGowan, President of the Alberta Federation of Labour (AFL), which represents 140,000 workers says that the results of the safety blitz should be taken a step further to solve forklift-safety problems in Alberta, and that the province should "follow the lead of Manitoba and institute a mandatory system of training and certification of forklift operators. We require people to pass licensing tests before they can get behind the wheel of a car or a truck. But no such requirements are in place for forklifts. It just doesn't make sense." "Mandatory training and certification for forklift operators, as happens in Manitoba, would be much more effective in saving lives and preventing injuries".

ALBERTA BRANCHES RECEIVE CERTIFICATE OF RECOGNITION

Wajax Equipment Alberta Branches were awarded the **Certificate of Recognition (COR)** on May 4th for having developed a health and safety program that meets government established standards. The certificates are issued by Alberta Employment and Immigration, and co-signed by Certifying Partners. Wajax is committed to the safety of employees, customers, contractors and visitors. Wajax Equipment's Senior Vice President challenged all employees to pursue a healthier and safer environment on a continuous basis. This proactive approach minimizes the risk of injury or illness. The health and safety management system includes all aspects of a safe work environment, emergency responses and prevention.



WAJAX IS COMMITTED TO SAFETY

Wajax is proud to be an industry leader when it comes to safety

Wajax offers Forklift Operator Safety Training which meets and exceeds CSA standards and Ministry of Labour guidelines and regulations

Pre-Use Inspection Booklets are available and priced from \$36.53.

Sale of strobe lights, seat belts, impact

monitoring, and operator stress and fatigue reduction equipment are part of a safe working environment.

Is your company prepared for a provincial safety blitz?

Have you done your due diligence?

WAJAX FORKLIFT OPERATOR SAFETY TRAINING

Has Your Company Done its Due Dilligence?

Safety training... it's not just good practice, it's required by regulation!

All Wajax Training Program courses are available on-site or at a local Wajax branch.

Ask about weekend or after-hours sessions.

Train-the-trainer, overhead crane safety and technical training courses also available.

Training meets and exceeds CSA Standards and Ministry of Labour guidelines and regulations.

New Operator: Introduces the new operator skills required to safely and effectively operate a piece of equipment with a hands-on approach.

Operator upgrade training: Ideal for an operator who has encountered a condition change in the workplace, or a different class of equipment. Re-enforcement of good operating practices is highlighted, thus perfect for those who were observed operating in an unsafe manner.

Forklifts: Courses available for various classes of lift trucks, including: older models, coun-



terbalanced small and large trucks.

Contact your local Product Support Representative or nearest Wajax branch for complete schedule and pricing

LIFT TRUCK PRE-USE INSPECTION BOOKLETS

- Check-list design and layout helps you perform inspections easier
 - 150 inspection check-lists in each book/pad
 - 6-7 months supply for single shift operations
 - 2 copy carbonless check forms
 - 1 permanent copy stays in the book
 - 1 tear-out copy to circulate
- Compatible with all makes of Lift Trucks. Available in both English and French.



Narrow Aisle Lift Trucks

Reach trucks and order pickers.
M2 WAJ-003 \$36.53



Counterbalanced Lift Trucks

Forklifts.
M2 WAJ-001 \$36.53



Narrow Aisle Hand Trucks

Walkie pallet trucks and stackers.
M2 WAJ-004 \$36.53



Storage Pouch protector

More waterproof pouch.
M2 WAJ-5000WP \$31.30

NEW MAG2 SOLIDAIR FROM SOLIDEAL

We are What Drives You

The design targets:

- Engineered apertures for increased comfort
- Superior traction
- Excellent stability
- Longer life

Currently limited sizes available – contact your local Wajax branch for additional details.



MPT Xtra-Wall

WAJAX EQUIPMENT IS NOW HIRING

- The experience you want with a wide range of heavy equipment
- The location you want with over 33 branches across Canada
- The growth opportunities you want

As one of the oldest businesses in Canada, Wajax Equipment has played an active role in the development of Canada's infrastructure. The roots of Wajax trace back to 1858 starting from a blacksmith operation to what it is today – a leading multi line Canadian distributor of heavy equipment.

Not only does Wajax offer great opportunities but also competitive wages, Comprehensive Health and Safety Program, Medical,

Dental and Group Benefits, Employee Assistance Program, Optional AD&D and Life Insurance.

Build the next generation of Canada's infrastructure and your career. We are currently recruiting for the following positions across Canada:

- Heavy Equipment Technicians
- Parts Representatives
- Equipment Sales Representatives
- Business Administration

Should you be interested in a future career with Wajax, please visit Wajax.ca and apply to careers@wajax.com

THE EXPERIENCE AND LOCATION YOU WANT WITH A COMPANY THAT HELPED BUILD CANADA SINCE 1858

Build the next generation of Canada's infrastructure and your career - Now hiring!

- Heavy Equipment Technicians
- Parts, Sales and Management Postions



www.wajax.ca
careers@wajax.com

BLOW OUT PARTS

**While Quantities Last
And for a Limited Time Only!**

MF Part #	Description	Special Price
M2 SCI2/8	115V battery charger I2/8 amp	\$99.99
M2 BT60056	Brake cable	\$15.00
M2 RAI01840I001	Raymond system card	\$150.00
M2 NI293272K01IFITGM	Nissan main transistor controller	\$125.00
M2 BTI32776A	Battery indicator	\$99.99
M2 RAI014723	Raymond insulator	\$99.99
M2 RAI12KIT	Raymond carriage kit	\$125.00
M2 RA500342	Raymond pump	\$125.00
M2 I015756/R01	Control assy raymond extend reach	\$199.95

2011 EVENTS

Come Find Us at



**LES 9 ET 10 SEPTEMBRE
SEPTEMBER 9 - 10 2011**



Wood Week

September 9-10
Centre de foires de Québec, ExpoCité



Oil Sands Trade Show & Conference

September 13-14
Suncor Community Leisure Centre, Fort McMurray, Alberta

International Plowing Match and Exposition

September 20 – 24
Chute a Blondeau, ON

POWERMAXX BATTERY AND CHARGER MAINTENANCE

Monthly, Quarterly, Semi-Annual or Annual Inspection

PowerMAXX is a monthly, quarterly, semi-annual or yearly inspection with complete analysis of batteries, chargers and handling equipment.

By providing detailed reports of your battery and charger equipment, and recommending, if necessary, required actions – PowerMAXX improves safety, efficiency, and productivity.

PowerMAXX is ideal for those customers who are not used to batteries lasting more than five years, if batteries need water more than once a week, high utility bills or if their employees complain about battery odours.

In short: PowerMAXX = Higher Productivity & Profit = Peace of Mind

Battery Condition Inspections:

The service representative will measure and record cell voltages, specific gravity, electrolyte level, and inspect vent plugs, cables and connectors on each battery as well as the watering systems. The inspection is designed to keep battery repair costs to a minimum and maximize battery life and operation productivity.

Charger Efficiency Tests:

Cable voltage drops, output currents and equalize modes are measured and recorded. All cables and connectors are inspected. The inspections assure that each charger is working at maximum efficiency which saves

electricity, cuts recharging time, increases battery efficiency, decreases battery watering and extends battery life.

Look no further than PowerMAXX to maximize your return on investment of battery and charges. For further information or details, contact your local Wajax Branch.

Battery and Charger PM only

\$35.00 ea.*

*at participating branches

