



EQUIPMENT

Advisor

MATERIAL HANDLING

2013 VOLUME 1

FLIGHT SYSTEMS INDUSTRIAL PRODUCTS

Certified OEM remanufactured controls for electric and gas powered vehicles



- Controls, dash displays, joysticks and test equipment
- One year warranty
- Over 6,000 part numbers
- Fast and efficient turnaround
- Many in stock for same day shipping

Save money with remanufactured controls by contacting your Wajax Equipment branch today!



UTILEV®

THE UTILITY LIFT TRUCK™

Utility you can trust™

UTILEV UT25P

Simple to Use, Easy to Maintain and Affordable to Own: UTILEV® - Utility you can trust™.

The UTILEV range of affordable forklift trucks delivers reliable and cost-effective handling solutions, for a no-nonsense, uncomplicated approach to materials handling.

UTILEV trucks meet the demands of a wide range of light to medium duty industrial and commercial applications, while keeping operating costs to a minimum.

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SOLIDEAL AGNUM, NOW AT BETTER PRICES

The gold standard in reliability



Wide profile and flat footprint

- Increases stability and grip

Huge lug depth

- Increases life and traction

Smooth available

Wide profile and flat footprint

- Increases stability and grip

Large tread blocks and deep lugs

- Maximize life and traction

Premium 3-stage rubber compounding

- Improves wear rate and ride quality

www.camoplastsolideal.com



CHARNOR AND WAJAX, A PARTNERSHIP MADE TO LAST!

CharNor is your trusted supplier for Reman Engines, Transmissions, Drive Units, Steer Axles and Cylinder Heads

Contact your Wajax branch today and learn how CharNor remanufactured products can extend the life of your equipment and save you money!

Now available! Heavy duty GM 4.3L engines for severe duty LPG applications.

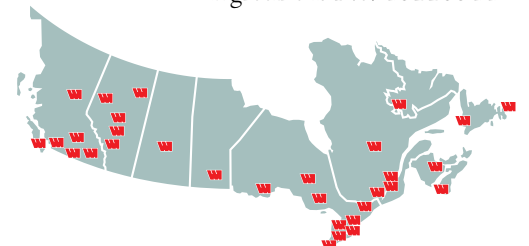


Best Quality • Best Service • Competitive Pricing



| | | | | | |
|---------------------------|----------------|--------------------|----------------|------------------|----------------|
| Genelle, BC (W Kootenays) | (250) 693-5530 | Grande Prairie, AB | (780) 567-4266 | Windsor, ON | (519) 944-8118 |
| Kamloops, BC | (250) 374-5055 | Fort MacKay, AB | (780) 743-1996 | Chambly, QC | (450) 447-9891 |
| Langley, BC | (604) 513-2216 | Saskatoon, SK | (306) 934-2858 | Lachine, QC | (514) 639-7500 |
| Nanaimo, BC | (250) 755-2005 | Winnipeg, MB | (204) 255-2214 | Quebec City, QC | (418) 681-3555 |
| Prince George, BC | (250) 562-7321 | Hamilton, ON | (905) 383-3654 | St. Félicien, QC | (418) 679-4623 |
| Sparwood, BC | (250) 425-9900 | Kitchener, ON | (519) 893-2942 | Moncton, NB | (506) 857-8870 |
| Tumbler Ridge, BC | (250) 242-5946 | London, ON | (519) 685-1172 | Dartmouth, NS | (902) 468-7352 |
| Calgary, AB | (403) 279-7278 | Mississauga, ON | (905) 624-5611 | Corner Brook, NL | (709) 686-0777 |
| Blackfalds, AB (Red Deer) | (403) 885 5604 | Ottawa, ON | (613) 739-2990 | Wabush, NL | (709) 282-3626 |
| Edmonton, AB | (780) 483-6641 | Sudbury, ON | (705) 692-3656 | Mount Pearl, NL | (709) 747-7223 |
| Edmonton, AB (Mining) | (780) 487-6700 | Thunder Bay, ON | (807) 577-1111 | | |
| Ft McMurray, AB | (780) 791-6447 | Timmins, ON | (705) 267-7000 | | |

Canadian Publications Mail Agreement No. 40110344



Special Offers Expire June 30, 2013
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.



Return undeliverable Canadian addresses to:

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

Not all products depicted within are available in all provinces, please contact your local branch to find out.

MATERIAL HANDLING

WAJAX MATERIAL HANDLING AND STORAGE EQUIPMENT CATALOGUE

Featuring a selection of over 750 manufacturers at your fingertips

With the launch of our new Material Handling and Storage Equipment catalogue this summer, Wajax Equipment has become your one-stop shop. With a selection of over 750 manufacturers at your fingertips, you're sure to find a number of products to suit your needs.

Freight is included for most products to major metropolitan areas - contact a sales representative at your nearest branch for a copy of the catalogue and to confirm if your area includes free freight!



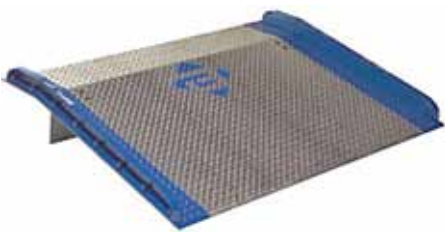
Lift table

5,000 lbs cap., 24" w x 48" d platform, 7 1/2" to 43 1/2" lift height
7249204 \$7,117.00



Heavy-duty hopper

Yellow, 7,000 lbs/2 cu yd cap.
5291909 \$2,148.00, freight extra



Dock plate

15,000lb dockboard 48" l x 72" w 7" h dif
7544501 \$1,350.00



Four-step rolling ladder

With handrail, 60 degree standard slope, 36" top step height
A501I Call for price, freight extra



Storage Go Round

31 x 31 x 60" h
5294800 \$1,230.00



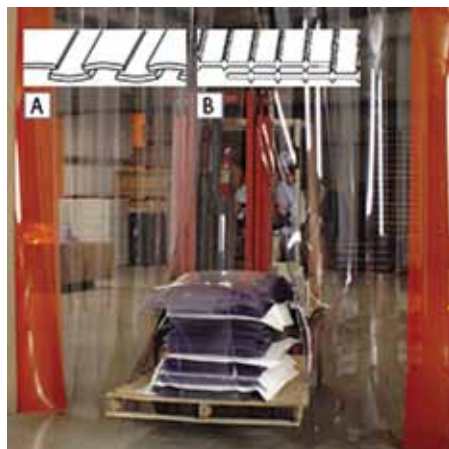
Computer cabinet

Computer center, blue, 27" w x 24" d x 49" h
4752818 \$445.00



Work platform

48" x 48" without casters
9665200 \$1,406.00



Strip door kit

Kit fits 10' w x 10' w door opening, 12" strips, .120 thickness
7546801 \$828.00



Stool

23-33" h, deluxe stool w/ glides
4149400 \$397.00



Wire Stock Truck

3 Sided, 48" w x 24" d x 70" h
4793100 \$661.00



Flammable liquid safety cabinet

43" w x 18" d x 44" h, 30 gal cap.
7839909 \$765.00



Column protector

Fits 10" x 10" column, overall 24" w x 42" h
4200902 \$301.00



Drum handler

Single fiber drum, 1,000 lbs cap.
7434700 \$1,124.00



50lb Drum Truck

7406400 \$643.00



Vertical cylinder storage

4 LP cylinder cap., 43" w x 30" d x 37" h
7670600 \$1,067.00



Dock light/fan combo

40" arm length
2878400 \$496.00



Railings

6' l standard rail
4228200 \$214.00
44" h double post
4226100 \$365.00

FREE FORK AND CHAIN WEAR INSPECTIONS

Take advantage of a free inspection and get 5% off resulting purchases of forks and chains

Your local Wajax Product Support Representative is trained to determine the condition of your lift trucks' forks and chains thus promoting maximum service life, minimizing your downtime and total operating costs. Additionally, an inspection may prevent personal injuries or property damage due to fork or chain failure,

and help point out operator error or abuse.

You will receive a management report summarizing the fork and chain conditions and recommended action for each truck in your fleet.

Book your FREE inspection today!

Fork Inspection

- Over the course of their effective life forks wear.
- The principal areas of wear are the heel and blade.
- The amount of wear can be determined using calipers for measurement.
- If the percentage of wear is in excess of 10%, the forks must be replaced.

A complete fork inspection includes the following criteria:

- Inspect for surface cracks
- Check for straightness of the blade or shank
- Check for excessive fork angle
- Check for different heights of fork tips
- Inspect for positioning lock damage
- Inspect for normal wear over time



Chain Inspection

- Chain elongated by 3% or more could reduce its strength by as much as 18%!
- If chains are not carefully inspected for wear and properly maintained, ultimately they will fail.

A complete chain inspection includes an analysis of:

- Elongation
- Rust corrosion
- Cracked plates
- Protruding and turned pins
- Misalignment
- Chain anchor and sheave wear or damage

You will also receive a management report summarizing the chain condition and recommended action for each truck in your fleet.



POWERMAXX BATTERY AND CHARGER MAINTENANCE

Monthly, quarterly, semi-annual or annual inspection



Battery and Charger PM only

\$35.00ea.*

*at participating branches

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.

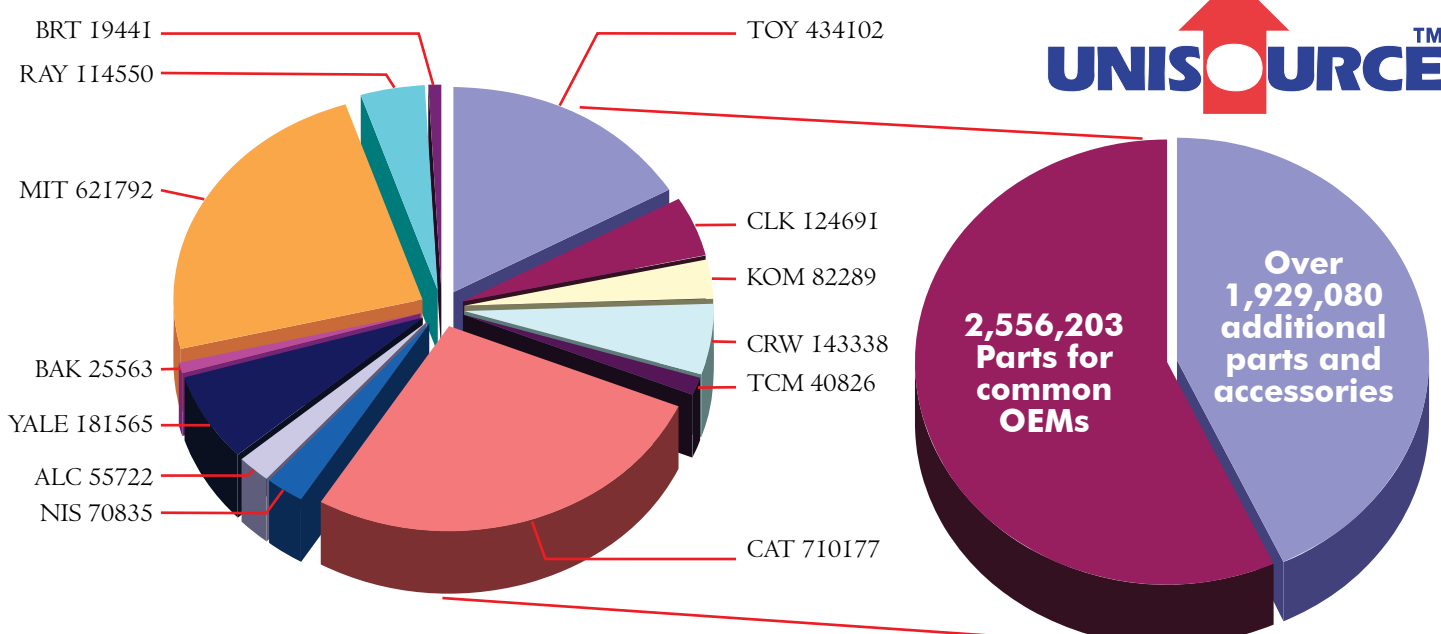


BLOW OUT PARTS

While quantities last and for a limited time only!

| MF | Part Number | Description | Notes | Qty | Special Price Each |
|----|----------------|----------------------|------------------------------|-----|--------------------|
| M2 | K7137760 | Condenser | PPM Stacker | 1 | \$399.08 |
| M2 | E4843390 | Valve bank | PPM Stacker | 1 | \$360.00 |
| M2 | RA840001581001 | Card | | 3 | \$87.50 |
| M2 | NI29440-31K01 | Accelerator assembly | Nissan | 1 | \$260.03 |
| M2 | 6670010-00 | Amplifier | Hyster E30FR | 1 | \$253.05 |
| HY | NI69324-91H00 | Spool assembly | Nissan KCPH02A25 | 1 | \$242.82 |
| M2 | RAI018401001 | System card | Raymond Easi Reach | 2 | \$120.16 |
| KH | B4N42SD | Fork CL IV S | 15,000 lb truck forks | 2 | \$105.57 |
| HY | CT92348-26400 | Cylinder - A | Cat P6000 air brake cylinder | 1 | \$209.49 |

SPECIFIC PARTS OFFERINGS FOR POPULAR OEMS



Unisource Parts Program features

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

WAJAX EQUIPMENT FLEET MAINTENANCE

Saving you money, while solving your problems!



When Shaun Lachance, the Calgary Terminal Manager of Mustang Freightways Ltd. was looking at adding additional batteries to their fleet to cover off extended shifts, Doug Evans of Wajax Equipment, and Scott Chinnery of Enersys went down to analyze the equipment and see how they could help. By utilising the Wajax Equipment 5-step process of: 1. survey, 2. analyze, 3. propose, 4. implement, and 5. monitor, we were able to come up with a new charging system solution that not only satisfied the requirement to increase the working time out of their material handling equipment, but would also help to significantly reduce operating costs, Mustang was sold. Not only was this the first charging system of its kind in Alberta at the time, but they have since added two more HF-IQ Opportunity Chargers to the two they initially purchased. Read Doug Evans interview with Shaun Lachance of Mustang Freightways Ltd. to find out about some of the benefits that this charging system can offer you!

1) How have you found the performance of the new charging system?

"We have found that the Enersys HF-IQ Opportunity Chargers that we purchased through Wajax is a significant improvement over our previous chargers. The increase in efficiencies on the AC as well as on the charge cycle profile has resulted in the ability to complete our three shift operation without any downtime on any shift. The upgrade to our batteries has helped as well – we now are into the Loadhog line of batteries."

2) What was your thought process going into buying this system?

"We looked at the potential cost savings on switching over to this system and found that the savings are very significant. We are able to run for three full shifts and have found that our air make up runs a fraction of the time than it did with propane units which in turn are another significant saving to us."

3) In your research what did you find that made the decision to

purchase the system?

"The overall cost savings were the main factor – the set up costs were considered and we felt very justified. When we did the install of the first two chargers we went ahead and pre-wired for 5 HF-IQ Opportunity Chargers – we now have purchased two more and look to be adding another at some point."

4) Have you seen any of the benefits from it and if so what are they?

"We immediately noticed an increase in productivity in our trucks, as well as the reduction in staff spending time checking for problems. The costs related to propane are all but gone, we just have one unit left on propane for outside use only – we never miss the equalization as its pre-programmed into the charger, and the batteries are now getting a proper charge at all times. In addition the staff is able to plug in on their breaks because of the opportunity charge profile."

5) Was the installation of the system easy to put in to your facility?

"The install was easy however the initial cost was a bit of a hit – but we pre-planned and pre-wired for 5 HF-IQ Opportunity Chargers from the start, thus the next ones were very easy. We are very happy with our decision."

6) What is the makeup of your fleet and how are they used through the day?

"We now run 4 electric sit down units as well as 2 walkie units, and one propane unit for outside use only – we are running 24 hours and 5 days a week."

7) Are you planning to buy more and would you recommend it?

"We started with 2 HF-IQ Opportunity Chargers, we are now at 4, and will be buying another along with a new Hyster unit. Yes, I would highly recommend this to other Wajax Equipment customers. I have informed both my unit sales as well as product support reps to bring potential buyers to come by and view at any time."

KITCHENER BRANCH EQUIPMENT TECHNICIAN RECEIVES EMPLOYEE RECOGNITION PROGRAM DIVISIONAL AWARD



The quick thinking and reaction by an equipment technician saved a forklift operator from serious injury.

This past July Rick Remers an equipment technician at the Kitchener branch was working at a customer location. He was finishing off his work day doing some paperwork in his service van when he heard a loud crash. Employees in the area were running past his van with panicked looks on their faces.

As it turned out, a forklift had driven off the dock and flipped on its side pinning the operator's legs under the overhead guard. Three employees were attempting to free the trapped operator by rocking the machine. Once Rick saw what was happening, he immediately went back to his van to retrieve a hydraulic jack. While hurrying to the accident location with the jack in one hand, he used his cell phone to call 911 with the other hand.

Rick positioned the jack under the overhead guard and lifted the heavy machine off of

the operator's legs and pulled him to safety. The estimated total elapsed time between retrieving the jack and rescuing the trapped

operator is three minutes.

Although the operator suffered injuries that resulted in time off work, the emergency response personnel told Rick that his quick action in removing the pressure from his legs probably prevented more serious injuries.

On Friday October 26, 2012, Rick was presented with a Wajax Equipment Divisional Employee Recognition Award. The award included a plaque that will be displayed at the branch, a letter of commendation and a \$300 Best Buy gift certificate.

On hand at the branch to perform the presentation was Tom Plain – General Manager – Central Region.

Thank you Rick for your quick actions and congratulations on a job well done!

GAS AND EMISSION ANALYSIS

Is the ambient air quality in your workplace safe for you and your employees?

Did you Know?

- Carbon Monoxide is odourless
- High Carbon Monoxide emissions can result in employee sickness and with extended exposure, even death
- Excessive levels of both Carbon Monoxide and Hydrocarbons can be found in internal combustion equipment of any age
- In most cases a few simple adjustments can bring your equipment to within recommended levels



For a cleaner and safer workplace, call Wajax today to schedule an appointment.*

*Only available at participating branch locations. Contact your local branch to see if they perform these tests.

WAJAX FORKLIFT OPERATOR SAFETY TRAINING

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, counterbalanced small and large trucks.

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

