WATERIAL HANDLING HOLESALER

August 2009 Issue 4 \$15.00 US

BLACK BOOK Your Material Handling Tool For Industry Contacts











Tailift's Six Assets:

Quality, Capability, Safety, Beauty, Durability, and Ease of Maintenance

Tailift USA Co., Inc. 3939 E. Brentstone Street, Ontario, CA 91761 Tel:(909) 930-9802 Fax:(909)930-9739 www.Tailift-USA.com Info@tailift-usa.com

"I AM ASKING YOU TO BELIEVE"



Bag Compactor /Waste Baler

Dealers Wanted! Floor Planning and Repair Training

Tailift Group is the greatest Taiwan forklift manufacturer and 16th world's leading manufacturers of material handling equipments. Tailift is an ISO 9001 quality management system company. All series are obtained with CE and EPA Certification.

Custom-Built Forklift Available *Fit All Your Needs*

Tailift USA Co., Inc is located in a 27,000Square feet Warehouse, and provides:1. Fast Delivery3. Detailed Educational Training2. Complete Parts Stock Available4. Free Technical Support

Available From 3,000 to 22,000 lbs, LPG, Gasoline, Diesel, Electric





ARTISON

Ergonomic Design Superior Features Luxurious Operator's Cab High Performance Made in Taiwan



SV

Superior Control System Ergonomic, Attractive Design Spacious Operator's Cab

Made in China



Easy Operation Great Performance

Made in Taiwan



GCPOWER Easy Operation Efficient

Made in China



Cantilever Racks • Structural Pallet Racks Portable Stacking Racks • Specialty Transport & Storage Products

WEST POINT RACK is one of the fastest growing companies in the industry. Our customers recognize quality products, dependability of service and competitive pricing.

- Quality
- Dependability

Our Primary Goal is to support our dealers, satisfy their customers, earn trust and be the "Vendor of Choice" for rack products and racking systems.

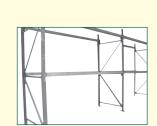
- We offer a full line of light duty, intermediate duty, heavy and extra heavy duty cantilever racks. We provide multiple configurations of a wide variety of stacking racks. Our structural pallet racks can be configured for a wide range of applications.
- Satisfaction

WEST POINT RACK has the products that generates solutions for your storage needs.

We also offer specialty products such as bar cradle trucks, drum racks, hand carts and other specialty transport and storage products. Give us a call at 866.245.3630. We may have what you need. Look forward to hearing from you.







Structural Pallet



13591 Chandler St. • Omaha, NE 68138 866-245-3630 • Fax 866-245-3631 reva@westpointrack.com www.westpointrack.com

Cantilever

Portable Stacking

Category Index

Attachments Reachable Solutions, LLC6	For
Battery Chargers Enersys	For
Carts Products For Industry	For
Container Handlers Intermodal Equipment Exchange Inc 6	rui
Consulting Services Aftermarket Services	For
Controls: Electric Motor: New/Remanufactured Flight Systems Industrial Products8	For
Core Buyers American Industrial Transmissions 8	Loc
Dock Equipment Products For Industry8	Me
Forklifts: Accessories IDEL/Covercab, Inc	Pal
Forklifts: Dealers Norak Corporation	Pal
Forklifts: Export Forklift Pro10	Rac
Forklifts: New Design Storage and Handling10 Worldwide Wholesale Forkllifts10	ndu

Forklifts: Parts Canty Forklift, Inc
Forklifts: Telescopic Reachable Solutions, LLC
Forklifts: Training Flight Systems Industrial Products 12
Forklifts: UsedCanty ForkliftForklift Pro, Inc.Jamco12
Forklifts: WholesaleForklift Pro, Inc.12-16Jamco16Worldwide Wholesale Forklifts16
Forks Hangzhou Vanguard Machinery16
Lockers Products For Industry16
Mezzanines Products For Industry16
Pallet Rack: NewProducts For IndustryUnirak18
Pallet Trucks: Used Jamco
Rack Decking: New J&L Wire

10	Racks: New West Point Rack, Inc
10	Racks: Used Unirak
12	Safety Equipment Products For Industry20
12	Scrubbers/Sweepers: Parts Products For Industry
12	Seats Products For Industry
16 16 16	Shelving Products For Industry
16	Torque Converters American Industrial Transmission 22
16	Transmission: Parts American Industrial Transmission 22
16	Transmission: Rebuild Kits American Industrial Transmission 22
18 18	Transmission: Remanufactured American Industrial Transmission 22
18	Wire Partitions & Cages Products For Industry
	Wire Rack Decking Products For Industry22
18 18	Display Ad Index22

MATERIAL HANDLING HOLESALER

Black Book of Industry Names August 2009 • Vol. 2 No. 2

Dean Millius General Manager/Publisher dmillius@MHWmag.com Dan Norton Account Executive Hobie Wood Production Manager Valerie Vorwald Graphic Designer

dnorton@MHWmag.com art@MHWmag.com art@MHWmag.com

Material Handling Wholesaler Black Book is published twice per year for new and used equipment dealers, equipment manufacturers, manufacturer's reps, parts suppliers, and service facilities serving the material handling industry. Advertorial expressed here in this publication come from the author's and do not necessarily reflect the opinions of Material Handling Wholesaler.

ADVERTISING CALL 877-638-6190

Email: dmillius@MHWmag.com • dnorton@MHWmag.com Material Handling Wholesaler reserves the right to reject or cancel any advertising for any reason, at any time. Advertisements that simulate Material Handling Wholesaler editorial matter in appearance or style or that are not immediately identifiable as advertisements are not acceptable.

> COPIES OF BLACK BOOK: \$15.00 ea. Material Handling Wholesaler, P. O. Box 725 Dubuque, IA 52004-0725 Toll-free: 877-638-6190 or 563-557-4495 Fax: 563-557-4499 © Copyright Speciality Publications International, Inc.

Don't be left out of the next Black Book

The Black Book deadline for the February issue of Wholesaler is December 31st.

For as little as \$35⁰⁰ your business can be listed in a category(s) of your choice.

Over 23,500 Wholesaler readers and over a thousand MHWmag.com viewers have downloaded Wholesaler Black Book as a reference to find new suppliers — Call 877-638-6190 and talk with a Wholesaler rep about your listing in the Black Book

We Will Solve Your Mobility Problems



450 Pheasant Ridge Drive • Watertown, SD 57201

▏┣┥┣┥║

Material Handling Solutions

Attachments

Mike Yacks



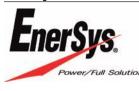
Reachable Solutions, LLC 109-G Gainsborough Square #167 Chesapeake, VA 23320 Phone: 757-548-4142 Fax: 757-548-0072 Cell: 757-478-7886 www.reachablesolutions.com

Reachable Solutions, LLC is the exclusive U.S. distributor of Kooi ReachForks® and

RollerForks® manufactured by Meijer Special Equipment, BV. ReachForks® are telescopic forks that provide reach capability to standard forklift trucks. RollerForks® are a non-hydraulic (strictly mechanical) set of forks designed for pallet-less load handling such as slipsheets, corrugated and big bag materials.

Batteries/Chargers

Enersys



2366 Bernville Rd. Reading, PA 19605 Phone: 800-EnerSvs Fax: 610-372-8613 Power/Full Solutions WWW.enerSyS.com

Power/Full Choices by EnerSys®.

EnerSys has a power solution for every application, from the latest energy efficient charging technologies to the highest capacity industrial batteries available. Whether you operate a light duty single shift or heavy duty multiple shifts, only EnerSys has the range of battery and charger systems designed to meet your requirements.

Jamco



Carlisle, Pennsylvania Telephone: 866-848-5400 Fax: 519-653-3131 Cambridge, Ontario N3E 1A3 Phone: 866-848-5400 519-653-7979 Fax: 519-653-3131 www.jamco1.com

Established in 1986, Jamco is the worldwide distributor of Eagletronic Battery Chargers, Eagle55 pallet jacks, forklift forks and attachments, and wholesale used forklifts. Our philosophy of providing maximum gains to our customers, through Integrity pricing helps us to build long term business relations & partnerships.

Batteries/Chargers

XtraPower Batteries Inc.



Info@xtrapowerbatteries.com 132 St-Joseph Blvd Lachine, QC H8S 2L3 Canada Phone: 877-422-9797 or 514-422-9797 Fax: 514-885-2091 www.xtrapowerbatteries.com

XtraPower Batteries is an industrial battery company that produces reconditioned batteries using patented technologies. By recycling batteries, XtraPower gives its customers the environmentally friendly and economically sound choice for reliable motive power solutions.

Carts

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com PFI inventories \$12-\$15 million of material handling and storage equipment products. We feature brands from over

400 manufacturers. An impressive 14,000 items are stocked in regional distribution centers for immediate shipping, eliminating or reducing your need to invest in warehousing or inventory. Our focus is being your single source distributor - empowering you to be a single source provider for your customer.

Container Handlers

Intermodal Equipment Exchange Inc.



212 S. Water Street Suite 1H Wilmington, NC 28401 Toll-Free: 800-627-4007 Phone: 910-763-4007 Fax: 910-763-4008 www.ieeforklift.com Email: sales@ieeforklift.com

Founded in 1985, The Intermodal Equipment Exchange Inc. has become the leading used equipment authority, devoted exclusively to forklifts over 15 tons and specializing in container handling equipment. We buy, sell, rent and lease all popular container equipment manufacturer's products, such as: Taylor, Hyster, Kalmar, Caterpillar, Fantuzzi, PPM, Paceco, Mi-Jack, and Ottawa, to name a few.

More Vendors Are Located In Wholesaler's Source Directory at www.MHWmag.com



WWW.IEEFORKLIFT.COM

Worldwide traders in container handling equipment.



Consulting Services

John R. Walker, President



AFTER MARKET SERVICES CONSULTING COMPANY 817 Stockbridge Drive #399 Fort Mill, South Carolina 29708 803-548-6707 Email: amsconco@aol.com Web Site: www.amsconco.com

John R. Walker the only name you need to know for developing your dealership's aftermarket success. 40+ years of aftermarket experience in the material handling and

lift truck industry. John's areas of expertise are the marketing, managing, merchandising and motivation techniques necessary for your dealership to: 1] Increase aftermarket sales, 2] increase aftermarket profits and, 3] improve your customer satisfaction indexes. John offers dealers guaranteed performance at a competitive price. When you want results in your aftermarket efforts, call John 803-548-6707.

Controls: Electric Motor: New/Remanufactured

Flight Systems Industrial Products



1015 Harrisburg Pike Carlisle, PA 17013 Phone 800-333-1194 or 717-254-3747 www.fsip.biz Member Affiliations: MHEDA, MHIA

FSIP is the authorized GE and Curtis Service Center and remanufactures electronic controllers for electric and gas forklifts, golf carts, aerial lifts, scrubber-sweepers, mining cars, scooters and electric boats. We also manufacture conversion kits, test equipment and small run new parts for the GE aftermarket industry, conduct training schools, produce training manuals, videos and DVDs.

Core Buyers

American Industrial Transmission



Phone: 800-588-7515 ask for core buyer American Industrial Transmission would like to purchase your late model transmission and converter cores. Give the model and serial number of the truck you are parting out and we will give you the price we are willing to pay. We will arrange for the shipping if you would like.

Dock Equipment

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

Products For Industry is North America's largest full service wholesale distributor specializing in storage, material handling, facility

and shipping, office, and environmental and safety products. Our program provides large and small distributors the ability to concentrate on what they do best — selling — while we focus on what we do best — distribution and customer service.

Forklifts: Accessories

IDEL/Covercab Inc.



1826A Palmetto Ridgewood, NY 11385 Phone: 718-366-0024 www.covercab.com

Covercab, Inc., is the leading manufacturer of forklift cab covers. Our protective cab covers are made of triple layered, reinforced, waterproof nylon fabric. All doors zip open and closed from both outside

and inside the cab. All windows are removable and may be replaced at a nominal cost. Our cab covers can be used with permanent windows and wipers.

Forklifts: Dealers

John Noga, Parts Manager



Norak Corporation 9745 West Foster Ave Schiller Park, IL Phone: 847-678-7878 Fax: 847-678-6708 johncnoga@sbcglobal.net

Replacement Parts for PETTIBONE – A&G MERCURY – Tow Tractors – Fork Lifts – Electric and Gas – Rough Terrain – Cranes – Axles – Trailer Couplers



Need extra copies of Wholesaler's Black Book? Call 877-638-6190 and purchase extra copies for \$15.00 (shipping and handling included) or mail a check to MHW Black Book - PO Box 725 • Dubugue, IA 52004-0725



EXPORT SPECIALISTS

Forklift Pro, Inc.

9801 Industrial Drive ~ P. O. Box 99 Pineville, NC 28134 USA 704/716-3636 ~ Fax 704/714-4622

Forklifts: Export

Buck Caldwell



Forklift Pro, Inc. 9801 Industrial Drive PO Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622 buck@theforkliftpro.com

Large selection of quality used equipment ~ Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to Narrow Aisle. Call

us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Buck Caldwell – Owner 30 years of forklift experience. Wholesaler of Quality Lift Trucks!

Tim Smith



Forklift Pro, Inc. 9801 Industrial Drive P0 Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622 tim@theforkliftpro.com Large selection of quality used equipment

~ Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to Narrow Aisle. Call

us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Tim Smith – Sales Manager 30 years of forklift experience. Wholesaler of Quality Lift Trucks!

Forklifts: New

Rob Alling



Design Storage and Handling 3608 Loren Whitney DR, P 0 Box 90 Fredericksburg, VA 22404-0090 Phone: 800-548-2839 or 540-898-8636 Fax: 540-898-8143 www.designstorage.com sales@designstorage.com

Design Storage & Handling, Inc. is the North American distributor for Hubtex[®] 4-way sideloaders; glass handling equipment; Bullseye[®] diesel and LPG sideloaders; and Ranger[®] and Mast Explorer rough terrain forklifts. Design Storage offers complete design, layout and integration for cantilever and selective rack systems. Design Storage is the reliable partner for long load handling solutions.

Forklift: New

Bill Hempen



Worldwide Wholesale Forklifts 268 S. W. 32nd Ct., Ft. Lauderdale, FL 33315 Phone: 954-376-6608 Fax: 954-337-0487 www.worldwideforklifts.com bill@worldwideforklifts.com Member Affiliations: MHIA

Worldwide Wholesale Forklifts has been in business since 1970. We are TAILIFT and

WORLD-LIFT brand lift trucks. We currently have in excess of 230 dealers in Canada, United States, Latin America and Mexico. The Taillift and World-Lift Brands are available in capacities from 3,500 Lb. to 15,500 Lb. consisting of 43 different models. LPG – Diesel and Electric Models.

Forklifts: Parts

Eaves/ Forano/ Used Forklift Parts



Canty Forklift Inc. 1209 SE Stallings Dr. Nacogdoches, TX 75964 Phone: 936-569-7894 Fax: 936-564-6649 www.cantyforklift.com

Canty Forklift, Inc. is now the exclusive parts distributor for eaves, forano, and used forklifts. Contact us for your parts and service needs.

Forklifts: Telescopic

Mike Yacks



Reachable Solutions, LLC 109-G Gainsborough Square #167 Chesapeake, VA 23320 Phone: 757-548-4142 Fax: 757-548-0072 Cell: 757-478-7886 www.reachablesolutions.com Reachable Solutions. LLC is the exclusive

U.S. distributor of Kooi ReachForks[®] and

RollerForks[®] manufactured by Meijer Special Equipment, BV. ReachForks[®] are telescopic forks that provide reach capability to standard forklift trucks. RollerForks[®] are a non-hydraulic (strictly mechanical) set of forks designed for pallet-less load handling such as slipsheets, corrugated and big bag materials.

Want to be in the next Black Book? Deadline December 31, 2009 Call 877-638-6190 for details











Chat











virtualindustryexpo.com





If you are wondering: What is a **Virtual** Trade Show? Find out now at:

virtualindustryexpo.com





GOLD







EVERY ATTENDEE company receives a **FREE Listing** in our Directory of Companies



Place a **Job Posting**







ICVELOCITY

MACHINE TOOLS.COM

INDUSTRIAL

MHWholesaler Black Book | www.MHWmag.com

Forklifts: Training

Flight Systems Industrial Products



1015 Harrisburg Pike Carlisle, PA 17013 Phone 800-333-1194 or 717-254-3747 www.fsip.biz Member Affiliations: MHEDA, MHIA

FSIP is the authorized GE and Curtis Service Center and remanufactures electronic controllers for electric and gas forklifts, golf carts, aerial lifts, scrubber-sweepers, mining cars, scooters and electric boats. We also manufacture conversion kits, test equipment and small run new parts for the GE aftermarket industry, conduct training schools, produce training manuals, videos and DVDs.

Forklifts: Used

Canty Forklift



1209 S E Stallings Nacogdoches, TX 75964 936-569-7894 936-564-6649 www.cantyforklift.com

Serving the Material Handling Industry since 1973. Specializing in 15,000-52,000 used trucks for sale

and rent. New and used parts available for Taylor Forklifts.

Buck Caldwell



Forklift Pro, Inc. 9801 Industrial Drive PO Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622 buck@theforkliftpro.com Large selection of quality used equipment

 \sim Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to Narrow Aisle. Call

us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Buck Caldwell – Owner 30 years of forklift experience. Wholesaler of Quality Lift Trucks!

Forklifts: Used

Tim Smith



Forklift Pro, Inc. 9801 Industrial Drive PO Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622 tim@theforkliftpro.com

Large selection of quality used equipment ~ Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to Narrow Aisle. Call

us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Tim Smith – Sales Manager 30 years of forklift experience. Wholesaler of Quality Lift Trucks!

Jamco



Carlisle, Pennsylvania Telephone: 866-848-5400 Fax: 519-653-3131 Cambridge,Ontario N3E 1A3 Phone: 866-848-5400 519-653-7979 Fax: 519-653-3131 www.jamco1.com

Established in 1986, Jamco is the worldwide distributor of Eagletronic Battery Chargers, Eagle55 pallet jacks, forklift forks and attachments, and wholesale used forklifts. Our philosophy of providing maximum gains to our customers, through Integrity pricing helps us to build long term business relations & partnerships.

Forklifts: Wholesale

Seth Caldwell



Forklift Pro, Inc. 9801 Industrial Drive PO Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622

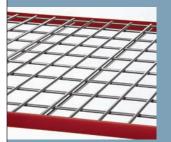
seth@theforkliftpro.com

Large selection of quality used equipment ~ Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to

Narrow Aisle. Call us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Buck Caldwell – Owner 30 years of forklift experience. Wholesaler of Quality Lift Trucks!



The Sector of th









every time.

specialized sizes same day quotes short lead times 2500 lbs. standard capacity



St. Paul, MN 55107-2015

At J&L Wire Cloth, we carry a variety of standard sizes and gauges of wire rack decking, ready to ship as soon as you call. But if you need a custom fit for a unique area, we can create specialized decking and deliver it to you quickly. Why wait as much as 14 weeks for a shipment from overseas, when you can get top quality wire rack decking faster?



Call J&L Wire Products at **866.777.8607**, or visit **www.jlwire.com**. We're ready to give you the custom fit you need, fast.

MHWholesaler Black Book | www.MHWmag.com



America's Largest Push to Talk Coverage Area.* Assembled for your business.

Make your business more productive at the push of a button. Switch to Verizon Wireless, owner of the nation's largest Push to Talk coverage area, plus get America's Most Reliable Voice Network.



Choose from our current lineup of Push to Talk capable devices







G'zOne Boulder[™] Verizon Wireless 8975 Built to Survive. On-the-Go Communications System.

*Largest claim based on comparison of carrier's owned/operated networks.

Stop by our booth #317/319 and mention this ad to get a special gift from Verizon Wireless

Call 1.800.VZW.4BIZ

Click verizonwireless.com/pushtotalk

Visit a Verizon Wireless store

MPORTANT CONSUMER INFORMATION: Subject to your Major Account Agreement, Calling Plan and credit approval. Offer available for corporate subscribers only. Up to \$175 early termination fee and other charges. Device capabilities. Add I charges apply. Push to Talk requires compatible phone and is available only with other Verizon Wireless Push to Talk subscribers. Largest claim based on comparison of carrier-owned/operated Push to Talk coverage areas. Offers and coverage, varying by service, not available everywhere. Network details and coverage maps at verizonwireless.com. While subplies last. Shipping charges may apply. Limited time offer. 92009 Verizon Wireless.

LOOKING FOR HYSTER EQUIPMENT?

Right now I found:*

- 29 Articles with news about Hyster
 - **9** New products with Hyster equipment & accessories
- **10** Companies that know something about Hyster
- 11 Ads with available trucks and/or parts



Forklifts: Wholesale

Tim Smith



Forklift Pro, Inc. 9801 Industrial Drive PO Box 99 Pineville, NC 28134 Phone: 704-716-3636 Fax: 704-714-4622 tim@theforkliftpro.com

Large selection of quality used equipment ~ Cushions / Pneumatics LP / Gas / Diesel / Electrics. Rough Terrains to Narrow Aisle. Call

us first. Export Specialists! Always stocking ~ New Side Shifters / Forks / Carpet Poles / Chargers. Tim Smith – Sales Manager 30 years of forklift experience. Wholesaler of Quality Lift Trucks!

Jamco



Carlisle, Pennsylvania Telephone: 866-848-5400 Fax: 519-653-3131 Cambridge,Ontario N3E 1A3 Phone: 866-848-5400 519-653-7979 Fax: 519-653-3131 www.jamco1.com

Established in 1986, Jamco is the worldwide distributor of Eagletronic Battery Chargers, Eagle55 pallet jacks, forklift forks and attachments, and wholesale used forklifts. Our philosophy of providing maximum gains to our customers, through Integrity pricing helps us to build long term business relations & partnerships.

Bill Hempen



Worldwide Wholesale Forklifts 268 S. W. 32nd Ct., Ft. Lauderdale, FL 33315 Phone: 954-376-6608 Fax: 954-337-0487 www.worldwideforklifts.com bill@worldwideforklifts.com Member Affiliations: MHIA

Worldwide Wholesale Forklifts has been in business since 1970. We are TAILIFT and

WORLD-LIFT brand lift trucks. We currently have in excess of 230 dealers in Canada, United States, Latin America and Mexico. The Tailift and World-Lift Brands are available in capacities from 3,500 Lb. to 15,500 Lb. consisting of 43 different models. LPG – Diesel and Electric Models.

Forks

Hangzhou Vanguard Machinery Co., Ltd.

Room 1004, Xinghui Building ,No 707 Jianguo Norther Rd Hangzhou, China 310004 Phone: 86-571-56853785 Fax: 86-571-81952852 Web site: www.fork-arms.com Email: info@fork-arms.com

Since 1986, Vanguard has specialized in manufacturing of quality forks and attachments for lift trucks. If you're looking for forks from 1.0ft – 40ft, or any accessory, give us a call. We are fully stocked and offer quick turn-around on every order.

Lockers

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

Products for Industry (PFI) is the leading wholesale distributor of material handling and storage equipment sold through a dealer

network.We provide a broad selection of name-brand products from trusted manufacturers with the convenience of one-stop shopping, allowing dealers the time and energy to focus on servicing customers and growing sales.

Mezzanines

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

Products For Industry

PFI distributors can:

- have an efficient and reliable drop-ship program that significantly shortens lead times and have access to product lines not available due to manufacturer's minimums
- · decrease ship times to customers
- have professionally designed private label catalogs to increase customer awareness and generate sales

More Vendors Are Located In Wholesaler's Source Directory at www.MHWmag.com

Punch Up Your Storage Solutions Three Common Punch-Deck Applications



Fire Protection Designed for current fire codes

Product Friendly Smooth surface prevents product damage

Uniform Strength High capacity with low deflection

No Waterfall Edge Flush design for easy labeling on beam face

Hi-Tech Look Bright, galvanized finish or can be powder coated

Ergonomically Designed No product hang-ups that can cause injury



Furniture Storage Provides flat surface with drainage Flat surface allows odd sizes to sit securely With/without Punch Deck Plus - perforated flat caps



Records/Archive Storage

Over 60,000,000 boxes now stored Used by industry leaders worldwide Available in custom sizes and capacities



Carpet Storage

Standard solid or with open area deck Lowered interior beams offer deck support Allows deep span decking for continuous deck surface

US PATENT NO. 6,401,944

Rack Deck 800.909.4937 Fax: 800.909.4938

www.rackdeck.com

Pallet Racks: New

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

PFI distributors can:

- offer customers over 40,000 products, including top industry brands such as Penco, Justrite, Rubbermaid, Eagle, Safco, and more.
- provide same day shipping through our efficient distribution centers and drop ship program.
- take advantage of our marketing materials, such as our catalog and product flyers
- increase your selection without having to stock a single item.

Eric Gonda



UNIRAK Storage Systems/ F&F Industries, Inc. 7620 Telegraph Rd. Taylor, MI 48180 Phone: 800-348-7225 or 313-291-7600 Fax: 313-291-7605 info@unirak.com www.unirak.com

Do your customer a favor and get a quote on new uprights from UNIRAK. We manufacture our own rack, employ strict quality control and apply one of the best powder coat finishes in the industry. Our dealers rely on us, both for our Stock Solutions quick ship program, and for custom size, color. lead time dependant, and larger application rack made to spec.

Pallet Trucks: Used

Jamco



Carlisle, Pennsylvania Telephone: 866-848-5400 Fax: 519-653-3131 Cambridge,Ontario N3E 1A3 Phone: 866-848-5400 519-653-7979 Fax: 519-653-3131 www.jamco1.com

Established in 1986, Jamco is the worldwide distributor of Eagletronic Battery Chargers, Eagle55 pallet jacks, forklift forks and attachments, and wholesale used forklifts. Our philosophy of providing maximum gains to our customers, through Integrity pricing helps us to build long term business relations & partnerships.

Rack Decking: New

J&L Wire



268 West Water Street St. Paul, MN 55107 Phone: 866-777-8607 www.jlwire.com

J&L is a manufacturer of made in the U.S.A. galvanized wire decking. GALVADECK is the result of J&L's over 30 years of experience in the

manufacturing of quality wire and wire products. GALVADECK's fully galvanized and bonded finish resist chipping and scratching making it simply your best decking investments.

Rack Deck



5251-18 John Tyler Hwy. #342 Williamsburg, VA 23185 Phone: 800-909-4937 Fax: 800-909-4938 swaneemail@msn.com www.rackdeck.com

RACK DECK, Inc. introduces Punch Deck/50% Open Deck. Combining the best of two proven components — corrugated steel and open panels — Punch Deck/50% Open Deck offers the strength, function and economy of familiar solid surface decking. Its 50% open surface area is ideal for air flow, lighting and dispersion of sprinkler water, especially important in complying with new NFPA fire safety requirements. Punch Deck/50% Open Deck provides a smooth, flat surface for easy product handling. As always, fast quotes and fast delivery.

Racks: New

West Point Rack, Inc.



Cantilever, Structural Pallet & Portable Stacking Reva Bily 13591 Chandler St. Omaha, NE 68138 Toll Free: 866-245-3630 Fax: 866-245-3631 www.westpointrack.com reva@westpointrack.com

Cantilever, Structural Pallet & Portable Stacking

"We don't just promise, we deliver"- West Point Rack is one of the fastest growing companies in the industry. Our customers recognize quality products, dependability of service and competitive pricing. Our Primary Goal is to satisfy our Dealers, earn their Trust, and become their "Vendor of Choice."

Want to be in the next Black Book? Deadline December 31, 2009 Call 877-638-6190 for details



American Industrial Transmission Inc.

Specializes in transmissions. We know your transmission inside out, and can offer tech support, quick research, and assure you of a quality product.



Hyster Yale Electric Sit-down Riders Electric Walk-Behinds Caterpillar DaeWoo Komatsu Mitsubishi Nissan Toyota Funk

Taylor AutoLift Hoist Borg Warner LiftAll Lift King Royal Spicer Pettibone Kalmar TCM and More

Remanufactured Transmissions are available complete with **Remanufactured Torque Converters** for most models. Just state your preference at time of quote.

Call AIT to research your remanufactured transmission needs. AIT will furnish part numbers, core deposit cost, and stock status within moments.

WE KNOW TRANSMISSIONS! 800-588-7515

American Industrial Transmission Inc. 20395 Hannan Pkwy Walton Hills, OH 44146

www.aittransmission.com sales@aittransmission.com

Racks: Used

Eric Gonda



UNIRAK Storage Systems/ F&F Industries, Inc. 7620 Telegraph Rd. Taylor, MI 48180 Phone: 800-348-7225 or 313-291-7600 Fax: 313-291-7605 info@unirak.com www.unirak.com

Do your customer a favor and get a quote on new uprights from UNIRAK. We manufacture our own rack, employ strict quality control and apply one of the best powder coat finishes in the industry. Our dealers rely on us, both for our Stock Solutions quick ship program, and for custom size, color. lead time dependant, and larger application rack made to spec.

Safety Equipment

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

PFI allows you to gain the benefits of the best product selection available in the material handling and storage equipment

industry, focusing on your customers, and giving you more time to look for other sale opportunities.

Scrubbers/Sweepers: Parts

Flight Systems Industrial Products



1015 Harrisburg Pike Carlisle, PA 17013 Phone 800-333-1194 or 717-254-3747 www.fsip.biz Member Affiliations: MHEDA, MHIA

FSIP is the authorized GE and Curtis Service Center and remanufactures electronic controllers for electric and gas forklifts, golf carts, aerial lifts, scrubber-sweepers, mining cars, scooters and electric boats. We also manufacture conversion kits, test equipment and small run new parts for the GE aftermarket industry, conduct training schools, produce training manuals, videos and DVDs.

Seats

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com PFI partners with you to create

lean initiates within your sales department. You will reduce costs by relieving salespeople

of their day-to-day activities such as calling manufacturers for pricing, tracking shipments, filing freight claims and researching products. These activities consume valuable time and take away from sales time spent in front of customers.

Shelving

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com PFI inventories \$12-\$15 million of material handling and storage equipment products. We feature brands from over

400 manufacturers. An impressive 14,000 items are stocked in regional distribution centers for immediate shipping, eliminating or reducing your need to invest in warehousing or inventory. Our focus is being your single source distributor — empowering you to be a single source provider for your customer.

Eric Gonda



UNIRAK Storage Systems/ F&F Industries, Inc. 7620 Telegraph Rd. Taylor, MI 48180 Phone: 800-348-7225 or 313-291-7600 Fax: 313-291-7605 info@unirak.com www.unirak.com

Do your customer a favor and get a quote on new uprights from UNIRAK. We manufacture our own rack, employ strict quality control and apply one of the best powder coat finishes in the industry. Our dealers rely on us, both for our Stock Solutions quick ship program, and for custom size, color. lead time dependant, and larger application rack made to spec.



Need extra copies of Wholesaler's Black Book? Call 877-638-6190 and purchase extra copies for \$15.00 (shipping and handling included) or mail a check to MHW Black Book - PO Box 725 • Dubugue, IA 52004-0725



Torque Converters

American Industrial Transmission



Phone: 800-588-7515 for your next reman converter and judge for yourself.

Did you know that American Industrial Transmission is remanufacturing torque converters as well as transmissions? Our prices are competitive, but our product is a cut above. Look at the run out tolerance, examine the weld on the hub,

and you will be confident that your customer is getting a high quality component.

Transmissions: Parts

American Industrial Transmission



Phone: 800-588-7515 for pricing

AIT offers transmission rebuild kits for most models of lift trucks. Our kits were designed by our techs. They include all of the gaskets, oil seals, o-rings and seal rings. The ball bearings and tapered roller bearings, plus the friction discs and steel plates are in our kits. Pumps and control

valve springs are in some kits, thrust washers are in others. We base our contents on our experience.

Transmissions: Rebuild Kits

American Industrial Transmission



Phone: 800-588-7515 for pricing

AIT offers transmission rebuild kits for most models of lift trucks. Our kits were designed by our techs. They include all of the gaskets, oil seals, o-rings and seal rings. The ball bearings and tapered roller bearings, plus the friction discs and steel plates are in our kits. Pumps and control

valve springs are in some kits, thrust washers are in others. We base our contents on our experience.

Transmissions: Remanufactured

American Industrial Transmission



Phone: 800-588-7515 and let us show you our top notch customer service.

AIT offers quality remanufacturing for all of your industrial transmission needs. Whether you have an electric lift truck, a drilling rig, or a 50,000 lb capacity side loader, American Industrial Transmission will be happy to supply a remanufactured

transmission with a comprehensive warranty. Our motto is "We Know Transmissions" and we do!

Wire Partitions & Cages

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

Products For Industry is North America's largest full service wholesale distributor specializing in storage, material handling, facility

and shipping, office, and environmental and safety products. Our program provides large and small distributors the ability to concentrate on what they do best — selling — while we focus on what we do best — distribution and customer service.

Wire Rack Decking

Products For Industry



770 S 70th Street Milwaukee, WI 53214 Phone: 800-317-9502 www.productsforindustry.com

Products For Industry is the leading wholesale distributor of material handling and storage equipment sold through a dealer

network. We provide a broad selection of name-brand products from trusted manufacturers with the convenience of one-stop shopping, allowing dealers the time and energy to focus on servicing customers and growing sales.

Display Advertiser Index

American Industrial Transmission
Forklift Pro, Inc
Hangzhou Vanguard23
Intermodal Equipment Exchange Ltd
J & L Wire Products
Jamco 1
Nutting
Rack Deck
Tailift USA
West Point Rack
Verizon Wireless14
Virtual Industry Expo.com11
Unirak

Looking For Forks & Accessories?

1.0 - 40t Forks

www.fork-arms.com

Hangzhou Vanguard Machinery Co., Ltd. Hangzhou, China 310004 info@fork-arms.com

Forks leading manufacture

STOCK SOLUTIONS

Has Your Rack Vendor:

- Changed ownership?
- Merged with another firm, alienating your sales team?
- Sold direct and forced ten-week lead times?

We Want Dealer Partnerships For The Long <u>Run</u>!

Dealer-Focused Factory Support

- Quality roll-formed, powder-coated rack
- Competitive pricing
- Great lead times
- Fast net pricing
- No surcharge puzzles

Visit www.unirak.com



Custom rack shipped on time or common rack pulled from our

Quick Ship program, we are

"The Universal Rack"

Call 800-348-7225 for a quick quote, Stock Solutions pricing, or to schedule a rep visit!