

Increase Cleaning Power, Comfort and Cost Savings with the Condor™ XL

The Advance Condor™ XL rider scrubber delivers abundant cleaning power in an optimized design. This maneuverable front-steer scrubber houses the widest cylindrical scrub deck in its class, allowing for cleaning paths up to a broad 67 inches. The innovative scrub deck's dual counter-rotating cylindrical brushes are capable of sweeping and scrubbing in a single pass, cutting your cleaning time even further.

The AXP™ Onboard Detergent Dispensing System maximizes productivity and chemical savings through accurate dispensing. Coupled with an efficiently packaged 100-gallon solution tank, the Condor XL has the impressive capability of cleaning up to 100,000 square feet per tankful under normal scrubbing speeds. Longer run times between dump and fill cycles mean increased productivity for the operator.

In addition to saving you time and money, the Condor XL is easy to maneuver and operate. An ergonomic cockpit and simple controls make operation as comfortable as possible, and with Advance's One-Touch™, the entire scrub system is activated with the press of a button. This machine offers excellent sight lines to the floor from the comfort and safety of the operator's seat. Dust control, an important function of any rider scrubber, is achieved with the DustGuard™ system. Airborne fugitive dust is suppressed using a "fog" at the side broom. This patented system allows continuous use and healthy operation, increasing productivity up to 71%.

When it comes time for maintenance, MaxAccess allows a user access to all major systems simply and quickly without the use of tools, including the best-in-class LP bottle exchange. The Condor XL features an easy-



Condor™ XL Rider Scrubber

to-reach engine hood, a tip-out/lift-off recovery tank and tools-free access to the squeegee and side skirts. The Advance Condor XL's design has set the bar in productivity, serviceability, safety and ease of use.

Contact a Maybury sales representative to take advantage of the Condor XL's many unique features:

- Wide, 48-inch cylindrical scrub deck
- Tools-free removable squeegee, brushes and blades
- One-Touch™ functionality
- Ergonomic cockpit and controls
- Large, 100-gallon solution and recovery tanks
- Touch-pad LEDs on operator panel
- 2-inch-wide drain hose
- Heavy-duty steel front bumper
- Large poly debris hopper
- Simple and intuitive controls
- Adjustable seat and tilt steering wheel
- Clear-View™ sight lines to the floor
- MaxAccess to engine and hydraulics
- Tip out / lift off recovery tank

Maybury®

Material Handling

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Order Online 24/7 at
www.maybury.com

Crown's Parts Catalog Now Available to Maybury's Crown Lift Truck Customers

Crown's catalog of replacement and accessory parts is a valuable source of information for Crown Lift Truck owners. Its contents include everything from electrical and hydraulic components and Work Assist™ accessories to service supplies and tools. A free copy is now available to each of our Crown customers. Please contact Maybury to request yours.



Maybury® on the **MOVE**

INDUSTRY NEWS ON MATERIAL HANDLING AND INDUSTRIAL PRODUCTS AND SERVICES

Spring 2009

These Tough Times Call for Economizing...

...and at Maybury, You Will Find Ways to Save in Every Department

Because we are a full-service material handling distributor, the Maybury team has unique capabilities to offer value-added services and specialized programs that result in overall cost savings for our customers. The team members in every department are now focused more than ever on providing the best products and services at the best possible prices.



Parts

Our Parts Department offers consignment inventories for companies with larger fleets and their own service departments. Under this program, Maybury provides an initial usage report to determine what is needed for consignment. The customer can then count on immediate availability of parts at their site, and save on delivery charges. Usage is verified through routine inventories, after which the customer is invoiced.

We always have a wide range of parts on hand for all material handling equipment, and we now offer a new service: parts delivery. Quick deliveries are made possible with our GPS-enabled Service Department trucks.



Rental

The benefits of renting material handling equipment can make a big difference in a tough economy. The customer only pays for the equipment usage for a specific period of time, as it is needed, and the set rental fee makes budgeting simpler and more

predictable. The customer also realizes more savings because the rental fee is 100% tax deductible against taxable income under 179 US Tax Code. In addition, the rental fee covers maintenance, and Maybury will immediately replace any rental truck or cleaning equipment that goes out-of-service.

See "Find Way to Save" on Page 2.

Everyone is Happy with Universal Plastics' New Warehouse

Universal Plastics, located in Holyoke, Massachusetts, is a leader in the thermoforming industry. The company specializes in using this process to custom manufacture plastic products, from precision parts to "fun" products like masks and toys. Growth in business had necessitated that Universal Plastics operate from two locations: the factory that they owned and a rented storage space several miles away. To eliminate the constant shuttling of trucks back and forth between sites, and the resulting production delays, Universal's management decided to consolidate the entire business under one roof. They estimated that they could save between 15% and 20% on operating costs by doing this.



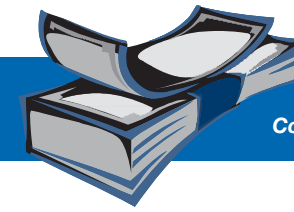
UniversalPlastics

Soon after this decision was made, Universal asked Maybury Material Handling to help with the design of a 30,000- to 50,000-square-foot addition to their main plant for warehousing. Rather than building a

See "Everyone is Happy" on Page 4.

Maybury® on the **MOVE**

Find Ways to Save in Every Maybury Department



Continued from Page 1.



Maybury has a large selection of all classes of Crown and other brand lift trucks available. However, if the customer needs a vehicle we don't have, we can probably supply it through a nationwide network – The National Rental and Refurbishment Fleet. Maybury also maintains a group of sweepers, scrubbers and scissor lifts, available for short- and long-term rental.

Service

The electronic capabilities of our Service Department help us save time and money in many ways, which, in turn, means savings for you. All of our vans are equipped with GPS to ensure that no gas is wasted in trying to find our customers' locations.



Additionally, all Maybury service technicians carry tablet notebook computers with wireless connectivity. These electronic tools enable them to look up parts online and confirm availability; to access tech service bulletins; and to view the service record for a specific truck.

Finally, since even saving paper can make a difference, many of our customers appreciate receiving service orders in PDF format via email.

Installation

Maybury's Installation Department offers much more than new equipment installation. Our factory-trained installers are also experts in rack repair.



If you have a damaged rack system, you will find that it is less costly to repair than to replace it. Fee analyses and free estimates are available.

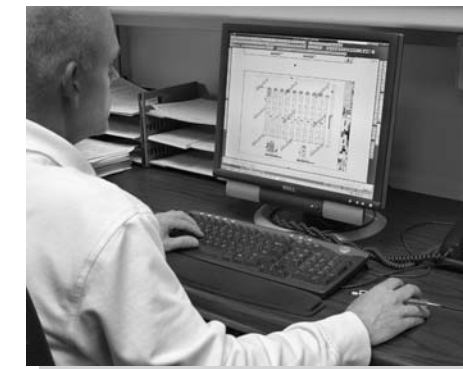
We can also provide assistance in rearranging your racking system to improve efficiency. In addition, our installers can be hired by the hour or day to perform preventive maintenance on customers' racking systems, as well as maintenance on docks and doors. If you are currently short-handed, we can even provide complete warehouse cleaning at a reasonable cost.

Engineering/Fabrication

If circumstances dictate that a customer take on a major construction project, our general contracting services may be the cost-saving solution. We can coordinate all the material handling and support contractors for the entire project. For the customer's peace-of-mind, our on-staff licensed professional engineer is available to certify that fabrications are structurally sound and safe.

Before the economic downturn, you may have been considering adding on to your facility. If you have put those plans on hold, but are still short on space, we have an economical solution: a custom- or pre-designed mezzanine. Such a freestanding structure can double your current floor space at a much lower cost than new construction.

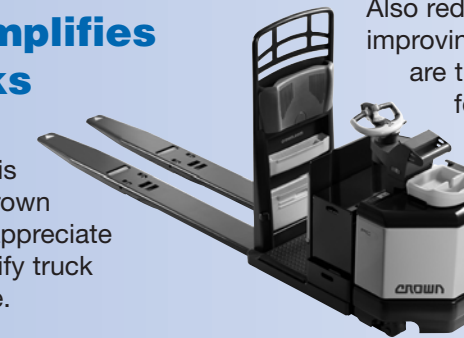
We invite you to talk to any of our department managers to discuss your material-handling-related financial concerns. We are confident that they will be able to suggest practical solutions to help you weather the current economic storm.



Crown's New PC4500 Series Pallet Truck Simplifies Operators' Tasks

For most of us, stress-reduction is important. That is why operators of the new Crown PC4500 Series pallet truck appreciate its key features, which simplify truck operation and reduce fatigue.

With this truck's electronic power steering, the operator experiences effortless handling and precise control. While manual-steer center-control pallet trucks often require awkward body movements, Crown's power steering provides the capability to work in a side stance position and even maneuver in tight spaces like loading docks. Furthermore, Crown's intuitive Access 123 Technology automatically reduces the truck's speed as the steer angle increases during



turns, increasing stability and improving safety. Also reducing stress and improving operator efficiency are the PC4500's available fold-down second-level pick steps (shown at right). Located on both sides of the truck, they help the operator retrieve items stored just outside their reach.



In extending the comfortable picking zone by as much as two feet, the pick steps can double the number of pick locations the operator can easily access.

Please contact Maybury's lift truck specialists for even more reasons why the Crown PC 4500 Pallet Truck is a smart choice in terms of both operator comfort and efficiency.

Everyone is Happy with Universal Plastics' New Warehouse

Continued from Page 1.

low-ceiling warehouse with a large footprint, we recommended that Universal "go vertical" and maximize its space with a tall, open addition. We worked up four different designs, with different styles of pickers, for Universal to consider.



The contractor, Associated Builders, was also included in the planning stages, to help ensure that an economical layout was developed. Once a 40-foot-high structure with a 34-foot picking height was

selected, Maybury worked very closely with Associated Builders on scheduling. This resulted in a smoothly run construction project, with minimal disruption to the customer's operations.

The next step was the selection of storage rack. The materials and product that were to be stored varied in weight and required rack with different weight limits. Maybury used more economical rack as much as possible while designing a storage system to meet all of Universal's needs and make safety a top priority. Don Moreau, Universal's Quality Manager and Safety Director, says, "We appreciated that Maybury took the initiative to set up a tour for us at one of their other customers' facilities. Because that company's needs had been similar to ours, we were able to envision our future warehouse operations by observing theirs." Another aspect to the Universal project was to address

dock safety. Because they like to leave the docking area doors open in the summer, Maybury supplied them with a dock impact barrier. The gates of this structure are designed to stop a lift truck and will not break under impact. With this barrier, Universal meets OSHA regulations for loading dock safety.



The final piece to this project was a new lift truck. Maybury invited Universal staff to our facility for a demonstration of different models. This facilitated Universal's choice of the best narrow aisle truck for their warehouse layout and the materials to be handled.

Universal Plastics' new warehouse is now fully operational, and they couldn't be more pleased, "Because Maybury designed the warehouse to require a minimum of labor to move product," Moreau reports, "we can move molds and materials much more quickly and easily than previously. We are also in a better position to store raw materials, which is a definite benefit with the prices of these materials rising so frequently."

Both Universal Plastics and their customers are benefitting from the economy and efficiency of the new warehouse operations. And that was Maybury's goal from the start.

Here Comes the Sun . . . and the Savings!

Maybury's Spring Blowout

(Powered Equipment, Commercial Equipment, Material Handling and Parts Sale)

Friday, June 12, 2009 10:00 am – 3:00 pm
Saturday, June 13, 2009 9:00 am – 1:00 pm

We need to make room for new inventory, so we will be offering **20% to 40% savings** on selected material handling equipment and parts. The sale will feature a wide choice of new and used equipment, conveyors, racking and parts for all brands of fork trucks, sweepers, scrubbers and much more.

We will accept cash or credit card for purchases. Our customers will be able to use a company-issued purchase order.

Join us for lunch! We will be serving grilled hot dogs and hamburgers to celebrate the long-awaited return of warm weather.

