

## How To Eliminate Uncertainty, Stress, And All The Bothers Of Having A Well Maintained And Productive Forklift Fleet...Each And Every Month...For The Next 18 Months...



### While Saving 15% - 25% Off Your Current Costs... Guaranteed

Dear Valued Customer

As another year comes to an end, here at Raymond of New Jersey, LLC we take the time to review each of our customers accounts. What are we looking for? We are searching for ways to save *you* more money in the year ahead and improve *your* productivity. Without having to sacrifice the excellent service you deserve.

#### Let me explain....

Raymond of New Jersey, LLC opened its doors over ten years ago, with more than 100 years of combined material handling experience among its founders. Built on the integrity that the customers needs come first, these beliefs still hold true today.

Every year after in-depth reviews, we offer a select group of customers a chance to get into our Platinum Comprehensive Fixed Price Service. A limited number of companies are let into this program each year. Let me be the first to congratulate you, after careful review of your account, we are proud to offer your company the opportunity to enter this prestigious and elite group.

Our Platinum Comprehensive Fixed Price Maintenance Program is a very simple concept. What makes it work so well is our flawless execution. We do all the scheduling of maintenance and repairs so you can stay focused on your real business.

#### **A Simple and effective maintenance program that: Locks in your rate – Lowers your current costs – Increases productivity**

In a few words, our Platinum Comprehensive Fixed Priced Maintenance Program is the most cost effective fleet management program in New Jersey. Yet surprisingly, these benefits are all yours to enjoy for a modest annual rate. A rate based on your fleet and your needs. A rate we are going to guarantee for the next 18 months and your platinum rate will be a full 15% - 25% lower than your current Full Maintenance rate.

#### **And there is more. Imagine having these fringe benefits too:**

- Access to the largest team of factory trained technicians in New Jersey, 2-3 Technicians assigned to your company, this insures you quicker response time to service calls, this also reduces excessive down time of your fleet.
- Semi-annual reports detail all the information on a truck per truck basis. This allows you better management and planning of your fleet. You can pinpoint abuse or misuse of your valuable assets.
- 95% Uptime Guaranteed. This will increase your productivity, saving you even more money.

*We just hired 20 Additional Road Techs!*

*We now Have Over 90 Techs On The Road  
This is The Largest Fleet In The State!*



**Extras like these only begin to tell the story of Raymond of New Jersey, LLC's Platinum Comprehensive Fixed Price Maintenance program, you'll also enjoy:**

- The ability to control future costs, after carefully evaluating your fleet we can guarantee your affordable rates. Imagine being able to set an affordable repair budget, one more way to you help control costs so you can grow your business.
- Track the hourly usage of each truck, this helps to know when trucks are approaching the need for service and also helps to determine if you need to rotate trucks to help extend the life of your fleet.
- Track cost per hour of each truck, just one more way to help you make informed decisions about your material handling needs.

Enclosed are the rates for your fleet under our Platinum Comprehensive fixed Price Maintenance Program from Raymond of New Jersey, LLC. However we can only hold your space until January 15<sup>th</sup> 2009. After that date the Platinum Maintenance program will no longer be offered at this time for your fleet.

So call me now at 908-624-9570 to lock in your savings. I look forward to your call.

Sincerely,

Matthew Tronccone  
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Raymond of New Jersey, LLC  
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Although your current Comprehensive Fixed Price Maintenance contract is not up for renewal at this time, this current offer with it's price reduction and 18 month rate guarantee is only available for a limited time. If you choose not to take advantage of the additional savings and rate guarantee (although giving the tough economic times I can't see how you could not take advantage of this program) when your current renewal period comes up, you will be offered a prevailing rate based on the condition of the fleet at that time. Remember you must call before January 15<sup>th</sup> 2009 to get the discounted rate and lock in your savings.

