



PURPOSE BUILT
INDUSTRIAL FLEET
MANAGEMENT SOLUTIONS



www.taylorleasingandrental.com



INDUSTRIAL FLEET MANAGEMENT SOLUTIONS

FAMILY OWNED & PROFESSIONALLY MANAGED

Taylor Leasing and Rental (TLR) is family owned and operated and has over 20 years of experience in the Leasing and Fleet Management industry. We have 100% control over our funding, and our company's direction. Our owners are directly involved in the business, which means you'll get fast answers, unparalleled service, and the financial stability of a 90 year old third generation private company that answers solely to our most important stakeholders: **OUR CUSTOMERS**



TAILORED FLEET LEASING PHILOSOPHY

PURPOSE BUILT LEASING SOLUTIONS:

In choosing Taylor Leasing and Rental, you'll work with experienced professionals who understand all aspects of Industrial Fleet Management and can build the optimal fleet leasing solution for you. Not everyone can provide this level of knowledgeable service. Our goal is to build solutions that create lasting partnerships with our clients.

A PERSONALIZED EVALUATION:

As one of the nation's leading Industrial Fleet Management Companies, we've learned through experience that every business has unique needs. Whether you are a major corporation with nationwide locations and hundreds of vehicles, or a local company with a small fleet, our experienced team members work closely with you to identify your specific needs and develop a fleet solution based on your operation.

A CUSTOMIZED PLAN:

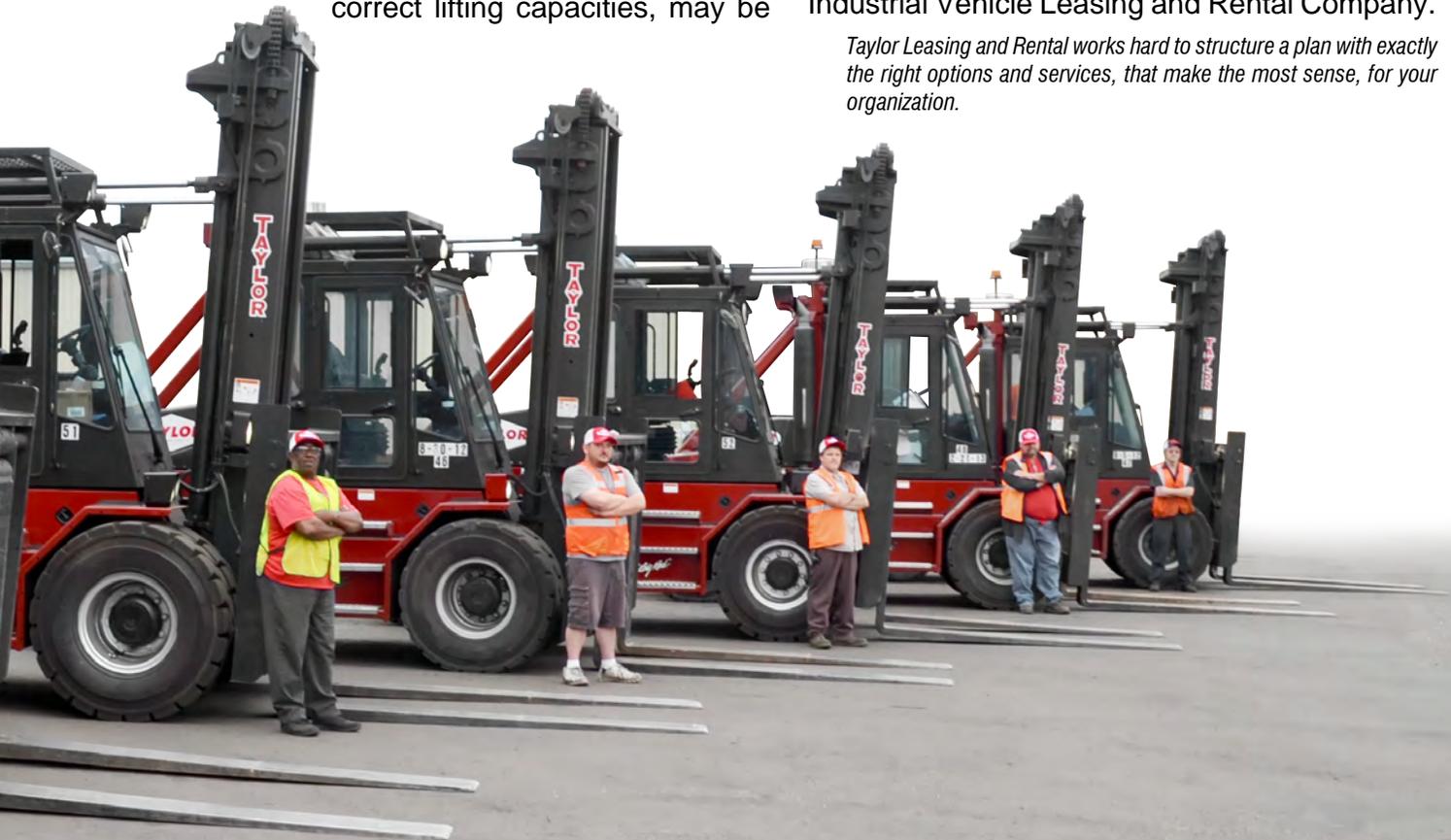
Taylor Leasing and Rental knows that you specifically need fleet vehicles that offer the correct lifting capacities, may be

limited to a certain wheelbase or height, or need special attachments or features. Our sister company, Taylor Machine Works, offers 85 unique models of Lift Trucks that range in capacity from 16,000-lbs to 125,000-lbs. These trucks are offered in pneumatic and cushion tire configurations, multitudes of lift heights, and come in a range of wheelbases that can get you in and out of confined locations. Taylor also has a dedicated Special Engineering Department that can bring solutions to any special need that arises.

NATIONAL COVERAGE:

Our leasing experts and fleet management services are available to you nationwide. Whether you need local, regional or nationwide coverage, TLR can accommodate your needs. We offer an unparalleled network of Parts Distribution and Certified Service Technicians. At Taylor Leasing and Rentals, we will work with you to determine your unique needs and find the right leasing program and Industrial Fleet Management services to fit your situation. We are a trusted Fleet Management Partner and Industrial Vehicle Leasing and Rental Company.

Taylor Leasing and Rental works hard to structure a plan with exactly the right options and services, that make the most sense, for your organization.



PURPOSE BUILT LEASING SOLUTIONS

FAIR MARKET VALUE LEASING:

A Fair Market Value (FMV) lease offers a low monthly payment, is the most flexible lease structure and may allow you to obtain tax advantages. Technically, you don't own the equipment (think of it like renting over a fixed period of time). The equipment may not be considered an asset on your balance sheet. Depending upon your situation, up to 100% of the lease payment may be tax deductible. At the end of the lease term, you may purchase the equipment, return the equipment to the finance company, or continue to pay for use of the equipment according to the terms of the original agreement.

BENEFITS:

- Little or no up-front cost
- Lower monthly payments than a finance/ownership lease option
- 100% financing may be available
- Can return the equipment at the end of lease without further obligation*
- May have significant tax and accounting benefits

**Subject to return condition terms when applicable.*



FINANCE / OWNERSHIP LEASING:

This structure is similar to a loan but offers 100% financing and the ability to include various soft cost into the lease. At the end of the lease term, ownership of the equipment is transferred to the Lessee. This type of lease also allows certain deductions not available in a Fair Market Value lease structure.

BENEFITS:

- Retain ownership of equipment at end of lease
- 100% financing may be available with soft cost included
- Allows Lessee to claim depreciation and interest
- Preserves your borrowing capacity at your financial institution

BUYBACK PROGRAM:

A buyback program is often called a fleet buyback or leaseback program. This type of fleet leasing program can help you improve your company's cash flow, while also removing the depreciating assets (your company's fleet of industrial rolling stock) and corresponding liabilities from the balance sheet. If your company owns its fleet of machinery, a buyback program may be just what you need.

How does our buyback program work?

If your company owns a fleet of vehicles, you can sell the vehicles to Taylor Leasing and Rental and immediately lease them back, helping to free up capital, while allowing you to keep your fleet of vehicles in service.

FLEET RE-LEASING PROGRAM:

Our re-leasing program allows you to extend contracts on a month to month basis, often with significant savings along the way. The option to re-lease your industrial fleet with Taylor not only provides savings but the same great service and support you've become accustomed to. If you have grown particularly attached to one of our vehicles, our expert staff can facilitate Buyout Programs that offer some of the best prices in the market—not to mention the peace of mind that comes with knowing the vehicle's history.



FLEET MANAGEMENT/MAINTENANCE SERVICES

Whether you own a small fleet or several hundred machines, the efficiency and success of it is determined by the tools you have to run it. Taylor Leasing and Rental Fleet Management Services delivers custom built fleet management and maintenance programs tailored for fleets of any size and budget providing you with complete control and unmatched flexibility. Our team consists of the most knowledgeable and responsive fleet management and service experts in the industry. TLR is here to help you build a program designed specifically for your fleet.

FULL FLEET MAINTENANCE:

Our full-service programs put Taylor in charge of all your maintenance needs. From regularly scheduled service to emergency repairs, we'll handle everything. You will get one monthly fee, no matter how much work your Industrial Fleet needs. This ensures higher productivity, safer drivers, simplified budgeting, and more peace of mind. Our Full Maintenance program is the ultimate way to protect you from the unpredictable nature of fleet maintenance expenses. This gives you a customized solution that allows for a true Fixed Cost.

BENEFITS:

- Protect your operation from unforeseen expenses with one flat monthly fee
- Spend less time on fleet administration and accounts payable
- Minimize vehicle downtime with our access to nationwide trained technicians and parts distribution network that is second to none!
- Ensure Preventative Maintenance is handled in a timely fashion



CUSTOM PREVENTATIVE MAINTENANCE:

Our Preventative Maintenance programs give you the flexibility to choose the services you want, and access to national parts distribution and service personnel anywhere in the United States. Regardless of the size and scope of your maintenance requirements, Taylor will customize a strategy that fits your needs, giving you more time to spend on your core business function.

BENEFITS:

- Pay as you go only for the services you use
- Simplify your accounting with one consolidated monthly invoice
- Nationwide factory trained dealer network of parts and maintenance providers
- Ensure Preventative Maintenance is handled in a timely fashion

TAILORED MAINTENANCE:

Like everything else with your Industrial Fleet, Taylor Leasing and Rental wants you to have things just the way you want them. That's why on top of all our Fleet Maintenance Programs, we also offer one that's custom built by you. If you have unique vehicle needs, special site requirements or just prefer to use specific maintenance providers, we can build a fleet solution to match your operation.

USED MACHINERY REMARKETING:

With multitudes of industrial vehicles leased nationwide, Taylor Leasing and Rental always has a steady stream of quality used industrial vehicles coming off of lease. We have a wide selection of machinery, from High Capacity Forklifts and Logstackers, to Container Handlers and Reachstackers, which is constantly being updated. Most of our vehicles are typically less than five years old and have had only one user, making for minimal wear and tear. This machinery goes through our in-house remanufacturing facility for evaluation prior to sale.

To see the current listing of available used vehicles, please visit: www.taylorleasingandrental.com



ADVANCED FLEET TECHNOLOGIES

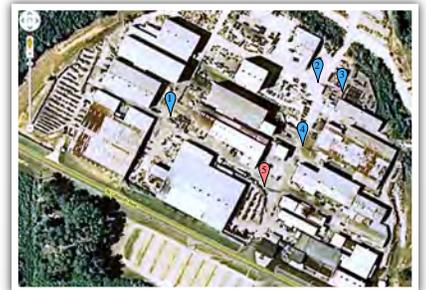
Taylor Leasing and Rental offers advanced Industrial Fleet Technology that can help you control operator and pedestrian safety, operating expenses, utilization, productivity, and security. These systems enable you to utilize your fleet more efficiently, save money on fuel, lower repair and maintenance costs and reduce breakdowns and preventable accidents. Technology has truly become a revolutionary and indispensable component of any fleet management program.

TAYLORTRAK REMOTE MONITORING SYSTEM:

- “TaylorTrak” is a fleet management system allowing you to track and monitor your entire fleet or an individual machine from any computer or smart phone with internet access from anywhere in the world.
- Using the proven TICS system (Taylor Integrated Control System) in conjunction with the GSM (Global System for Mobile) and GPS (Global Positioning System) networks, you can now have time-stamped data and location of individual machines within your entire fleet.
- “TaylorTrak” gives you the ability to keep track of daily usage and operating data such as operating hours, fuel usage, fault codes and service interval settings.
- Custom alerts sent directly to your email or smart device.

CUSTOMIZED TECHNOLOGIES:

Taylor Leasing and Rental offers several vehicle monitoring devices and has the ability to integrate your existing site productivity or monitoring systems into our fleet management solutions.



VISION PLUS PEDESTRIAN DETECTION AID:

Requires **No Device or Tag** to be worn by the pedestrian

As pedestrians enter into the coverage area, an audible and visual alarm is provided to the operator. Next, Vision Plus™ begins to track the pedestrians and predict their paths. Vehicle tracking and pedestrian tracking are combined to determine potential collisions. If a collision is predicted, alarm intensity increases, notifying the operator of this crucial information.

FEATURES:

- Vision Plus™ provides the operator of mobile equipment with real-time information concerning the location and tracking of pedestrians in the operating area around the equipped vehicle.
- Mobileye's unique artificial vision technology enables the Vision Plus™ system to ignore non-pedestrian obstacles significantly reducing the number of alarms to the operator and to bystanders.
- Ergonomic display of information both audibly and visually, industrial grade camera enclosures and hardware, and state of the art sensor-less, tag-less technology combine to provide a pedestrian detection aid that will add to the operator's practice of clearing the area with direct vision.

Choose your coverage area: from 90° up to 360°

Vision Plus can be installed on virtually any piece of off-highway mobile equipment. Different pieces of equipment operate in various applications and have unique requirements. Your application and equipment use is specific to your needs.

To learn more, contact your local distributor or please visit:
www.visionplussafety.com



FLEET MANAGEMENT CASE STUDIES

FLEET LEASING WITH INTEGRATED MAINTENANCE:

THE CHALLENGE:

To institute a full fleet management program that includes equipment leasing and total maintenance services for a major North American Steel Pipe manufacturer. Their rolling stock of material handling equipment consists of 70 large industrial machines located at multiple facilities. These mills run 24/7 in very harsh conditions and are dependent on their lift trucks to ensure tight schedules are met. Cost of downtime, due to mechanical failures, can be exorbitant.

THE SOLUTION:

Taylor Leasing and Rental implemented a fleet management strategy that equipped the Company with the toughest high capacity lift trucks in the industry and provided them with full maintenance services. All leasing, preventative maintenance, and emergency parts and repair are handled for one fixed monthly cost.

THE RESULT:

Taylor Leasing and Rental has successfully provided and maintained the equipment and service personnel that ensure the extremely tight schedules of these steel mills are met. The TaylorTrak remote monitoring system was also implemented across their fleet. This system keeps track of daily usage and operating data such as GPS location, run hours, fuel usage, and service intervals. It also provides equipment fault data, alarm status, and custom alerts directly to a computer or smart device. Taylor Leasing and Rental's integrated fleet management plan has consolidated all of their material handling equipment's lease and maintenance cost into one fixed monthly payment. **This allows them to focus on the Innovation, Service and Quality of pipe products they produced!**



FLEET LEASING UTILIZING BUYBACK PROGRAM:

THE CHALLENGE:

To centralize fleet leasing and management of material handling equipment for a leading producer of pressure treated wood products. Their rolling stock of material handling equipment consists of 188 large industrial machines spread out over multiple locations nationwide. Each location had historically handled equipment purchases and leasing independently. The logistics of monitoring each unit's allowable run hours correctly, and having replacement machines available in a timely manner, is difficult at best.

THE SOLUTION:

Taylor Leasing & Rental evaluated their nationwide fleet of material handling equipment. We identified leased machines that were in severe over-hour penalty situations. We then purchased the majority of those units through a Buyback Program and Re-leased them to the Company without removing the equipment from service. This allowed them to avoid large overage payments. Our experienced professionals now monitor their entire fleet, provide timely replacement equipment, and consolidate all leases through Taylor Leasing & Rental as their existing lease agreements expire.

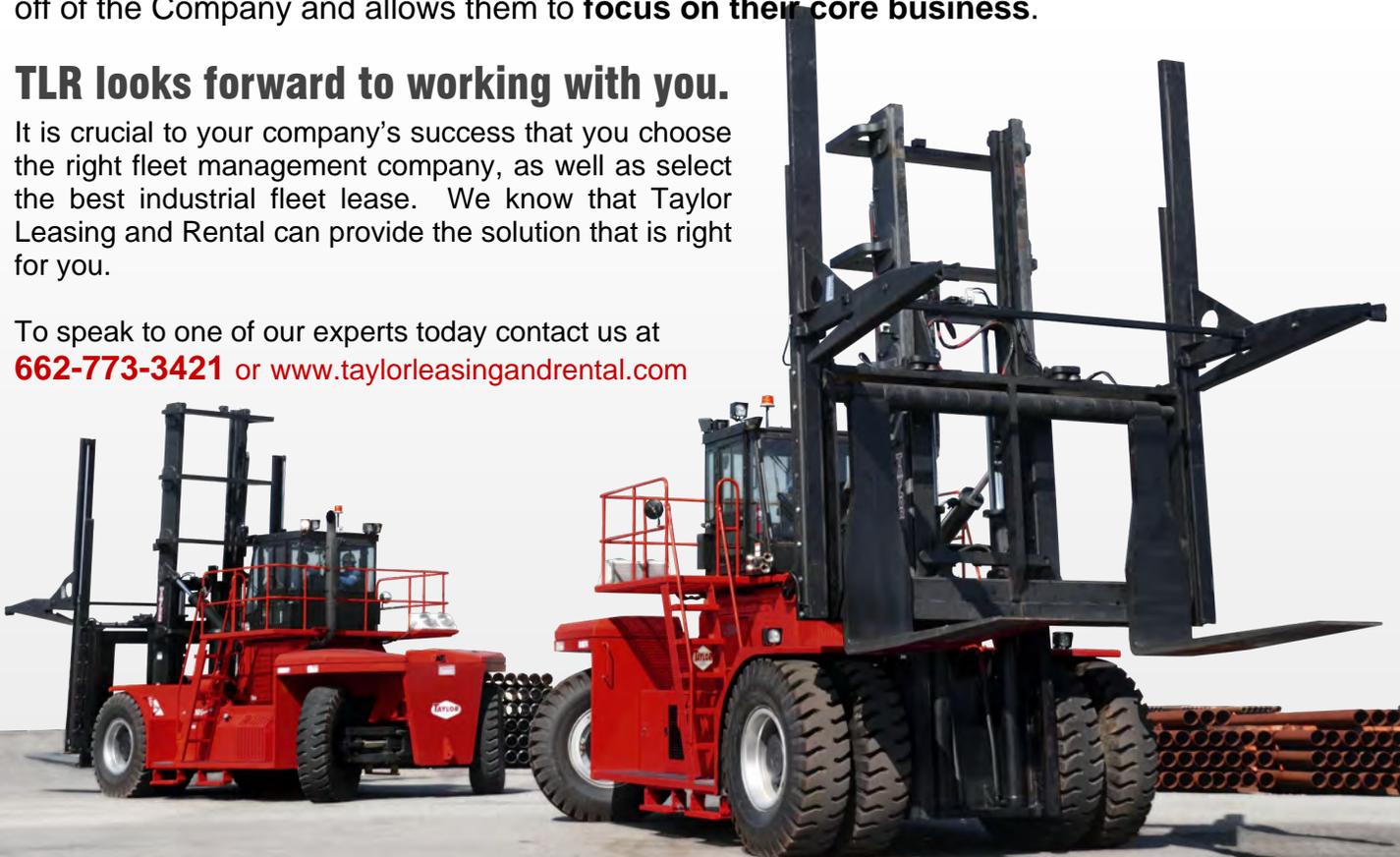
THE RESULT:

Taylor Leasing and Rental has successfully overcome the overage penalty situation that the Company faced. We have also customized a lease for all their material handling equipment with no associated over-hour charges. This is possible because we monitor run hours on their entire fleet. If a unit is exceeding the agreed upon annual usage, we just renegotiate the terms and monthly payments for that unit. Taylor also has a large fleet of available rental units which ensures their locations run smoothly with minimum downtime. This system has taken the entire burden of managing a large nationwide fleet of material handling equipment off of the Company and allows them to **focus on their core business.**

TLR looks forward to working with you.

It is crucial to your company's success that you choose the right fleet management company, as well as select the best industrial fleet lease. We know that Taylor Leasing and Rental can provide the solution that is right for you.

To speak to one of our experts today contact us at **662-773-3421** or www.taylorleasingandrental.com





Sudden Service, Inc.

24/7 SERVICE & SUPPORT

NO ONE CAN MATCH OUR RECORD FOR SERVICE & RELIABILITY
Unbeatable customer service, backed by 9-decades of customer satisfaction.

Your #1 Source for Genuine Taylor Parts

Our customers deserve to know they can always depend on us for service and support 24/7. Because of that expectation, we have factory trained service techs on the ground nationwide. Over 200 service technicians receive continuing education (hands-on) at the factory each year. Your service techs are supported by the best OEM parts and distribution facility in the world. With \$60,000,000 dollars worth of parts distributed across our factory stores and millions more on the shelves at our dealers. We pride ourselves on providing you with unmatched Service & Support by a Worldwide Team of dedicated specialists.



www.suddenservice.com

TLR-BR-FLTMNG 10/7/16