

simply reliable



**SKYJACK**

# SKYJACK™

## Vision

“Simply the easiest access and material handler manufacturer to do business with.”



Quality and reliability are the hallmarks that have given Skyjack a solid reputation. We became an industry leader by providing machine features that combine durability, quality, and serviceability, making our products world renowned for product reliability.

Skyjack prides itself on a leadership team that has over 100 years experience in the aerial work platform and rental business. In 2012, that management team embarked on an ambitious strategy to significantly grow the business, expand the product line and increase the company's geographic coverage.

The outward signs of that program were the development of a new company logo and machine colors, and at the same time, the opportunity to build the Skyjack brand. The key to that process is the need to build and expand on a firm foundation... the reputation for simple, reliable product with low life cycle costs that provide our customers with industry leading return on investment.

2013 was a landmark year for Skyjack as we manufactured our 250,000th machine and the 100,000th 3219 model, which makes Skyjack the home of the most popular scissor platform in the world.



# SKYJACK



“2013 was a landmark year for Skyjack as we manufactured our 250,000th machine and the 100,000th 3219.”

While the company’s first products were scissor type platforms, the objective is to be a full line aerial work platform supplier. That ambition is reflected in the recent and continued introduction of boom type work platforms and our telehandler range.

Our products are designed for the equipment rental industry. That focus, together with a determination to respond positively and with a strong work ethic, supports our goals to increase the global foot print of the company. Growth will be achieved through the development of sustainable partnerships, as it is important to Skyjack that we continue to be a trustworthy company, and that our customers find us easy to do business with. We believe it is important to our customers that they know that we will work as hard as we can for them, and that when the time is right, we can join them and play hard as well!

Brad Boehler, President



Skyjack's growth strategy encompasses a number of elements to promote the social, environmental and economic sustainability of our business.

The industry is evolving rapidly, with the introduction of new environmental regulations and requirements. Skyjack is committed to helping our customers meet their sustainability goals.

- Manufacturing facilities qualified to ISO 14001 and are ISO 9001 compliant
- Cost effective products that meet safety and environmental regulations
- Technology adoption and innovation that minimize fuel and power consumption
- Product with minimal life cycle costs that minimize waste and maximize return on investment
- Re-conditioning services that extend product life
- Active participation in the Linamar Green commitment program

One element that stands out above all at Skyjack is the community of employees and suppliers. We look to identify and work with suppliers who have sustainable programs, strong safety records and experience meeting the regulatory and contractual requirements of our customers. As you will see later in this brochure, we have deliberately highlighted our staff. Without their commitment, diversity and community involvement, we would not be the same successful company.



In 2002 Skyjack became part of the Linamar Corporation (TSX:LNR), which is a diversified global manufacturing company of highly engineered products powering vehicles, motion, work and lives. With more than 16,800 employees in 39 manufacturing locations, 5 R&D centers and 15 sales offices in 12 countries in North America, Europe and Asia, Linamar is a diverse company with a strong balance sheet that supports Skyjack’s activities. For more information about Linamar Corporation visit [www.linamar.com](http://www.linamar.com)



# Evolution

From small beginnings to a global presence, the brand has evolved to represent simple reliability.

Skyjack proudly provides companies globally with quality engineered, simple and reliable access and material handling equipment so that they maximize utilization and their return on investment.

To many in the aerial work platform and construction equipment industries, Skyjack is synonymous with scissor type product and in fact, the earliest branding relied heavily on this imagery with vertical lettering in the form of an extending scissor. In time, the varsity style type face (red with blue outline) was turned horizontally and the elements of a work platform disappeared.

In 2003, with the move toward new boom type product, a revised logo using a more contemporary type face was introduced with the highlights on the Y and J designed to reflect scissor and booms together. For the majority of that time, the machine colors were pale grey and red. In 2012 the move to harmonize the logo and machine colors was made as the colors "balsalt grey" and "signal orange" were introduced.

Today we like to think of the new logo and its proud heritage together; new robust and tough product colors represent a product and a company that is

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# Design Philosophies

Skyjack's products are designed to be easy to service and maintain

All of Skyjack's products are designed to be easy to service and maintain...by keeping the design simple and using proven technology the reliability and ease of service is common to the company's designs. Because of this, Skyjack Aerial Work Platforms offer the rental industry's best life cycle value through low cost of ownership, ease of service and maintenance while retaining high residual values.

Common components across model groups are used wherever possible, reducing the number of service parts needed to maintain Skyjack product. The use of "off the shelf" service parts, as opposed to custom designs, means that replacing or repairing components is easy and cost effective.



swing out  
component  
trays



standard color  
coded wiring



axle based  
four wheel  
drive



direction  
sensing drive  
and steer  
controls







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Replaceable modular platform railings and repairable fiberglass cowlings (on booms) add further benefit. Proven and simplistic control systems using Skyjack's standard color coded and numbered wiring system make our machines the easiest to troubleshoot and repair. For example: wire #14 will always be black and always be for the lift function. The use of a relay based electrical system keeps service costs as low as possible and minimizes the need for multiplex or CAN-Bus systems.

# Design Philosophies

Skyjack's products are designed to be easy to service and maintain

Axle based four wheel drive systems are standard on all engine powered boom models and most rough terrain scissors. This efficient, low maintenance approach is rugged and powerful, offering unparalleled traction and terrainability.

Skyjack booms utilize direction sensing drive and steer controls. This means that boom lift controls are always in the orientation of the operator regardless of position of turret over chassis, eliminating the need for colored direction arrows on the base or controls for operator to decode.

Finally, Skyjack is proud to offer the industry's first standard 2 year full "bumper to bumper" warranty on aerial work platforms for no extra charge together with a 5 year warranty on structural components, adding to Skyjack's industry leading product life cycle value.



superior  
positive  
traction and  
terrainability



industry  
leading  
warranty



easy engine  
access



swing out  
engine  
compartments





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All Skyjack aerial work platforms feature:

- Robust steel construction that's strong, durable & easy to repair
  - Hard wired relay based control systems which are easy to trouble shoot and repair using commonly available components
  - No complicated, expensive computers or CAN-Bus systems, which require a PC to diagnose
  - Standard color coded and numbered wiring system
  - 2 year warranty

# Vertical Mast Lifts

A compact footprint, superior maneuverability and zero inside turning radius



Skyjack's vertical mast lift range features a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering a zero inside turning radius. A unique slide away platform provides easy access to components when raised or in the stowed position.

## VERTICAL MAST LIFTS

### Highlights\*

- Lightweight design provides low ground pressure and floor loading
- Inverted telescopic mast with large overlap and "L" shaped pads increase stability and prevents debris ingress
- Slide away platform for service access
- Traversing deck increases reach and provides up and over capability
- Excellent accessibility to all major components so that maintenance and serviceability have reduced turn around time

\*Some features model dependent



1



2



3



- 1) Easy access to all components.
- 2) Traversing platform for at height access.
- 3) Compact and maneuverable design.

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# Electric Scissor Lifts

The worlds' top selling aerial work platforms



Skyjack's DC Electric scissor range offers an easy to service, low maintenance design in a compact and versatile package. Electrically powered and quiet with zero emissions, all models are capable of maneuvering in the smallest spaces. These are the world's top selling aerial work platforms.

## ELECTRIC SCISSOR LIFTS

### Highlights\*

- Low gross weight produces low floor loading allowing use in more areas
- Clevis design on scissor provides increased rigidity and lower stress and fatigue on joints
- Wide scissor stance increases stability and provides a more secure feeling for the operator
- Unmatched maneuverability and compact footprint

\*Some features model dependent



1



2



3



- 1) Unmatched maneuverability.
- 2) Compact design.
- 3) Easy serviceability.

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# Rough Terrain Scissor Lifts

Powerful design elements to meet the demands of any job site



Skyjack's Rough Terrain Scissor Lifts combine solid and powerful design elements to meet the demands of any job site environment. All mid and full size models are equipped with Skyjack's unique axle based four wheel drive system, which features a "Detroit Locker" type rear differential and limited slip front differential for unmatched terrainability.

## ROUGH TERRAIN SCISSOR LIFTS

### Highlights\*

- Large working area and extension decks for increased productivity
- Industry leading terrainability and platform size
- Robust and reliable for use in the most challenging conditions
- Broad product range—compact, midsize and full size
- Accessibility to all major components for easy maintenance and serviceability

\*Some features model dependent



1



2



3



- 1) Proven analog control systems.
- 2) Independent auto levelling outriggers.
- 3) Axle based four wheel drive.



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# Articulating Boom Lifts

Superior positive traction and terrainability is provided by the axle based four wheel drive

Skyjack's Articulating Boom Lifts are designed for versatility. Superior positive traction and terrainability is provided by the axle based four wheel drive used in many of Skyjack's product designs, which accounts for a proven low maintenance, rugged and reliable drive train.

## ARTICULATING BOOM LIFTS

### Highlights\*

- 360° continuous turret rotation and zero tail swing
- Exclusive direction sensing drive and steer controls increase safety as it prevents operator disorientation
- True vertical rise—boom arm will move vertically without drifting forward or back
- Industry leading up and over reach and clearance
- Durable and repairable fibre glass covers

\*Some features model dependent



1



2



3



- 1) Easy access to all components
- 2) Engine serviceability - swing out engine bay.
- 3) Axle based drive for unsurpassed traction and terrainability.

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# Telescopic Boom Lifts

Innovative and intuitive direction sensing drive and steer control system

Skyjack's Telescopic Boom Lifts are built and designed using Skyjack's robust and reliable design philosophies. We offer the lowest life cycle costs, proven reliability, and ease of serviceability.

## TELESCOPIC BOOM LIFTS

### Highlights\*

- Industry's renowned axle based, true four wheel drive system for unmatched traction and terrainability
- Boom extend/retract cables can be checked and replaced quickly without removing the boom
- Exclusive direction sensing drive and steer controls increase safety as it prevents operator disorientation
- Up to 50% gradeability

\*Some features model dependent



1



2



3

- 1) Robust and easy to repair swing up fiberglass cowlings.
- 2) Designed with service in mind, easy access to all components.
- 3) Modular platform railings.

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# Telehandlers

Skyjack's range of telehandlers offers higher reach, greater capacity, and improved visibility

Skyjack's range of Telehandlers offers higher reach, greater capacity and improved visibility, all of which boost your job site productivity. The ZB product is in a class of its own with a maximum capacity of 20,000 lbs and a lift height of 44 feet. The ZB2044 is ideal for bridge construction, power plant services, pipe yard handling and heavy construction.



## TELEHANDLERS

### Highlights\*

- Superior operator visibility
- Mid mounted engine for improved access and balanced weight
- Durable design and all steel construction
- Superior operator control features

\*Some features model dependent



1



2



3



- 1) Superior visibility.
- 2) Durable drive train.
- 3) Robust construction.

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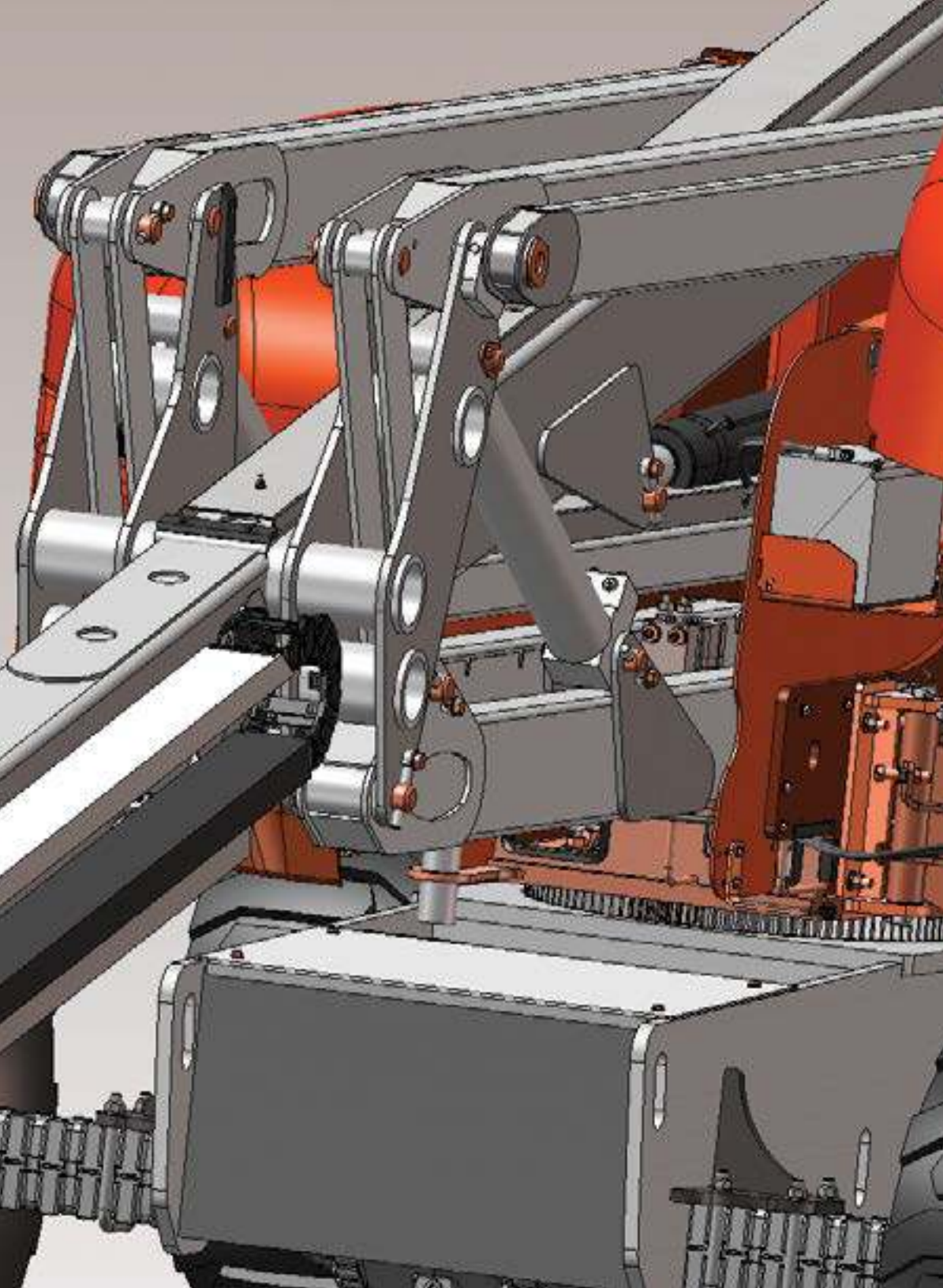
# Research & Development

Skyjack's expanding product line is opening doors for us with many customers in new markets

Skyjack's expanding product line is opening doors for us with many customers in new markets. The introduction of these models is achieved through an advanced and multi-phased product development process. More than 50 engineering, research, development and testing personnel use tools such as Solidworks 3D CAD, MathCad, Automation Studio, Simulation Pro, Fluent and InDesign to support and ensure input and participation from all stakeholders.







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Our Test and Validation group use a custom designed testing facility where they perform testing of ANSI, CSA, CE, AS, and KC standards. Durability, gradeability, vibration, engine, tire, hydraulic systems and cylinder tests are also performed.

# Manufacturing

Process and systems reflect the automotive industry as part of our heritage

Skyjack manufactures its product in two sites in Ontario, Canada. The combined facilities represent 500,000 square feet of modern manufacturing capability. A wealth of experience and care goes into every unit we build.

Process and systems reflect the automotive industry as part of its heritage, an element that is reinforced within the ownership of Linamar. The company's core competencies include:

- Jig & fixture design/manufacturing
- Manual and robotic welding line with built in lean manufacturing practices
- State of the art paint lines utilize a five stage preparation and wash system
- Dual robotic stations for both primer and topcoat application
- Two stage curing oven with infrared and convection technology



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welding



painting



quality



# Manufacturing

Process and systems reflect the automotive industry as part of our heritage

Linamar Production System and Quality System Basics (QSB) use the automotive industry's unsurpassed quality standards. Skyjack continuously monitors any and all warranty claims for possible quality issues. All issues are discussed daily at QSB meetings. Problems are examined, isolated and dealt with in a timely manner. Skyjack's very low rate of warranty claims is attributed to our high standards of product quality and the extensive service training provided to customers.

Skyjack facilities are ISO 9001 compliant. Skyjack is Leading to Green in both the manufacturing environment, as well as product design and development. All manufacturing facilities are ISO 14001 certified and Skyjack's corporate culture places emphasis on environmentally friendly practices. Skyjack's parent company, Linamar, has also established a commitment to the environment through the Linamar Green Program.



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fabrication



robotics



assembly



# Product Support

Skyjack offers global support through its parts, service and warranty programs

Skyjack offers global support through its parts and service network so that customer productivity can be maximized. Web based access to bulletins, service advisories, technical manuals, a tech talk forum and a service technician locator reinforce this service. Skyjack has a dedicated parts warehouse and call center operation that handles:

- Over 100,000 calls per year
- Over 100,000 parts packages per year
- 97% same day ship rate

Skyjack takes pride in engineering the most robust, reliable machines with the lowest life cycle costs in the aerial lift industry. The company backs that up through its "gold leaf" warranty program.

This means that Skyjack warrants that each new aerial work platform (scissors and boom lifts) will be free of defective parts and workmanship for two years (24 months). For the following 36 months, structural components found to be defective will be replaced or repaired at no charge.

Each new Telehandler manufactured by Skyjack will be free of defective parts and workmanship for one year or 2,000 hours. For the following 48 months, structural components found to be defective will be replaced or repaired at no charge.

Skyjack Product Support provides technical training for all products that are currently manufactured. Factory trained technicians allow you to minimize downtime by giving them the "tools" and knowledge to properly diagnose, repair and maintain your Skyjack fleet. Less down time means more profit! And best of all, we do not charge a fee for the class.

(some course requirements may apply)





## simply reliable

- Over 100,000 calls per year
- Over 100,000 parts packages per year
  - 97% same day ship rate

# People, Passion, Productivity

We can't build great product without great people

Passion, pride and dedication are behind every piece of equipment that Skyjack produces for market. It takes dedicated people to research, design, engineer and manufacture a truly great product and our people are our greatest asset. We are committed to the development of our people and we offer a variety of opportunities for growth within our organization. This helps to improve and to ensure that we have the right people, with the right skills, in the right positions. We have a robust on-boarding program to ensure a smooth transition to a new environment, which includes on the job training for production workers.

Skyjack's succession development program and the Linamar Leadership Development Program (LLDP) are designed to guarantee that the next generation of leaders will have the skills and hands on experience to manage people in a thriving operation. Our performance management program

is based on setting achievable goals, designed to support the Company strategy, while growing and developing our people.

In the pursuit to build a product that is simple and reliable for our customers, Skyjack require a lot from their employees; but in turn, we offer many opportunities for both personal and professional growth. It is with this balance that we are able to be an industry leader while remaining a company that is easy to do business with.





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# Training

Promoting safe and effective use of access and telehandler equipment



Skyjack was one of the first manufacturers to offer IPAF/AWPT training and our commitment to that ethos is represented by Skyjack's Safety first program which offers:

- IPAF/AWPT approved training courses.
- Instructor and operator training kits.
- Web based resource center.
- Aerial Work Platform and Telehandler training.

AWPT is the North American subsidiary of the International Powered Access Federation (IPAF). IPAF promotes the safe and effective use of powered access worldwide. IPAF has played a key role in promoting many of the design, safety and testing procedures that are now established in the powered access industry. IPAF provides a Powered Access License (PAL) to those who successfully complete their training. They have trained nearly half a million operators and this number is climbing every day. AWPT is growing in North America with Skyjack leading the way.

Skyjack offers two distinct training programs:

- Operator Training - Certified to be in compliance with the ISO Standard 18878 Mobile elevating work platforms. Leading to the issue of a Powered Access License (PAL)
- Registered Instructor Training - Designed to ensure the delivery of both the AWPT & Skyjack programs

Skyjack and AWPT Training Programs are generic and applicable to all brands of machines. Training is available at either of our Training Centers: Skyjack Head Office - Guelph, ON, Canada  
Skyjack Parts & Service - St. Charles, IL, USA

In addition to these two locations, Skyjack offers on-site training, subject to appropriate facilities and equipment.





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- IPAF/AWPT approved training courses
  - Instructor and operator training kits
    - Web based resource center
- Aerial Work Platform and Telehandler training

# Reconditioning

Extending life cycle and increasing return on your investment

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Skyjack offers a wide array of services designed to allow rental companies to operate with lower overhead and demand variability. By reconditioning you can extend the useful life of your AWP fleet; increase your return on investment; reduce the down-time of equipment; improve fleet image and increase resale value.

Reconditioning can be in the form of a full recondition which includes triage, reconditioning and/or replacement of components, disassembly and reassembly, blast, paint, decaling. Alternatively, the customer can choose a partial recondition where they choose the level of work they require from a quick paint to a complete recondition.

Skyjack reconditioning uses a dedicated 80,000 square feet facility in Phoenix, Arizona. The site accommodates custom facilities, including a full wash bay, blast and paint booths, plus overhead crane capabilities. Having fully trained Skyjack mechanics and assemblers means you can gain from all the benefits of operating "new" equipment in your rental fleet at a reduced cost.





**blast booth**



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**warranty service**



**component replacement**



**boom cable replacement**



**weldment inspection**



**pin and bushing replacement**

- Boom cable replacement services (5/7 year boom job & inspection)
  - Warranty service
  - Major repair service
- Inspections and regular service

# Customized Financing

Acquiring the right equipment for your business is not just about product specification and performance

At Skyjack Financial Services, we understand that acquiring the right equipment for your business is not just about product specification and performance. Each business is unique and faces individual challenges. In order for your business to grow, you will need customized solutions that go beyond the "metal in the yard".

That is why in forming Skyjack Financial Services we have worked hard to bring you access to finance professionals with construction equipment and rental industry experience...so programs can be tailored to your unique needs.

Skyjack has worked hard to deliver a range of products that are simple to operate and maintain. This reputation is why we can proudly claim to be simply reliable. With that in mind, we will work very hard to provide you with simple financial solutions that are tailored to your needs.





## simply reliable

We will help by:

- Maximizing your return on investment
- Optimizing your cash flow and maximize working capital through tailored payment schedules
- Focused asset and fleet management in terms of equipment values and disposal, lease termination and equipment upgrades
- Retail financing for rental companies' customers

# simply reliable

An important part of Skyjack's reputation is reliability. When the company launched the quest to find the oldest working Skyjack, the company expected some good old tales. Not only did some stories unfold but the pervading theme of dependability and pride of ownership reinforced the Skyjack tagline simply reliable — two words but a powerful promise.

The words from our customers speak for themselves and show that promise as a working reality.



Power Lifts' Bob King stands proudly with "The Survivor"

The folks at Power Lift Equipment are proud to say they have one of the earliest Skyjack machines working in their fleet. The Concord, Canada-based rental company purchased the SJ106.5-10 in 1986 from LW Matthews Machines, a Skyjack dealer later purchased by Hertz Equipment Rental.

The unit is still going strong today and its combination of endurance and reliability over nearly three decades have earned itself the nickname "The Survivor". According to Marsh Tonner, service manager at Power Lift Equipment, the SJ 6.5-10 has been working consistently and without fuss as a general rental unit for electricians, plumbers, contractors and others, providing secure and solid lift assistance.

"The machine is a marvel; it was one of the first ever models produced by Skyjack, but it has always worked extremely well for customers," says Tonner. "It wouldn't be an understatement to say the SJ 6.5-10 probably set the precedent at Skyjack in terms of manufacturing quality. Once you build something this good, then customers are always going to expect it from everything you do after that."

Apart from requiring periodic battery changes and having its guard rails replaced, the machine has never had any notable problems. "This machine has cost us virtually zero dollars in maintenance over the years," notes Tonner. As the SJ 6.5-10 approaches its 30th birthday, Tonner says the company doesn't work it as hard as some of the newer units in the fleet, but it has been fully

re-certified and takes on regular jobs.

The SJ106.5-10 was one of Skyjack's earlier models. It has a 40 in. x 82 in. (1 m x 2 m) platform that can extend to 24 ft (7.31 m) and an overall capacity of 750 lbs (340 kg). The entire machine weighs 3,510 lbs (1,592 kg) and is easily maneuverable, with two wheel drive and three forward and reverse speeds controlled from the platform.

The early Skyjack scissor lifts have an extremely stable design, thanks to wide scissor beam frames that have cross-members on both the inside and outside. The SJ106.5-10 also features vertically mounted cylinders for low pin loads.

"It is a huge comfort knowing that you are standing on a stable and secure platform when working on projects at such high heights," Tonner says of the platform's solid design. "The machine was built with convenient features and simple operation in mind."





Check out this 1986 work horse. Simply reliable...



India company has innovative uses for 1990's old hand

Meet "The Survivor" with more than a quarter century of service



Skyjack scissor model notches 2 decades in Sweden

Early model skyjack has original slide out trays



# Global Presence

New market potential allows us to expand our distribution and sales networks globally





Skyjack global locations include:

Glendale, Arizona—Reconditioning

Gothenburg, Sweden—Sales

Lyon, France—Sales

Ontario, Canada —Headquarters

Howell Michigan—Skyjack Financial Services

Oswestry, United Kingdom—Sales

Sao Paulo, Brazil—Sales

Seoul, Korea—Sales

Shanghai, China—Sales

St. Charles Illinois—Parts and Service

Sydney, Australia—Sales

Witten, Germany—Sales

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