

The CFPM Program

Many customers find it prudent to leave their fleet utilization and maintenance to Abel Womack, so that they can concentrate on their core business.

In addition to simplifying your life, CFPM provides the following compelling benefits:

Comprehensive Fixed Price Maintenance says it all. It ensures a partnership maintaining the equipment. Abel Womack has a vested interest in maximizing uptime and decreasing your cost of operation.

Comprehensive: Includes all scheduled maintenance and all repairs (parts, labor and travel).

Fixed Price: The monthly maintenance cost is fixed, permitting accurate budget estimates.

Maintenance: Assures that service will be performed correctly, systematically and on a timely basis.

Certified Abel Womack trained technicians perform all work.



Phone: 800-554-2887

ABEL WOMACK
1 International Way
Lawrence, MA 01843
discover the *difference*.
Rev 6-08

Abel Womack's Comprehensive Fixed Price Maintenance Program



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Abel Womack's Vision

Founded in 1922, Abel Womack, Inc. is the largest and one of the most successful material handling and systems integration companies in the Northeast.

Our corporate philosophy is reflected in our tagline "**discover the difference**". Although our size and strength provides us with a broad range of 'best of breed' suppliers and technologies, our difference is much more than the equipment and services we provide.

Our mission is to maximize the client experience while exceeding their expectations. Every one of our more than 200 employees understands that. That is the difference.

As part of this "difference", **Abel Womack offers programs like CFPM that will provide maximum cost savings and equipment benefits while reducing the day to day customer responsibility for lift truck fleet maintenance.**



CFPM Program Advantages

- Reduced monthly lease payments.
- Consolidate billing to 1 invoice per month.
- Freeze labor and parts pricing for length of agreement.
- Reduced rate for after hours calls.
- 10% discount on all other services.
- Satisfy OSHA maintenance requirements.
- Receive the latest manufacturer upgrades.
- Maximize equipment uptime.
- Maximize trade-in value.
- Receive free loaner if equipment is out of service for more than 24 hours.
- Reduce operating costs.
- Flexible agreement lengths.
- Fleet management reports.

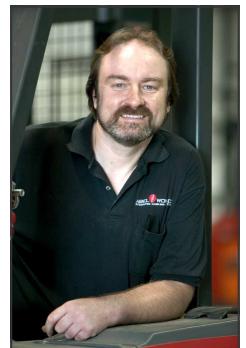


Fleet Management

Abel Womack Fleet Management Specialists are tasked with the oversight of your equipment. They will:

- Review all repairs performed on CFPM equipment, ensuring that the maintenance is being performed according to technical documentation.
- Provide reports on your equipment and highlight any issues that need to be discussed.
- Advise if your fleet usage needs to be balanced and the best ways to accomplish that.
- Look for opportunities to reduce your operating expenses.

The goal is to work closely with Field Technicians to fix any problem before a failure occurs.



"The Abel Womack support team is the best. They respond in no time and their technicians service our equipment quickly and efficiently."

Rick Thorn, Distribution Engineering Manager
New Balance Athletic Shoe, Inc.