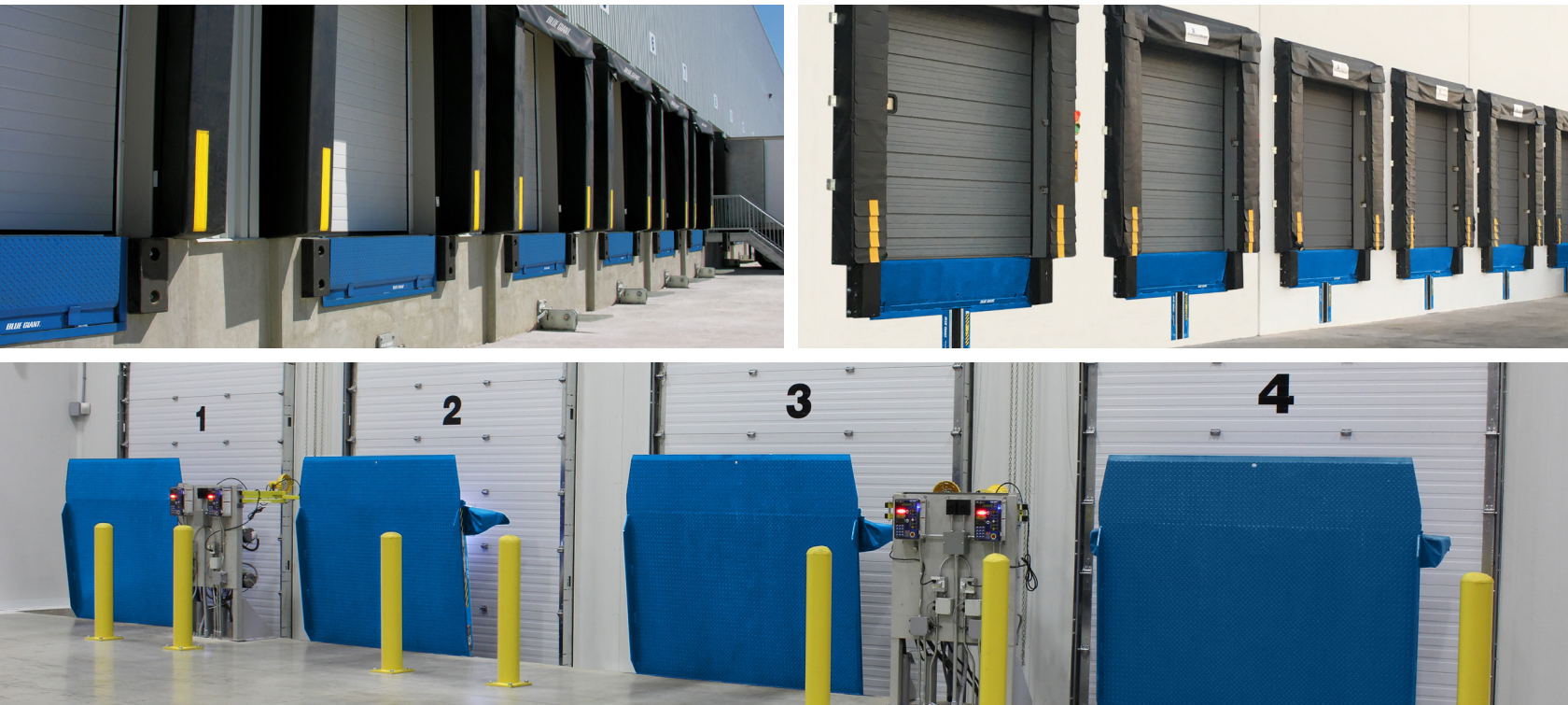




Centralized Acquisition of Resources Everywhere



NATIONAL ACCOUNTS PROGRAM

BLUE GIANT®



NATION C.A.R.E.™

Nation C.A.R.E.™ (Centralized Acquisition of Resources Everywhere) is the Blue Giant sales platform designed to be a nationwide strategic loading dock equipment provider to the North American and select International markets. Our mandate is to provide product solutions at preferred pricing and warranties with a customer-centric approach.

By working as partners, the manufacturer, distributor, and client can deliver product solutions and processes that streamline productivity, improve quality, take transaction costs out of the supply chain, and provide measurable added-value unrelated to price.

The program was created to accommodate multi-facility organizations that require a centralized contact and billing location and who have also recognized the need to standardize goals for their equipment, safety, and productivity requirements.

National account customers expect an elevated level of service along with high-quality product, consistent pricing, and cost controls throughout their facilities. At Blue Giant, we strive to exceed these expectations.



SHOWCASE and EDUCATION EXPERIENCE (S.E.E.)

Blue Giant invites all clients to participate in an interactive experience at any one of our manufacturing facilities in the USA, Canada or Mexico.

Following the curriculum of our Blue Giant University, we create a personalized agenda that addresses topics ranging from designing a new dock area to improving safety and security at the loading bay. This experience is also a great opportunity to showcase the latest Blue Giant technologies proudly on display within our facilities.

Blue Giant experts, in concert with our factory-trained distributor partners, will help you make informed decisions so you can be confident that the selected loading dock package will deliver maximum safety, productivity, and longevity.

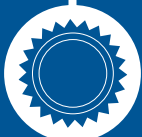


PRODUCT DEMONSTRATION

Blue Giant offers product trials for qualified opportunities. There is no better way to show quality, safety, and performance than to put the product to the test within a live demo application.

In many cases, a side by side comparison with a competitor model will truly illustrate the superiority of the Blue Giant product. It also ensures that you are getting the most current product portfolio and not just what is being used in “how to sell against the competition” tactics.

Don't be surprised when, after the demo period ends, the Blue Giant product emerges as the undisputed choice.



WARRANTY ADVANTAGE

We know that a properly specified Blue Giant product will outlast and outperform the competition. As such, Blue Giant offers straightforward, no-nonsense, and non-prorated warranties. If there is a published warranty that we need to match or exceed, we will. It's that simple.



PLANNED MAINTENANCE PROGRAMS (PMP)

Blue Giant has designed the Planned Maintenance Program (PMP) to keep your dock equipment in safe and efficient operating condition. Each PMP checklist is a manufacturer-approved action plan that prevents small complications from becoming major problems. Blue Giant PMP checklists promote regular maintenance activities that reduce the likelihood of a service call and downtime during critical operational times.



PROJECT MANAGEMENT

Blue Giant offers project management support to assist with all aspects of the project process. From initiating to closing, we will work diligently to achieve specific goals and success criteria. We understand that, in order for a project to be successful, all project goals within the primary constraints of work, time, quality, and budget must be met.

Any project is only as successful as its team members are at working together toward a common goal.



BLUE GIANT®

**THINK GLOBALLY.
BUY CENTRALLY.**

On behalf of the Blue Giant team, and our Dealer Partners,
welcome to Nation C.A.R.E.™



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