

TVH, the passion, the people, the parts!



Supplier's guide



TVH GROUP NV
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www.tvh.com



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About TVH

Head office TVH in Waregem, Belgium



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Head office TVH in Olathe, USA



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T 913 829 1000 • F 913 829 9208 • us.sales@tvh.com • www.tvh.com

Illinois

Pennsylvania



California

Louisiana

South Carolina

5 DC's around USA

Head office Bepco in Villers-le-Bouillet, Belgium



BEPCO PARTS SA • Rue de Waremme, 114 • 4530 Villers-le-Bouillet • Belgium
T +32 4 257 98 00 • F 0800 231 32 • info@bepcoparts.com • www.bepcoparts.com

Spain

France



United Kingdom

Service, knowledge & product availability



Automated order picking

TVH Group is organized in two important activities: Parts & Accessories and Rental & Equipment. This last activity has three divisions, namely Equipment division (sales of second-hand lift trucks and aerial work platforms), Rental division (short- and long-term renting of lift trucks and aerial work platforms) and Service & repair division. The Rental division is active in Belgium, the Netherlands, Luxembourg, Czech Republic, Germany, Poland, Slovakia, Hungary, Romania and Serbia. The Service & repair division is a service TVH only offers in Belgium. The Parts & Accessories and the Equipment division are active in more than 170 countries worldwide.

With currently 500 000 SKUs and over 21 million known references, TVH has the largest stock in material handling parts and accessories in the world.

The computer-monitored stock management, the professional staff and an extensive online offer, result in a pointed solution. Our own production workshop, strict quality control systems and widespread international contacts guarantee the best quality at a competitive price.

No matter where an order is placed, we assure a delivery to our customers within 24 hours in Europe and within 48 hours outside of Europe.

But we can only deliver good parts at competitive prices if we have a good contact with all our suppliers, who live by the same rules and standards as we do.

To maintain our position as a renowned Service Company, we are constantly on the lookout for new contacts and new suppliers, who deliver quality products at competitive prices.



Strong brands, guaranteed quality

TOTALSOURCE®

TOTALLIFTER®



SmartSweep®

Lazy Sweep®

wuBump™



HALLINS

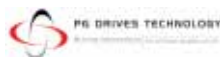
AMETEK



REMA®

IMPCO®

CURTIS



ENERGIC Plus®

APP
Anderson Power Products®



SEARS SEATING

securon

simrit®



Beta
authorised factory distributor

FLUKE®



Climax

ZECA

FORCE
PROFESSIONAL TOOLS

LOCTITE

SAFETY JOGGER
PATRICK

BALDWIN
FILTERS



BAUSER

Femco
the Original 30mm

...

This is only a selection of brands. Limited products and/or limited countries.

Brands for material handling & industrial equipment

500 000

stock items

21 000 000

known references



Products on offer (suited) for the following brands:

Abeo • Aichi • Allis Chalmers-Kalmar AC • Armanni • Artison • Asea • Atlet • Audureau • Ausa • Baka • Balkancar • Baoli • Battioni e Pagani • Baumann • Belet • Bobcat • Bolzoni • Bonser • Boss • Brunilift • BT • Bulli Kahl • BV Vestergaard • Cangaru • Carer • Carreffe • Caterpillar • Cesab • Charlotte • Clark • Climax • Comac • Conveyancer • Coventry Climax • Crown • CTC • CVS Ferrari • Dalian • Dambach • Dantruck • Datsun • Deca • Desta • Dholandia • Dieci • Dino Lift • Dulevo • Ecolift • Eurolifter • EP • Faba • Fantuzzi • Fenwick • Genie • Genkinger • Grove • Hako • Halla • Hallins • Hangcha (HC) • Harlan • Haulotte • Heden-Dantruck • Heli • Henley • Hyster • Hyundai • Icem • Incab • Indos • Italmacchine • JCB • JLG • Jumbo • Jungheinrich • Kalmar • Kärcher • Kentruck-Robur • Kinglifter Terberg • Komatsu • Kooi Aap • Lafis • Lancer Boss • Lansing • LGM • Lifter • Linde • Loc • Logitrans • Lugli • Magliner • Manitou • MBB • Merlo • Miag • MIC • Minuteman • Mitsubishi • Moffett • Montini • Mora • Nichiyu-Nyk • Niftylift • Nilfisk-Advance • Nissan • Noblelift • Nuova Detas • O & K • OM • OMG • Patria • Peg-Fenwick • Pimespo • Powerboss • Pramac • Prat • Ranger • RCM • Rocla • Salev • Samag • Sambron • Samsung • Sanderson • Saxby • Sichelschmidt • Sisu • Skyjack • SMV Konecranes • Snorkel • Steinbock • Still • Stocka • Stocklin • Svetruck • Tailift • TCM • Tecnocar • Tennant • Terex • TotalLifter • Toyota • Unitrac • Upright • Valmet • Wagner • Whiptruck • Yale • Yang-Yam-Puma

Brands for agricultural equipment



Products on offer (suited) for the following brands:

- Case-IH
- David Brown
- Deutz Fahr
- Fendt
- Fiat
- Ford
- Hurlimann
- John Deere
- Lamborghini
- Landini
- Massey Ferguson
- Mc Cormick
- New Holland
- Renault / Claas
- Same
- Steyr
- Valmet
- Zetor



60 000

stock items

450 000

known references

One-stop shop for parts & accessories

Parts for forklift trucks & reachtrucks



Parts for agricultural tractors



Parts for aerial work platforms (AWP)



Parts for telehandlers and rough-terrain forklifts



Parts for scrubbers and sweepers



Parts for port and container equipment



Parts for terminal and yard tractors



Parts for truck-mounted forklifts



Parts for sideloaders



Parts for small earth-moving machines



Parts for tow tractors



Parts for personnel and burden carriers



One-stop shop for parts & accessories

Hand pallet trucks, scissor hand pallet trucks and hand trolleys



Manual and electric lift tables



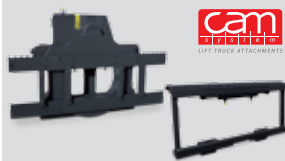
Manual and semi-electric stackers



Parts for tail lifts



(Parts for) attachments



Parts for handling equipment



Mechanical attachments



Skips, scoops and crane jibs



SmartSweep®, Lazy Sweeper®, Magnetic Sweeper and Hydro Sweeper



Rubber tracks, undercarriage parts, ground support & stabilizer plates



Jacks and supports



Warehouse accessories



Product groups in our range

Consumables & accessories



Electrical supply and accessories



Electrical control systems and components



Electrical equipment and accessories



Electric motors and parts



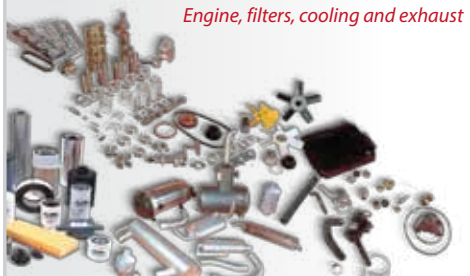
Hydraulics



Starters, ignition and fuel systems



Engine, filters, cooling and exhaust



Product groups in our range

Steering and drive train



Brakes and cables



Tyres, wheels and castors



Forks, masts and attachments



Cabs, seats and hoods



Hand pallet truck parts



Sweepers, scrubbers and parts



Agricultural parts

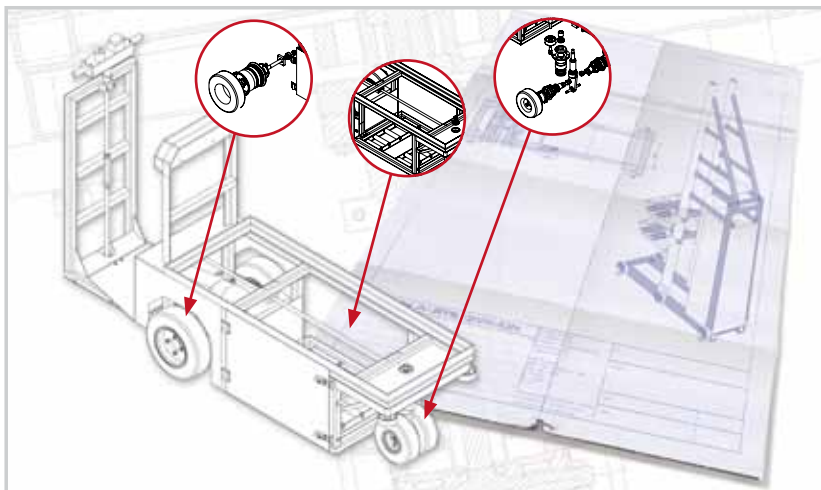


R & D department



Manufacturing and assembling plant

*We provide custom-made solutions and developments to help you perform a better job.
Save time and cut costs.*





TVH is very proud to offer to its customers the exclusive **MyTotalSource** system that enables our customers to make price inquiries and to check the availability of parts anywhere and anytime. To this day, this state-of-the-art system is unique and without equal in the lift truck sector. Today, we realise over 80% of our turnover through e-commerce.

Last but not least, all our company processes are subject to very strict quality control systems. This is absolutely essential to offer our customers the service they are expecting. TVH has definitely found the right balance between quality, service, speed and flexibility.

Our 35 000 customers are our reference!



Rebuilt & reconditioned parts department



Rebuilt



Reconditioned



Reconditioned
Recycled
Reliable



Test bench for hydraulic cylinders

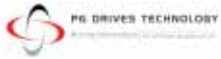


Test bench for hydraulic valves

Service & repair department



Electronics department



Service & repair workshop

MyQuickSupply, our online supplier platform

MyQuickSupply is TVH's online communications platform that is aimed at centralizing and optimizing all communication with you as a supplier.

A user-friendly platform was created to process price inquiries and orders.

MyQuickSupply offers you several interesting advantages:

- Price inquiries and orders are sent online without delay
- You get a clear overview of the price inquiries and orders you still need to process
- Possibility to send partially solved price inquiries and orders
- You can process price inquiries and orders faster
- You can call up the price inquiry of the order as a PDF and print it
- You can export the price inquiry or the order to Excel and import it into your own system
- You can have your own reference stated on orders following a price inquiry
- In the history you can find an overview of your processed price inquiries and orders

The screenshot displays the MyQuickSupply web application. At the top left is the logo, and at the top right are navigation links for 'Home', 'Price Inquiry', 'Orders', and 'History'. Below the navigation bar, there's a section titled 'Please select a criterion...' with three radio buttons: 'Price inquiry with open lines', 'Price inquiry with all lines ready to export', and 'All price inquiries'. Each radio button is followed by a search form with fields for 'Price inquiry number (line)', 'Creation date (from)', 'Part number', 'Price inquiry number (to)', 'Creation date (to)', and 'Your price increase'. Below these forms are buttons for 'Submit', 'Cancel', and 'Advanced search'. Underneath is a section titled 'Results from 1 to 2' containing a table with columns: 'Price inquiry', 'Your price request', 'Date', 'Status', 'Priority', 'Supplier number', and 'Supplier name'. The table contains two rows of data. At the bottom, there are 'Page' and 'Items' controls.

Price inquiry	Your price request	Date	Status	Priority	Supplier number	Supplier name
2142140		2013/11	open	01	0000000	Landwerdrecht
2142140		2013/11	open	01	0000000	Landwerdrecht

This is the main screen, where you can find an overview of all price inquiries or of all orders that still need to be processed.

Every time a new price inquiry or order has been sent by TVH, you will get an email with the link to MyQuickSupply.

MyQuickSupply, our online supplier platform

When you would like to start using MyQuickSupply, your contact person can provide you with a user name, a password, a manual and a thorough explanation.

During the first phase, we opt to send your price inquiries and orders via MyQuickSupply as well as via the currently used way: by fax or by email. This way you can process the price inquiry or the order online based on the well known documents. As soon as you feel comfortable using MyQuickSupply we can switch over completely.



Opening a certain price inquiry or order will give you an overview of the lines a price and/or lead time was requested for. All possible answers can be indicated, attachments can be added, extra texts or questions can be inputted or an export to excel can be chosen... The system registers all your answers or actions, this way you can always retrieve what you have put in.



Look at the demo film now to discover the advantages of MyQuickSupply:
myquicksupply.tvh.com

For more info, please contact your contact person at TVH.

Fast worldwide deliveries



Every day, TVH ships more than 15 000 orders. To cope with this challenge, our picking and packing departments are operating in 2 shifts. These shifts do not alternate but overlap from 13.00 till 17.30 h. This working method allows us to concentrate the workforce in the rush hours.

For our worldwide parts deliveries, we team up with the world's best renowned transport companies, such as DHL Express, TNT Express and FedEx. In all neighbouring countries we work together with local specialists guaranteeing early morning deliveries as there are Calberson, Ciblex and Chronopost in France and TNT Innight in Germany and Holland.

Thanks to our one-stop shop principle, an enormous stock of more than 500 000 different parts is offered to our ever growing number of satisfied customers worldwide.



Supplier information sheet

Company:

Address:

.....

Address 2:

.....

Postal code:

City:

Country:

Language:

Phone:

Fax:

E-mail:

Website:

Activity:

Contact person:

Mr /Ms:

Language:

Name:

First name:

Function:

E-mail:

Phone:

Mobile:

Fax:

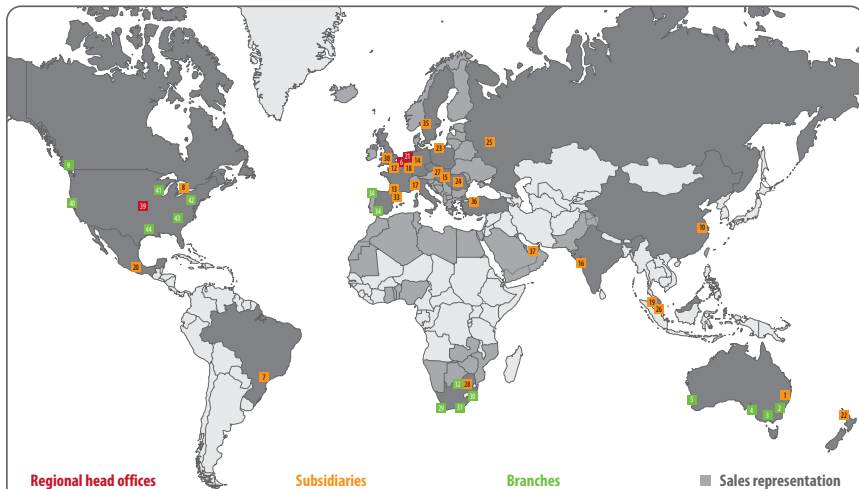
This information is stored in the TVH database for the duration of the customer-supplier relationship, in accordance with the applicable privacy legislation. You can request the TVH service in writing for access to and correction of your details. Your information will not be transmitted to third parties.

Please fill out this form and send it back to us by fax or fill it out on

www.tvh.com in the Supplier section.

F +32 56 43 43 94 • purchase@tvh.com

TVH GROUP WORLDWIDE



FACTS AND FIGURES

- Delivery within 24/48h
- > 500 000 SKUs worldwide
- > 21 000 000 known references
- > 15 000 orders/day worldwide
- > 35 000 customers
- Over 500 000 m² of warehouses worldwide
- Turnover: > 900 million euro
- Number of employees: 3800 worldwide
- A permanent stock of 1800 used lift trucks & 300 used aerial work platforms for sale
- Own TVH Training Centre for drivers & technicians

- Purchasing:
 - > 1200 -1500 orders daily
 - > 3900 suppliers worldwide
- More than 200 persons are involved in the worldwide purchasing process

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PARTS & ACCESSORIES



PARTS & ACCESSORIES