

Marketing update

New JLG Mobile Analyzer provides remote access for technicians to troubleshoot JLG equipment

The new tool combines a free mobile application and a wireless access module to provide technicians with remote access to program, troubleshoot, calibrate, or customize JLG equipment performance. To support the current North American introduction, the JLG Mobile Analyzer communicates in English and Spanish. Eleven additional languages will be available by the end

of 2013, coinciding with the product's global distribution and providing a consistent user interface to JLG customers around the world.

These languages include International French, Dutch, German, Italian, International Portuguese, Simplified Chinese, Traditional Chinese, Hindi, Russian, Japanese, and Korean.



JLG Marketing will keep you up to date

This newsletter is an initiative from the Marketing Department with JLG International in Hoofddorp, the Netherlands. If you have any questions and/or remarks regarding content or otherwise, please contact Xenia Kolijn - Marketing Communication Manager EAME (email: xkolijn@jlg.com).

JLG is continually researching and developing products and reserves the right to make modifications without prior notice. All data in this document is indicative. Certain options or country standards will increase weight. Specifications may change to meet country standards or with the addition of optional equipment.

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JLG CONTINUES TO INNOVATE WITH THE LAUNCH OF EUROPEAN TELEHANDLER PS SERIES E-BOOKS

The interactive books combine product specifications with telehandler product features, benefits, options and accessories, and a description of JLG Ground Support services. The books also incorporate high-resolution photos and demonstration videos to help readers learn more about the JLG and SkyTrak line of telehandlers. The e-books enable customers and

dealers working in the field to replace bulky brochures and cumbersome computers with more portable mobile devices that provide access to valuable product information. In addition, a dealer locator directs readers to a nearby JLG dealer to encourage local connections.

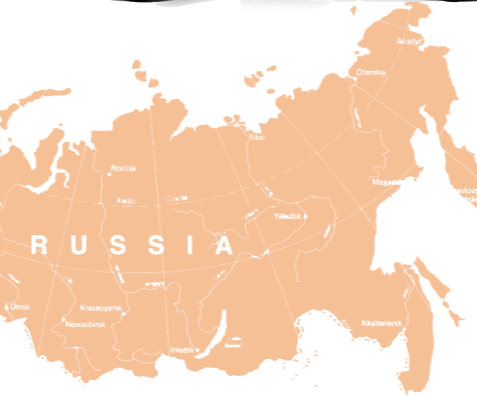
<http://www.jlgeurope.com/eBook>



JLG 740AJ takes flight into Europe

The JLG 740AJ boom lift is purposely built to perform maintenance on and around aircraft. Equipped with an articulating jib, it offers precise positioning allowing operators to access a wide variety of aircraft surfaces.

As standard, the 740AJ is equipped with a railing to which the user will clip their own fall arrest harness. This enables operators to work a full 270 degrees around the outside of the platform while remaining tethered within a 1.83m. Thanks to this system, an operating envelope of 5.65 m x 4.35 m around the platform can be reached, which equates to 19.5m² of total work area.



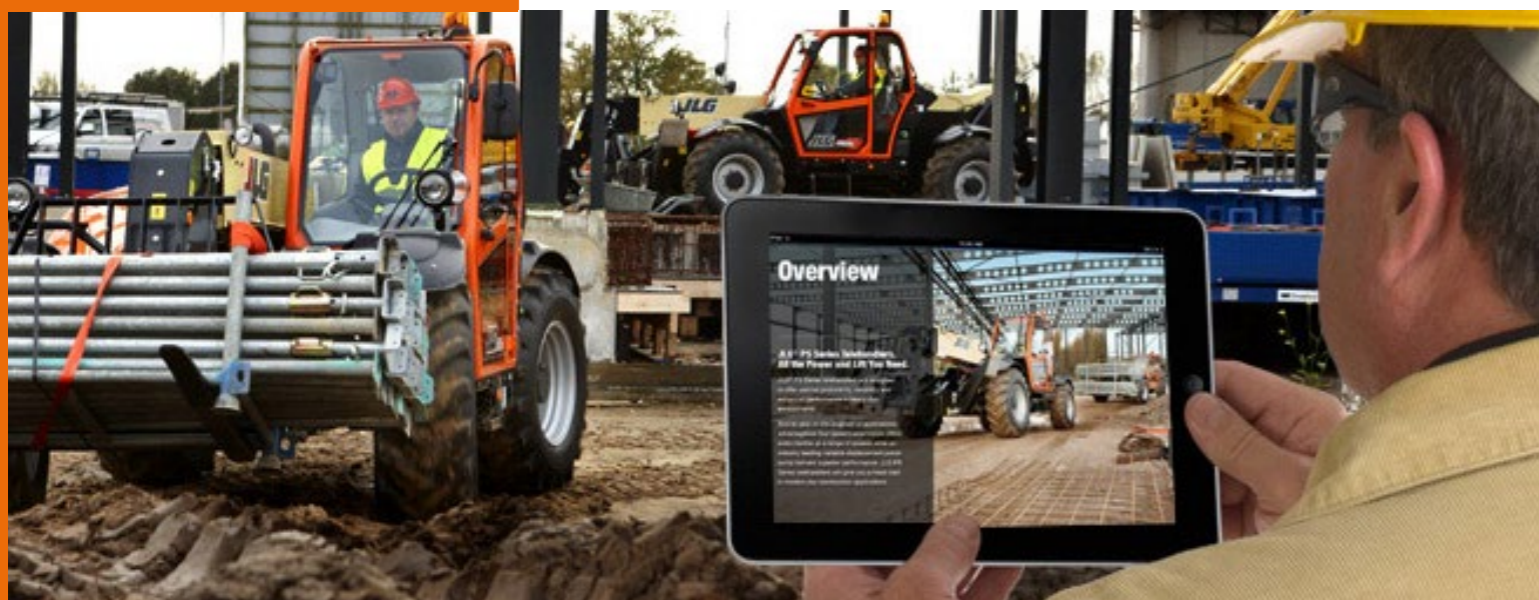
NEW BUSINESS DEVELOPMENT MANAGER FOR JLG IN RUSSIA

JLG has appointed Alexander Kryukov as Business Development Director Russia and Belarus. Alexander has a wealth of experience in the access business and he will take the lead role in Russia for business development working closely with the team in Russia and here in EAME in creation and implementation of our Russian road-map to success and growth.

JLG announces availability of new PS Series Telehandlers

JLG announces the availability of its new PS Series of telehandlers. The new range features standard 4-speed powershift transmissions and 75kW Stage IIIb compliant Deutz engines. Optional 90kW engines and 6-speed transmissions are also available on some models. The JLG PS family of telehandlers is designed to meet a

wide variety of jobsite requirements. Models 3706 and 3707 have a maximum capacity of 3.7 tons with either 6.1m or 7.3m maximum lift height. The two larger models, the 4014 and 4017 are equipped with stabilizers and have a lift capacity of 4.0 tons and a maximum lift height of 14m and 17.3m, respectively. A wide variety of options and attachments are available to align each machine with the unique requirements of each application.



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JLG announces line extension of Toucan E-Series

The new JLG Toucan 12E and the 12E+ are the latest addition to the electric-driven range of JLG vertical mast lifts known as the Toucan series, delivering performance, efficiency and durability. The new, compact Toucan 12E model offers a working height of 12m with a horizontal outreach of 4.35m and accommodates two people with both

indoor and outdoor capability. The 12E+ offers a 12.7m working height, but has an additional outreach stretching as far as 5.45m. Both models offer compact dimensions – maximum 3.65m length, 1.20m width and less than 2 m stowed height - and can travel through narrow and congested areas.



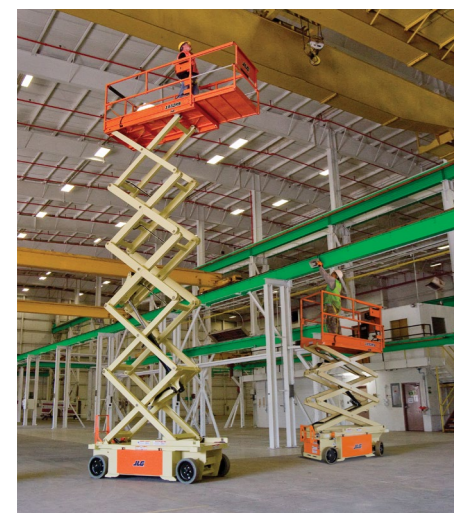
JLG ANNOUNCES RS SCISSOR SERIES AVAILABILITY FOR EUROPE

Introduced earlier at the Rental Show in New Orleans, USA and the BICES Show in Beijing, China, the JLG RS Series is to be introduced in Europe this spring.

The first appearance of these scissor lifts will be at the JLG stand during Bauma 2013 in Munich, Germany. Both models, the 6RS and the 10RS, will be present at the show and available for walk-around presentations.

With working heights of 7.8m and 11.75m and platform capacities of 225kg and 320kg respectively, the RS series are an entry model and an addition to JLG's existing product line of ES scissor lifts. The 6RS and 10RS feature direct electric drive motors, but use rear wheel drive combined with front wheel steer.

Similar to ES scissors; the RS models deliver industry leading duty cycles and are very much alike in operation.



JLG IS COMING YOUR WAY

Traveling through Germany, France and Italy, the JLG demo truck will visit customers and dealers of JLG equipment, demonstrating JLG's solutions to working at height. The special mega trailer, measuring 13.6 m, will carry commonly used platforms, such as articulating e-boom lifts, scissor lifts, stock pickers, compact crawler lifts and Toucan products.

The custom built trailer is equipped with a beaver tail lift and a diesel generator for charging and is operated by IPAF trained driver/demonstrators who speak German, French and/or Italian, depending on the region. Currently the JLG demo truck is touring Italy.



JLG Events:

- **IMHX**
March 19-22, Birmingham, UK
- **Bauma**
April 15-21, Munich, Germany
- **Conexpo/CTT**
June 4-8, Moscow Russia
- **Vertikal Days**
June 26-27, Haydock Park, UK
- **Bauma SA**,
September 18-21, Johannesburg, South Africa
- **Europlatform**
October 3, Istanbul, Turkey
- **Batimat**
November 4-8, Paris, France



JLG MANUFACTURES 1000TH MACHINE OUT OF MEDIAS AND REACHES SMS - LEVEL 1

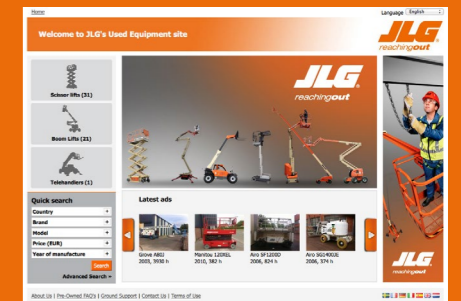
In September 2011, JLG commenced manufacturing out of its facility in Medias, Romania. This year's May, a year and seven months later, the team in Medias assembled its 1000th machine.

Additionally, the Central Eastern Manufacturing Facility achieved the Safety Management System (SMS) Level 1. The SMS assists with a systematic approach to effective safety management.

JLG launches 2505H compact telehandler

This is the latest addition to the family of JLG telehandler. The renewed JLG 2505H - a super compact telehandler with a lift capacity of 2.5 tonne and a maximum reach of 5 meters - meets all the latest requirements in engine standards. The model is equipped with a Deutz Stage IIIB engine and offers customers significant improvements over

the previous generation in visibility and cooling capability. Thanks to its compact dimensions - wheelbase measures 2.28m at 1.80m width - and three steering modes, this ultra compact model can pick and carry loads on congested construction sites without obstructing work going on around it.



JLG Launches New Website for Used Access and Material Handler Equipment in Europe

The site offers many improvements, including enhanced navigation and access speed allowing users to locate equipment more quickly. Additionally, the site is equipped with more detailed product information, improved search functionality and improved access for mobile devices, such as smart phones and tablets. The JLG Used Equipment website allows users to search a global inventory database for value priced material telehandlers, scissor lifts, boom lifts and other access equipment. The comprehensive database is updated frequently and includes used equipment from a wide range of manufacturers from around the world.

<http://used.jlgeurope.com>