

Reconditioning Process

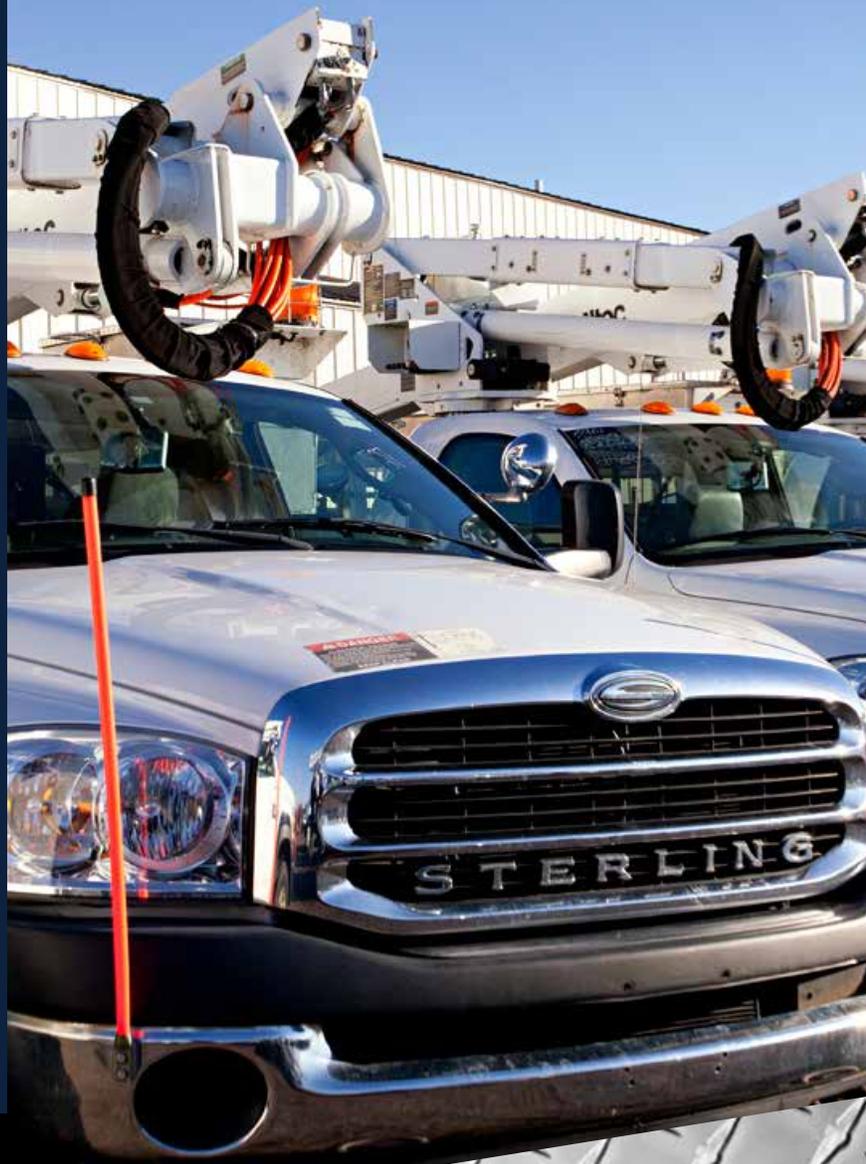
The TEQ Certified Difference

Our TEQ Certified trucks are inspected, tested, and reconditioned from top to bottom to ensure excellence in chassis dependability, equipment performance, and body condition. Nearly every other dealer in the country sells their bucket trucks as-is, meaning no service, testing, or reconditioning of any kind has been performed on the vehicle. Some internet-based dealerships use terms like "reconditioned" or "remanufactured" to attract value conscious buyers, but do not do anything to the truck. These terms can mean very different things to different dealerships and one should always ask for a comprehensive detail of what they do to their trucks.

OEM manufacturers typically only inspect the boom of their equipment. Nearly every other utility truck dealership simply advertises their trucks as being reconditioned without having the experience or equipment necessary to actually recondition the trucks fully or to a high quality. Our TEQ certified process means that we use high quality standards throughout the entire truck without skimping on any part. We prepare the entire vehicle for years of dependable performance, using our proprietary, best-in-class, TEQ certified reconditioning process.

Before you buy, ask your sales representative to explain what exactly has been done to recondition your vehicle and information on their processes. You won't find anyone as thorough or high quality as I-80 Equipment, guaranteed.

**Raising customer expectations
one bucket truck at a time.**



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TEQ Certified Reconditioning Process

The most important part of our reconditioning process is the truck itself. We buy the majority of our trucks with minimal to no rust from the southern United States. From there, we prepare these trucks for the harshest weather conditions across North America using our 10-Step TEQ Certified Reconditioning Process.

Step 1: Degrease, Power Wash, and Assessment

To start the reconditioning process, our mechanics disassemble all of the engine components and soak them in degreaser. Following the degreaser, all parts are then power washed to remove any remaining residue. Not only does this allow for any dirt and grime to be gotten rid of, it also allows our highly trained staff of ASE certified technicians to evaluate the integrity of the engine components and inspect the frame free of the engine to see any interior issues.

How this step is different: This step is unique to I-80 Equipment, as we are the only dealership that completely disassembles, inspects, cleans, and repairs the engine. Without it, it increases the risk of missing vehicle problem areas that could arise in the future.

Why this step matters: You can be assured that the outside is not the only area of the truck that has been completely overhauled. Any components, visible or not, have been inspected and repaired by our ASE certified technicians.

Step 2: Body/Frame Disassembly

While the engine components are disassembled, the interior and exterior are inspected for any operating issues or problems with the surface integrity. With our on-site metal fabrication shop, we repair and replace any corroded or damaged metal. We don't just stop there, we also inspect and replace or repair any accessories such as lights and grills. At this step, our team will also place any orders for special equipment such as additional cabinets or overhead racks. When the interior is inspected any issues with upholstery is also sent out for repair

How this step is different: Nearly every other dealership in the industry simply does a 'spot' repair. This is just a walk around and covers up any exterior damage without full repairs. With other dealerships, you are also limited to what they have in stock. We are the only dealership that has the operational facilities to fully customize any truck.



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Why this step matters: You can be satisfied that your truck not only looks good but that it operates just as well. The durability and life of your truck will be significantly better than any of the competitors' typical pre-owned trucks. You can also be sure that nearly anything you want can be done, just simply ask. I-80 Equipment takes great pride in its trucks. Our trucks are truly reconditioned to be 'like new' as well as equipped specifically to your needs.

Step Three: Sandblasting and Paint Preparation

Any surface area such as wheels, bumpers, fuel tanks, wheel wells, or utility bodies that require surface correction are taken to our sandblasting bay for further body work. Any imperfections are hand-pounded and filled with a high quality fiberglass Evercoat filler where needed. Any parts that are fiberglass are reinforced with fiberglass cloth and resin when it's appropriate to ensure integrity in the repair. Parts are hand sanded and smoothed then finally wiped down with pre-cleaner for a residue free surface.

How this step is different: We are one of the few dealers that has a complete body shop. Not only that, I-80 Equipment is the only bucket truck dealer in the nation that has a complete metal fabrication shop, sandblasting, and body shop.

Why this step matters: Every exterior surface has been brought back to a like new condition. No rust is hidden in the seams or any interior areas. Every truck that we recondition is a reflection on us, so we take pride in making sure the truck is to the highest quality possible.

Step Four: Priming, Undercoating, Painting and Line-X Application

As most everyone knows, before painting is the priming. Here at I-80 Equipment, we use an etch primer on metal surfaces for proper adhesion. Any non-metal surface is primed with a Sherwin Williams 2k catalyzed primer. To ensure excellent corrosion resistance, durability, and protection, a rubberized undercoating is applied. Following the priming, a 2K Sherwin Williams urethane paint is applied. Next Line-X, a specially formulated protective polymer material, is sprayed on each vehicle bed, walkways, and any other heavy impact and abrasion areas.

How this step is different: It is the same as the sandblasting, other dealerships simply do not have complete body shops or don't use high quality products like Sherwin Williams 2K acrylic urethane paint or Line-X bed protection polymers. Even our paint quality sets us apart in quality, Sherwin Williams acrylic urethane paint is a higher quality and more modern technology from the lower



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cost alternative of enamel. This paint holds its high gloss finish longer, is chip resistant, and is impervious to chemical exposure. Line-X protective bed polymer significantly extends the vehicle's life expectancy with its complete seal, which makes the surfaces water tight to resist rust. It has a "shoreD" hardness rating and superior tensile strengths (up to 6,600 psi), which results in outstanding abrasion resistance.

Why this step matters: These products take the truck up a notch to make sure that it will perform well under all road conditions and outlast any pre-owned vehicle sold as-is or simply cleaned and spot finished for sale. You can be sure that you will be proud to own your truck for years to come.

Step Five: Reassembly

After the paint is dried and has passed inspection, the vehicle is reassembled. Any type of customization is added such as decals, complete body wrapped graphics, cabinets, or strobe lights. Finally, the exterior paint is buffed and finished with a hand glaze as well as the interior being completely detailed.

How this step is different: We are the only dealership that does a top to bottom inspection, testing, and reconditioning. By far, we also offer the most comprehensive and flexible customization options in the industry.

Why this step matters: You not only get the quality you want, you get the truck you want- customized and finished to your specific needs to enhance your own company's image.

Step Six: Chassis Inspection, Testing, and Reconditioning

Each vehicle receives a 170 point inspection of the degreased and thoroughly cleaned engine, power train, steering, suspension, brakes, electrical system, cab and body, tires, wheels, and rims. Any part falling short of our high standards are remanufactured in our machine shop or replaced to make sure the vehicle is a truly like new condition.

How this step is different: Nearly every dealership offers their bucket trucks as-is, even if they aren't listed that way. Others, such as OEM manufacturers, will inspect the equipment but actually do very little to verify or improve the performance of the chassis. I-80 Equipment specializes in Total Equipment Quality (TEQ) Certification, which means we use the same high quality standards to evaluate and recondition the entire truck- body, equipment, and chassis.

Why this step matters: You can rest assured knowing that the chassis has been thoroughly inspected and reconditioned to the highest industry standards.



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Step Seven: Equipment Inspection and Restoration

Booms, augers, grapples, and other equipment receive a 214 point inspection utilizing state of the art hydraulic pressure, cylinder, and dielectric testing to ensure they meet or exceed OSHA and ANSI inspection standards of safety and performance. Anything falling short of our high standards are remanufactured or replaced.

How this step is different: Most dealerships perform minimal testing and very little, if any, reconditioning claiming that the truck is a newer model and doesn't need work. I-80 Equipment thoroughly inspects the equipment on every truck regardless of the model year.

Why this step matters: You buy with the confidence of knowing that the best in the industry have taken every step possible to ensure the equipment on your vehicle will work properly without failure. You buy knowing that no process has been skipped, for any reason, and that the standards used in evaluation are the highest in the industry.

Step Eight: Performance Verification

This step is one of the most crucial steps of our process. Every vehicle we recondition is road tested for a minimum of 100 miles, and our quality control technicians re-test all mechanicals on the chassis and work equipment to verify proper operation and like new performance.

How this step is difference: No one verifies performance like we do. In fact, most dealerships will trailer your vehicle to you rather than risk mechanical problems surfacing on the drive to your location. We're not concerned. In fact, we prefer that potential issues surface before you take possession. While most issues are caught in our extensive testing, an occasional tricky issue will not arise until the truck has been driven a considerable distance. We prefer to find and correct those issues before you ever receive your truck.

Why this step matters: You know it has not just been tested and started up. Any truck purchased from us has been put on the road for at least 100 miles, the performance tested by ASE certified technicians.

Step Nine: Operational Performance Video

After everything has been finished with the truck, we create an operational performance video. As most of our business is conducted online, this video is created to show customers their trucks and how everything works since most are not able to visit in person. Our engineers are recorded as they conduct a thorough last inspection of the truck and all of its equipment. It gives a



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close look at everything from the tire tread to the interior engine. To top it off, the video also records the startup and sound of the engine to demonstrate the complete engagement of the device as well as provide operation training. This video helps to ensure that customers are completely satisfied with their vehicle before taking possession of it.

How this step is different: We are the only dealer in the nation of pre-owned bucket trucks that provides full video documentation of its vehicles.

Why this step matters: There are two options for the final evaluation of your vehicle. The first is the operational performance video as explained above. The second option is for you to visit our facility to inspect your truck personally. For nearly every truck we offer free delivery of the truck or an option for a one way airfare so you can inspect the truck in person and take it back with you.

Step Ten: TEQ Certification by the Director of Quality Control

After the video is completed, our quality control director gives the final approval of the truck and designates it as TEQ certified. This means that the truck passed all of our high standards of quality inside and out, top to bottom.

How this step is different: We are the only dealer in the nation that TEQ certifies our bucket trucks. No one is as comprehensive in the preparation of vehicles, and no one understands the industry better.

Why this step matters: TEQ certified vehicles from I-80 Equipment are the highest quality, most reliable pre-owned bucket trucks on the market. They are automatically backed by a 30-day, 3,000 mile warranty with the option for additional warranties to be purchased.

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