



International Forklift Co.
SALES • SERVICE • RENTALS

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Labor rates are affected by the quality of the technicians hire. By keeping technicians up to date on their training, providing the proper tools and equipment, meeting environmental standards, adequate liability insurance, increased workers' compensation, proper disposal of hazardous materials, and many other issues, your dealership will provide the customers the assurance of no "unacceptable downtime"

If a lower rate is offered, but the technician takes more time to do the job because he hasn't been trained properly, where is the gain for the customer?

Hazardous waste disposal is the responsibility of the user from the cradle to the grave. If a major cleanup is needed by your service provider because he failed to follow proper disposal procedures and he does not have the assets to pay for that cleanup, the customers will participate financially based on the amount of business done for that customer.

Worker's Compensation is very expensive and, in some states, almost prohibitive. If your service provider doesn't have it, his employees would fall under the customer's Worker's Compensation if a technician was hurt on the customer's property.

Adequate liability insurance is a must and should be s requirement for any vendor on your premises. Be aware and make sure the coverage is adequate, or in the customer's attempt to lower costs, he may well incur some costs that will make the initial price look small.

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