



Blue Giant

Brampton, Ontario, Canada
Year Established: 1963
www.bluegiant.com

Blue Giant was founded in Brampton, Ontario, Canada, in 1963. The company initially specialized in the manufacturing of dock levelers and hand pallet trucks. In the following years the company grew rapidly with the addition of innovative technology and expanded product offerings, and with the addition of manufacturing and distribution facilities around the world.

Blue Giant dealers can offer turnkey solutions to the most demanding freight-handling needs. Loading dock equipment includes dock levelers, ground-level lifts, vehicle restraints, dock and door guards, door seals and shelters, and driver control and safety systems. The company's material-handling offering includes manual and electric pallet trucks and stackers, scissor lifts and various other material-positioning products. In addition, Blue Giant dealers can draw upon its extensive dock design, construction, operation and safety expertise from the world's leading dock experts

To meet global demand for increased loading dock productivity, Blue Giant has established manufacturing joint ventures in Mexico and Asia. Through the strategic use of unique partnerships, global supply, continuous improvement and world-class support, Blue Giant is delivering unmatched value, quality and service. Customers worldwide can rely on Blue Giant for an innovative, responsive, refreshing way of doing business that elevates growth and profitability.

Bill Kostenko, President and CEO states, "The future of Blue Giant is product innovation to meet our customers' needs. This includes component integration and smart controls, which are critical and will play a much larger role in safe and efficient loading dock operations."

We're making good on our promise; World Class World Wide.



Q: *What advantages do dealers have over their competitors by offering your dock equipment products?*

A: *The advantage to buying Blue Giant is prevalent in our product construction and design when compared to our competition.*

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Pentalift

Guelph, Ontario, Canada
Year Established: 1983
www.pentalift.com

A: The advantage is in our full line of loading dock equipment products. Pentalift manufactures a complete line of loading dock equipment that allows dealers to make a single call to satisfy virtually any loading dock equipment requirement. Also, we offer competitive pricing, high-quality products and strong customer service.

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Rotary Products

Ashley, Ohio
www.rotaryproductsinc.com

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Perma Tech Inc.

Buffalo, N.Y.
Year Established: 1985
www.permatechinc.com

A: We pride our company on giving outstanding service while delivering a quality product, and always strive to meet our customers' needs. The first time a dealer contacts Perma Tech Inc., he or she will find a company that is very easy to deal with. This gives our dealers the best of both worlds because we work hard to give them a company that's easy to work with and takes the worry out of purchasing dock equipment; we can do this because of our exceptional sales staff. By allowing the dealer to work on the sale of the product, and not filling out paperwork, the dealer can make more calls and therefore get more sales.

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Chalfant Dock Equipment

Cleveland
Year Established: 1940
www.chalfantusa.com

A: We offer quality and warranty, unlike some others that don't even stand behind them; also, 70 years of experience, quoting time, competitiveness, service.