

FABICK RENTS



LCS LINCOLN
CONTRACTORS
SUPPLY, INC.

Fabick Rents and Lincoln Contractors Alliance

FREQUENTLY ASKED QUESTIONS

Q: Why did Fabick Rents and Lincoln Contractors Supply, Inc. form an Industry Alliance?

A: Forming this Alliance allows each of our companies to focus on what we do best. Fabick Rents and Caterpillar bring equipment expertise and LCS provides extensive knowledge of contractor's tools and supplies. We see it as a win-win strategy that significantly expands our presence in the marketplace, and most importantly, offers a whole new level of service to contractors throughout Wisconsin.

Q: Exactly who is involved in the Alliance?

A: This is an Alliance between Fabick Rents and Lincoln Contractors Supply, Inc. It does not directly include Fabick Cat's full service equipment dealerships, Fabick Power Systems or Caterpillar Inc. However, the complete Fabick Cat organization and Caterpillar Inc. enthusiastically support the Alliance and will contribute to the value of this enterprise in many ways.

Q: Are all Fabick Rents and LCS locations included?

A: Every Fabick Rents and LCS location participates in the Alliance. Joint operations include 10 locations.

Q: How is product selection and availability affected?

A: The Alliance of our two companies offers product selection, availability and quality that is unparalleled in the industry. Fabick Rents provides sales and rental of Caterpillar

machines such as skid steer loaders, excavators, dozers, compactors, wheel loaders and telehandlers as well as a full line of aerial lift equipment, liquid-cooled power generation equipment, shoring equipment and trailers. All other job site related equipment including light plants, welders, trenchers, pumps, heaters, and concrete equipment as well as a broad range of construction tools and supplies are handled by LCS.

Q: Are there different sales representatives for Fabick Rents and LCS?

A: The diversity of your equipment, tool and supply needs could mean that you will be working with a Fabick Rents representative to acquire some products and a LCS representative to acquire others. You benefit from an expanded resource of knowledgeable professionals who specialize in specific areas and understand the demands of your applications.

Q: Does my account status with either company automatically set me up to incur charges with both companies?

A: Fabick Rents and LCS maintain separate employees, inventories and accounting systems. Although we make every effort to facilitate a seamless way of doing business, there are a few quick steps that need to be taken to establish an account with each company if you have not already done so. An account can be opened through your Fabick Rents or LCS representative or by stopping by any Alliance location.