WASTE FLEETS ARE "SMARTENING" UP

New Directions in Smart Truck Technologies & Capabilities

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WHAT DO TODAY'S FLEET MANAGERS NEED?

Fleets that are:

| Efficient | Responsive | Environmentally friendly | Accountable |

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ENTER THE ERA OF THE "SMART TRUCK"

Back-Office Reporting

Rear Camera

Hopper Camera

RFID Reader
ID

Front Camera

Lift Sensor

Engine

Hydrolics

Body Scale

Tire Pressure Monitors

USB & Serial

CANBus

Wi-Fi, Ethernet & Video

Onboard Computer Smart Display

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"SMART TRUCK" Components

Telemetry Module

GPS Positioning

Process Workflow Driver Interface

Driver Directions

Hours of Service

Configuration

Message Store

Back-up and peripheral video camera

Video capture & display

Communications Manager

Alarm Module

Shock detection

Messaging Interface

RFID or Bar Code Interface

Scale Interface

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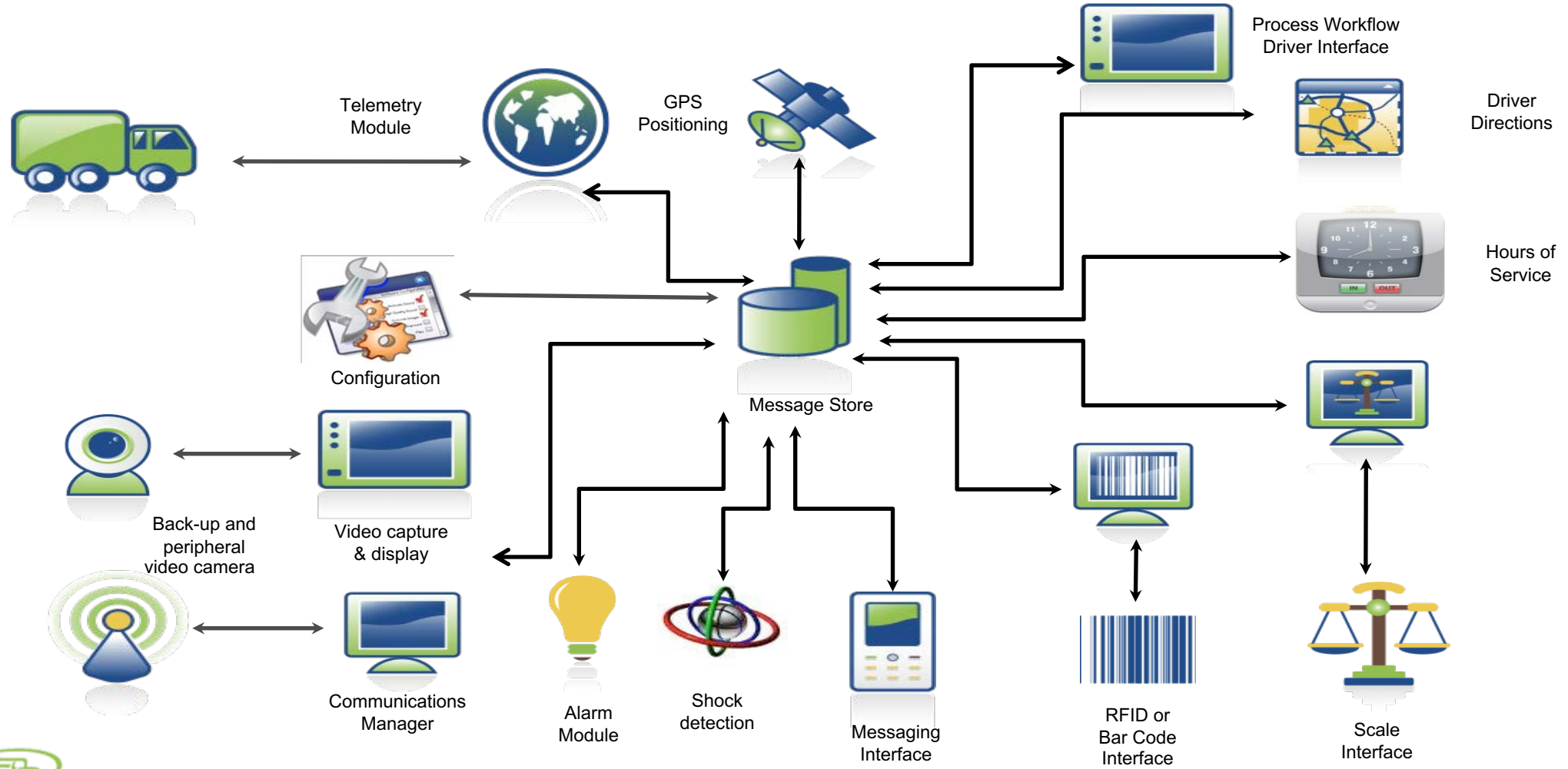
8 REASONS WHY SMART DISPLAYS ARE A "MUST HAVE" FOR MUNICIPAL WASTE ORGANIZATIONS

1. IMPROVED CUSTOMER SERVICE

- Problem-free customer experience

- Faster and more accurate responses

- Real-time communications and connectivity

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2. BETTER MEASURE RECYCLING PARTICIPATION

- Track every pickup in real-time

- Measure participation

- Accurately tally any credits

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3. COMPLETE VISIBILITY AND OVERSIGHT

- Complete visibility into driver and truck activity

- Single point of interface

- Integrate several inputs

4. OPERATE MORE EFFICIENTLY

- Proactively track and monitor fleet activities
- Real-time reporting solutions to evaluate overall operational efficiency
- Ability to track:
  - Driver activity, performance and scoring
  - Fuel consumption
  - Fleet performance
- Managers can monitor all vehicles for issues

5. TRACK CARTS AND ASSETS

- RFID tags for each customer address

- Real-time inventory management updates

- GPS feature for view into truck operations and inventory status

- Ensures immediate and accurate billing information

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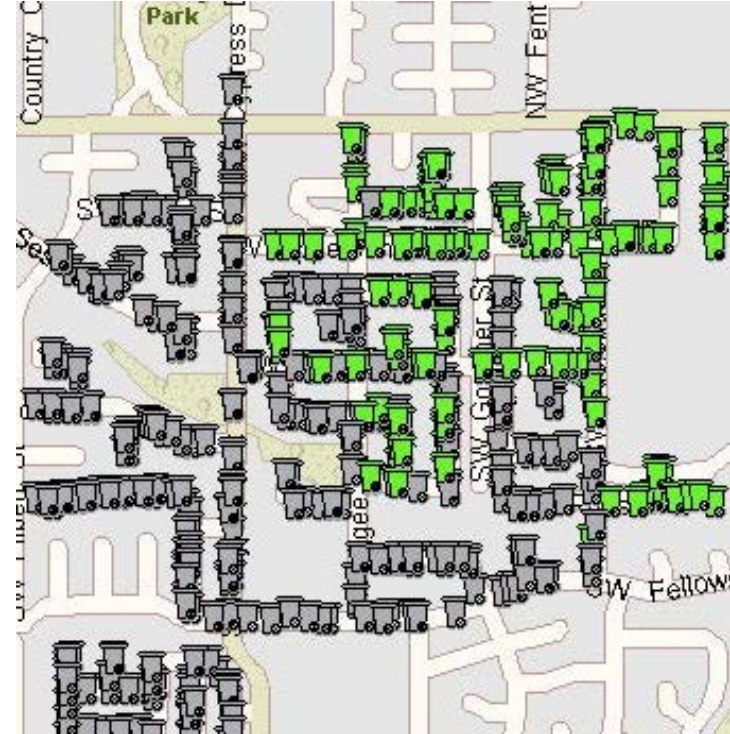
6. IMPROVED SAFETY RECORD

- Easy to implement and monitor safety initiatives

- Real-time visibility into driver activity and behavior

- Safe driving alarms and rear view cameras

- Reduces driver distractions

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7. "GREENER" FLEET

- Improve fuel consumption management
  - Reduce idling
  - Identify aggressive driving and maintenance problems
- Reduce overall mileage
  - Optimized routes
- Improve driver behavior
  - Monitor driver behavior
  - Allow managers to work proactively with drivers

Effective Period (Y-M-D h:m): Start: 2009-10-19 06:22   End: 2009-10-19 17:35   **Reliability:**
Drive Time (h:m): 08:17   **Start Odometer (mi):** 40254.7   **Distance (mi):** 138.8
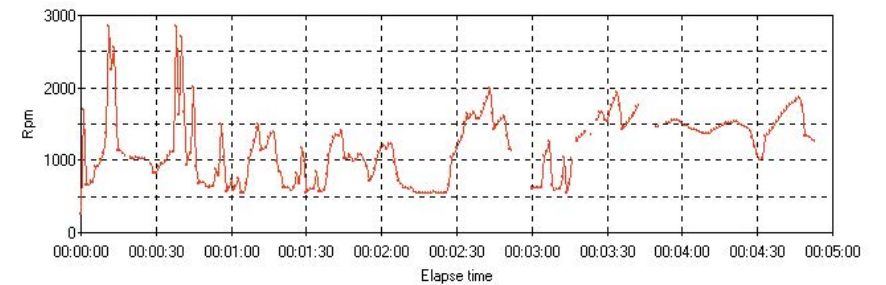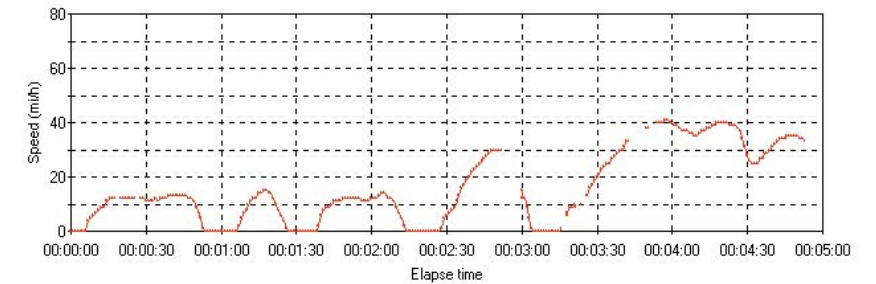
Truck Name	Distance (Mi)	Engine	Idling	Driving	Excessive	Fuel (Gal)	Gal/Hour	MPG	Usage %	Idling %
685285	464.72	40:06:36	16:18:34	23:48:02	04:53:24	160.96	4.01	2.89	59.34	40.66
685717	606.89	44:13:14	17:37:40	26:35:34	03:43:28	195.36	4.42	3.11	60.14	39.86
685722	739.43	51:09:22	19:58:34	31:10:48	04:05:30	287.47	5.62	2.57	60.95	39.05
685724	478.77	47:49:05	23:07:07	24:41:58	06:27:30	175.70	3.67	2.72	51.65	48.35
685727	594.84	50:12:43	22:56:08	27:16:35	05:21:36	271.04	5.40	2.19	54.32	45.68
685826	698.61	50:20:38	18:59:11	31:21:27	04:43:00	238.94	4.75	2.92	62.29	37.71
685827	211.33	15:41:34	07:20:47	08:20:47	01:25:37	76.98	4.91	2.75	53.19	46.81

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8. IMPROVE THE DRIVER EXPERIENCE

- Increase safety and productivity

- Easy and intuitive bi-directional communication

- Single-point interface (No cell phones or mobile devices)

- Easy integration and control

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MANAGERS BENEFIT FROM SMARTER FLEETS

(How can you manage what you can't measure?)

- Improved ability to make decisions

- Better align their organization

- Increase operational efficiencies

- Address issues more quickly

CASE STUDY – CALIFORNIA WASTE RECOVERY SYSTEMS

- Problems:
    - Billing inefficiencies
    - Customer service delays
- Solution
    - On-board computing system with integrated reporting and mapping
- Results
    - Next-day billing
    - Increase operational efficiencies
    - Service verification
    - Cost savings
    - Billing accuracy
    - Better billing reconciliation

CASE STUDY – KIMBLE RECYCLING & DISPOSAL

- Needs:
  - Reduce overtime
  - Enhance route optimization
  - Improve customer service
  - Improve safety initiatives

- Solution
  - Onboard computing system with integrated driver/vehicle reporting and mapping

- Results
  - Easy access to vehicle and route data
  - Real-time service verification and tracking
  - Enhanced safety through driver and vehicle tracking
  - Improved overall efficiency
  - Voted Favorite Garbage Service

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CLOSING THE GAP

- Efficiency

- Communication

- Accountability

- Safety

Questions?

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