

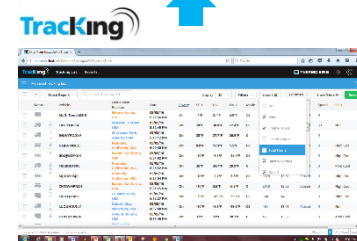
DUTCH MAID LOGISTICS

Trailer/Reefer Monitoring

The Value of Tracking



- TrackKing is the enabler for fleet operational data
 - Visibility of the fleet
 - Visibility of the cargo temperature
 - Increase reefer & trailer up-time
 - Lower fuel costs
 - Manage fleet operating costs
- It provides fleets compliance for food safety legislation
- TK Dealers can proactively analyze reefer data for diagnostics & to schedule PMs
- TrackKing can improve TK Dealer response times



The Refrigerated Fleet Telematics Eco System

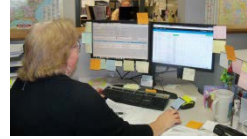
Traceability through integrated cold chain for efficient fleet operations



Customer Dispatch System

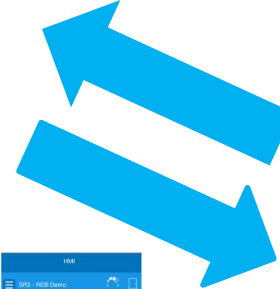
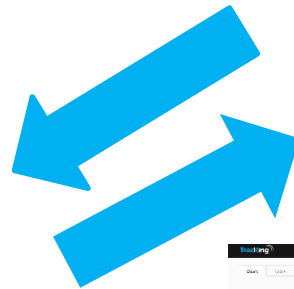
IN THE YARD

- Pre-Cool trailer in the yard
- Pre-trip unit
- Ensure unit is alarm free
- Reefer is Fueled
- Set point matches Bill of Lading
- Mode matches desired temp/fuel levels



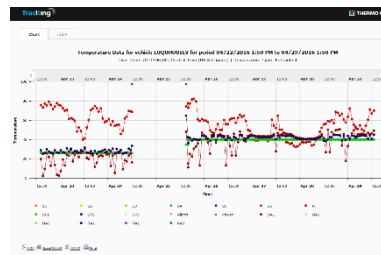
Refrigerated fleet data

Store data for 5 years



OVER THE ROAD

- Temperature deviations en route
- Units running alarm free
- Assets secure with door sensors & locks
- Fuel levels monitored
- Direct the driver to the closest TK Dealer if needed



Notifications – View & Manage all Notifications Set Up for Alarms & Events



New Notification

Type	Title	Alarms	Unit Events	Unit Requests	Geofences	Access Types	Vehicles	Vehicle Groups (Vehicles)	Created	Recipients
E-mail & SMS	Baxter	0	3	0	0		0	1 (5)	25/02/15 21:50	1
None	GA Test	1	2	0	0		0	1 (5)	15/03/13 10:31	1
E-mail	Geofence Notification : Distribution Center 1	0	0	0	1	Movement, Entry - GPS Position Established, Entry, Exit, Entry - Geofence Update, Entry - Tracking Unit Reset, Entry - Time Activation, Entry - Tracking Unit Powered On, Exit - Tracking Unit Powered Off, Exit - Geofence Update, Exit - GPS Position Lost, Exit - Time Deactivation, Exit - Tracking Unit Reset	3	-	20/02/14 06:49	1
E-mail	Geofence Notification : Field Trial 1 Rockford	0	0	0	1	Entry - GPS Position Established, Entry, Exit, Entry - Geofence Update, Entry - Tracking Unit Reset, Entry - Time Activation, Entry - Tracking Unit Powered On, Exit - Tracking Unit Powered Off, Exit - Geofence Update, Exit - GPS Position Lost, Exit - Time Deactivation, Exit - Tracking Unit Reset	5	-	21/10/14 08:27	3

Tracking Data Integration with Dispatch & Fleet Management Systems



BENEFITS

CUSTOMER – One integrated system for fleet & cargo management

- Tracking easily integrates with multiple dispatch & logistics systems in the market today
 - Temperature, location, reefer alarms, engine hours, fuel & door alerts

- TMW Suite (Total Mail)

- TruckMate (TMW)

- TMT – TMW's asset maintenance - Integrated engine hours & reefer alarms to populate reefer trailer repair orders

- McLeod Software

- Add On Systems



The Thermo King Difference

- They sell intelligent equipment!
- The value of **TK One Stop Shop**
 - TK Precedent, TK TrackKing & TK Dealer support across NA
 - Telematics Service Support Desk 24/5
- They understand the value of the data
 - Fleet up-time, lower operating costs, cargo traceability
 - Dealer as the consultant, problem solver
- Exclusive to TK –TrackKing offered as a factory option on new units
 - No additional field installation costs
 - Can be offered with an SVC GMP contract
 - Only company with 4 year warranty when bought from the factory
- Unique TrackKing Features
 - ✓ **Remote Data logger download**
 - ✓ **Remote Optiset Plus**
 - ✓ **Remote flashload**

Cost and Savings

- At \$20 per month per unit for this service, we have estimated to have saved close to \$400,000 on cargo claims in the last three months by catching units that were not set correctly
 - Bananas - \$20,000
 - Produce - \$20,000
 - Plants/Flowers - \$25,000
 - Cow Hearts - \$100,000
 - Plastic Resin - \$100,000
 - Chocolate - \$100,000
 - Berries - \$10,000
 - Corn - \$15,000
- For additional fuel savings, we can change the unit to run either on continuous or cycle, turn off when empty, and watch fuel levels.



Monthly Cost/Benefit Analysis

Currently tracking 167 trailers

Monthly Costs:

Tracking Cost	\$3,340
Hardware Cost	1,250
Labor Cost	<u>1,350</u>
Total	\$5,940

Monthly Load Value	\$72,000,000
--------------------	--------------

