Telma equipped vehicles only

Test truck Description & Usage Data (Summarized into 5 main locations)

	Location	Model Year	Truck Mfr & Model	Route Type	Truck Type	Average Weekly Miles	Average Weekly Hours	Average MPH	Distance To Disposal Site
1	Atlanta	1999	Mack – MR	Commercial	Front End Loader	840	53	15.8	8.0
2	Ft Walton (4 unit avg)	1999	Mack – LE	Residential	AutomLoader	252	43	5.9	2.0
3	Wilkesboro	1999	Int'l 4900	Residential	Rear Loader	590	47	12.6	5.5
4	Rochester	1999	Mack – MR	Commercial	Front End Loader	616	49	12.6	4.0
5	Moreno Valley	1999	Volvo WXL	Commercial	Front End Loader	1050	47	22.3	40.0
	Aggregate Average Across All Telma Equipped Test Trucks					670	48	13.8	11.9

Mileage Data	Miles
Total weekly miles driven by test tucks	3,348
Residential miles driven by test trucks (weekly)	842
Commercial miles driven by test trucks (weekly)	2,506

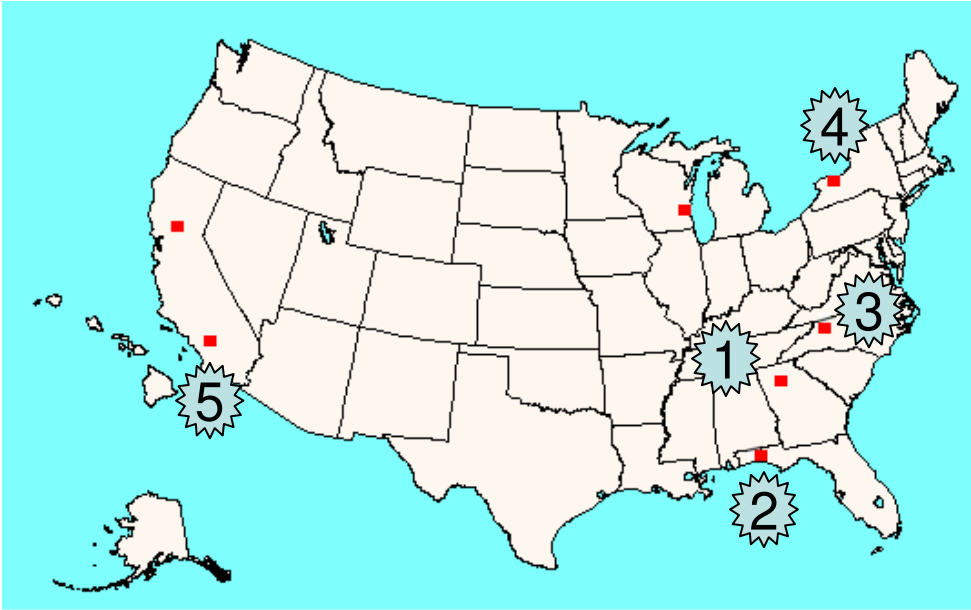
Residential vs Commercial	%
% of miles driven on residential routes	25.1%
% of miles driven on commercial routes	74.9%

Truck Speed Data	MPH
Overall Average MPH	13.8
Average MPH on residential routes	9.2
Average MPH on commercial routes	16.9

Telma equipped vehicles only

BRAKING TEST LOCATION DATA

	City	State	Average Ambient Temperature	Basic Terrain Description	Basic Route Description
1	Atlanta	Georgia	85	Flat / Normal	City & Rural
2	Ft Walton (4 units)	Florida	80	Flat / Normal	City
3	Wilkesboro	North Carolina	75	Eastern foothills	City & Rural
4	Rochester	New York	75	Flat / Normal	City
5	Moreno Valley	California	80	Western foothills	City & Rural



TEST TRUCK DETAIL DATA (Full Detail Breakout) Sorted by: BRAKE COST ANNUALIZED

All test vehicles

Location	Unit Description	Unit #	Avg Month Miles	Avg Month Hours	Avg Month Weight	Avg Month Stops	Brake life months	Brake cost Annualized	COST PER MILE	COST PER STOP	COST PER TON
Wilkesboro	Control Unit With TELMA	300538	2,184	197	495	6,325	15.0	$532	$ 0.02	$ 0.01	$ 0.09
Moreno Valley	Non Ctrl Unit With TELMA	204241	4,200	188	487	924	24.0	$556	$ 0.01	$ 0.05	$ 0.10
Rochester	Control Unit With TELMA	200278	2,465	206	537	2,310	23.0	$579	$ 0.02	$ 0.02	$ 0.09
Atlanta	Non Ctrl Unit With TELMA	202833	3,360	222	416	2,612	22.0	$600	$ 0.01	$ 0.02	$ 0.12
Ft. Walton	Control Unit With TELMA	100866	1,129	181	504	27,300	22.0	$600	$ 0.04	$ 0.00	$ 0.10
Ft. Walton	Control Unit With TELMA	100867	1,050	184	504	27,300	22.0	$600	$ 0.05	$ 0.00	$ 0.10
Ft. Walton	Control Unit With TELMA	100865	890	176	504	27,300	21.0	$632	$ 0.06	$ 0.00	$ 0.10
Ft. Walton	Control Unit With TELMA	100868	1,155	185	504	27,300	20.0	$667	$ 0.05	$ 0.00	$ 0.11

Test units without TELMA

Milwaukee	Control Unit No TELMA	200062	3,003	201	739	2,541	5.2	$2,581	$ 0.07	$ 0.08	$ 0.29
Milwaukee	Control Unit No TELMA	200010	3,423	214	958	3,183	5.0	$2,670	$ 0.07	$ 0.07	$ 0.23
Milwaukee	Control Unit No TELMA	200042	3,297	218	898	2,721	4.6	$2,892	$ 0.07	$ 0.09	$ 0.27
Sacramento	Control Unit No TELMA	200702	1,546	176	504	1,142	4.4	$2,981	$ 0.16	$ 0.22	$ 0.49
Milwaukee	Non Ctrl Unit No TELMA	260052	3,129	244	991	18,181	3.5	$3,800	$ 0.10	$ 0.02	$ 0.32
Atlanta	Control Unit No TELMA	202832	2,184	202	596	1,844	3.0	$4,450	$ 0.17	$ 0.20	$ 0.62
Sacramento	Control Unit No TELMA	200700	1,865	197	709	1,772	2.4	$5,562	$ 0.25	$ 0.26	$ 0.65
Sacramento	Control Unit No TELMA	200701	2,575	202	571	1,377	2.1	$6,328	$ 0.20	$ 0.38	$ 0.92
Atlanta	Control Unit No TELMA	202831	3,007	197	655	1,789	2.0	$6,675	$ 0.18	$ 0.31	$ 0.85
Wilkesboro	Non Ctrl Unit No TELMA	300539	2,713	202	517	6,325	0.9	$8,010	$ 0.25	$ 0.11	$ 1.29
Wilkesboro	Non Ctrl Unit No TELMA	300538	2,184	197	495	6,325	0.9	$8,955	$ 0.34	$ 0.12	$ 1.51
Ft. Walton	Non Ctrl Unit No TELMA	260371	2,890	195	506	26,700	1.0	$13,350	$0.38	$0.04	$2.20
Ft. Walton	Non Ctrl Unit No TELMA	260282	2,750	192	485	27,100	1.0	$13,350	$0.40	$0.04	$2.29
Ft.Walton	Non Ctrl Unit No TELMA	260370	2,650	187	490	26,200	1.0	$13,350	$0.42	$0.04	$2.27
Ft. Walton	Non Ctrl Unit No TELMA	260368	2,410	190	492	27,300	1.0	$13,350	$0.46	$0.04	$2.26

TEST TRUCK DETAIL DATA (Full Detail Breakout) Sorted by: BRAKE COST ANNUALIZED

All test vehicles

Location	Unit Description	Unit #	Avg Month Miles	Avg Month Hours	Avg Month Weight	Avg Month Stops	Brake life months	Brake cost Annualized	COST PER MILE	COST PER STOP	COST PER TON
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Ft. Walton	Control Unit With TELMA	100868	1,155	185	504	27,300	20.0	$667	$ 0.05	$ 0.00	$ 0.11

Test units without TELMA

Milwaukee	Control Unit No TELMA	200062	3,003	201	739	2,541	5.2	$2,581	$ 0.07	$ 0.08	$ 0.29
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Ft. Walton	Non Ctrl Unit No TELMA	260368	2,410	190	492	27,300	1.0	$13,350	$0.46	$0.04	$2.26

Customer's Standard for brake replacement

	COST ($)	
	Tandem Axle	Front Axle
For two axle drive replace all brakes in a set	204	
For a single axle drive replace brakes across axle		102
Replace all drums	292	146
Replace all seals	90	45
Kit	24	12
Labor estimated at $35 per hour with 4 hours per axle	280	140
TOTAL	**$890**	**$445**

Note: 1) Front brakes every other rear axle brake replacement
2) Tag and Pusher axle brake set every 3rd rear axle brake replacement.

Customer replaces brake linings at ¼" thickness or less

Tandem Axle Only	$890
Front Axle Only	$445
Tandem + Front Axle	$1335

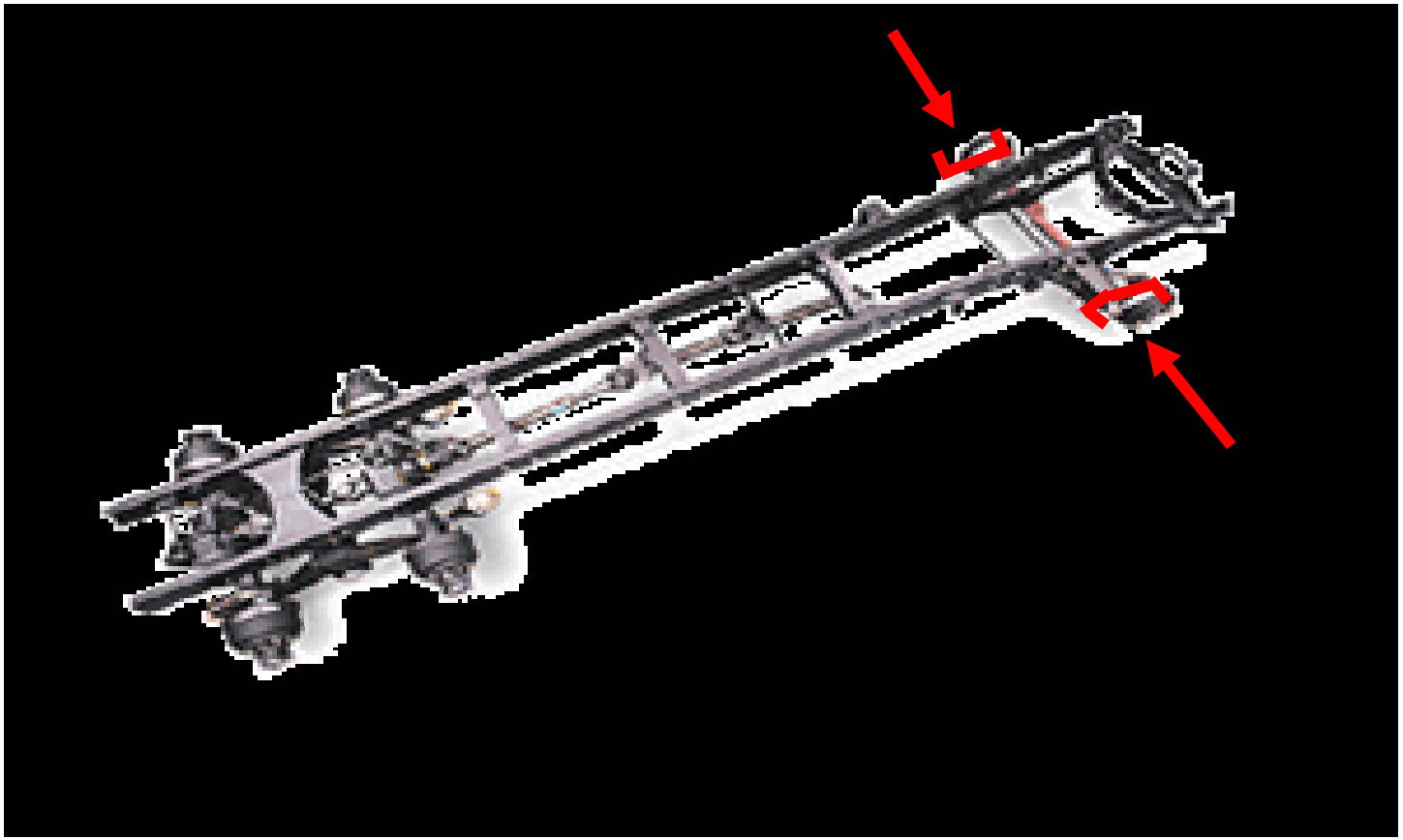
Test Metrics – Brake Life & Cost Data

		Telma Trucks	Non-Telma Trucks
ALL TRUCKS	**Shortest Brake Life (months)** **Longest Brake Life (months)**	0.9 24	
BRAKES	Shortest Brake Life (months)	15.0	0.9
BRAKES	Longest Brake Life (months)	24.0	5.0
BRAKES	"Worst 4" Trucks Brake Life	19.5	1.0
BRAKES	"Best 4" Trucks Brake Life	22.8	4.8
BRAKES	"Worst 4" Annualized Brake Cost	$625	$13,350
BRAKES	"Best 4" Annualized Brake Cost	$573	$2,781
3 Axles	Cost of Brake Replacement	$1,335	
2 Axles	Cost of Brake Replacement	$890	
C.P.M.	Average Cost Per Mile	$0.03	$0.24
C.P.S.	Average Cost Per Stop	$0.01	$0.13
C.P.T.	Average Cost Per Ton	$0.10	$1.10
BRAKES	Average Brake Life (months)	**21.1**	**2.5**

Waste Management Brake Job Timing NO TELMA

End of March | End of June | End of Sep. | End of Dec.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Type of brake job	New truck purchased January 1		Rear Axle only			Rear + Front Axles			Rear Axle only			Rear + Front Axles
Brake job cost ($)			$890			$1,335			$890			$1,335
Total cost ($)	0	0	890	890	890	2,225	2,225	2,225	3,115	3,115	3,115	$4,450

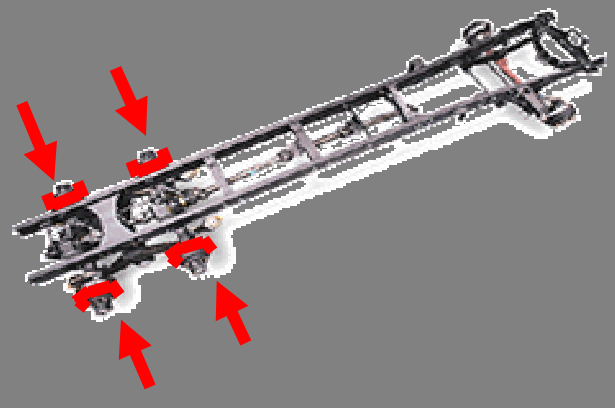


Customer Brake Job Timing WITH TELMA

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Type of brake job	New Truck purchased January 1st											
Brake job cost ($)												
Total cost ($)	0	0	0	0	0	0	0	0	0	0	0	0

End of September the next year

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Type of brake job									Rear Axle only			
Brake job cost ($)									$890			
Total cost ($)	0	0	0	0	0	0	0	0	890	890	890	890



INVESTMENT ANALYSIS

Across the entire test average

	No Telma	With Telma
Brake replacement Per Year	4.80	0.57
Monthly interval	2.5	21.1

Brake life Multiplier

8.42

Annualized average cost of brake replacement

	No Telma	With Telma
Brake replacement Per Year	4.80	0.57
Cost per Brake Job	$1,289	
Annualized Brake job maintenance	$6,187	$734
Average Life Span of Refuse Truck	8.50 Years	
Life Span Brake Maintenance Costs	$52,591	$6,245

Customer's average cost of brake replacement: $1,289

Annual Saving With Telma

$5,452

R.O.I

	Number of trucks 1	Number of trucks 100	Annualized
Telma Investment for	$7,350	$735,000	
Life Span Brake Costs **Without Telma**	$52,591	$5,259,100	$618,717
Life Span Brake Costs **With Telma**	$6,245	$624,500	$73,470
TELMA Net Impact In Reducing Costs	$46,346	$4,634,000	$545,176

Cost savings per year

Cost savings for one fleet turnover

Breakeven Point (Stated in years)	**1.3**
Corporate Return on Investment	**662.1%**