

WELCOME

- Brant Ledbetter, SE Region Manager
- SSI SCHAEFER



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WASTE COLLECTION

- 5th most hazardous occupation in U.S.
- All weather conditions
- All traffic conditions and distracted drivers
- Sprains, strains, and overexertion
- · Lost worker time
- High employee turnover
- · Higher worker compensation claims
- COVID19 has a renewed awareness of worker exposure to other hazards harmful to their health



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SAFETY IS OUR PRIORITY

Employers are creating a culture of safety in their operations with increased safety awareness, communication, training, rewarding safe behavior and providing a safe work environment through well-maintained equipment and safe operational systems.

Results demonstrate that fully automated and semi-automated operational systems with roll out carts, greatly reduce worker exposure to the common hazards of the job, control costs and add to employee retention.

🛉 Fully automated system

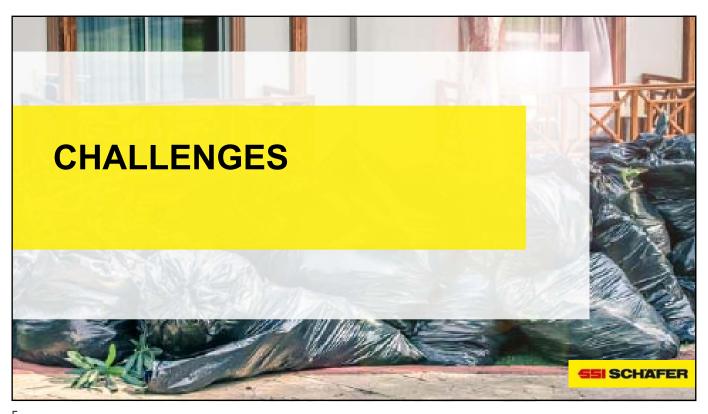
 Requires only a driver. From the cab of the truck, the driver operates an extending arm and grabber that lifts and dumps curbside carts into the truck's hopper.



 Require a worker outside of the truck who rolls carts from the curb to the side or back of the collection vehicle where lifting equipment (cart tipper) is located. The worker requires no lifting.

We will explore the challenges and benefits of creating a safer work environment through automated collection.





CHALLENGES

- What is right for your town/collection routes?
- Is there "buy-in" from stakeholders? Do current contracts, ordinances and municipal codes present challenges?
- What do private haulers need to consider when converting to an automated collection system?
- What is the cost of converting equipment over to automated systems?
- Will customers be required to do things differently?





CHALLENGES

What to consider:

- Geographical make up
- One way streets
- On street parking
- Congested traffic areas
- Length of driveways
- Overhead clearances
- Dead ends
- Weather conditions

Ordinances/Contracts:

- Buy-ins and stakeholders
- Current contracts
- Changes to operational details
- Amendments to current ordinances or code enforcement
- · Consider one size

Private vs Public

- Same operational considerations
- · Collection days
- Geographical limitations



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CHALLENGES

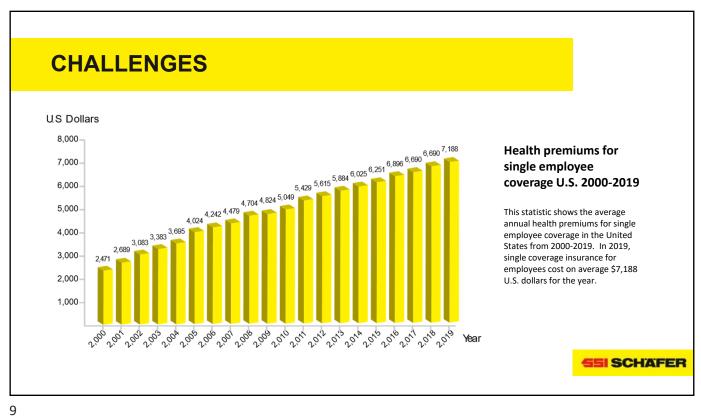
Cost of Converting:

- Significant Investment in Equipment
- Fully automated collection truck
 - \$290K \$320K
- · Adding cart tippers to existing rear load trucks
 - \$4K \$6K
- Cart Assembly & Delivery
 - \$60/cart

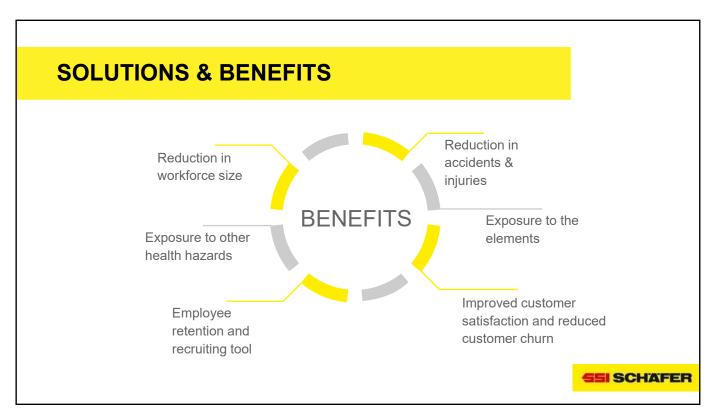
Customer Impact:

- Changes to pick up schedule
- New guidelines









WHAT TO LOOK FOR IN A VENDOR

- Expertise in Project Management Experience
- Technology
- Manufacturing
- Other Resources
- Financial Stability





CONCLUSION

- Safe environment for our workers and customers
- Review of current programs to ensure safety
- Automated collection systems are not new
 - There are many successful programs in the industry today that can be used as a resource and template for making a positive change in your program.

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REASONS WHY YOU SHOULD CHOOSE SHAEFER:

- Stability
 - Financially independent family business
 - Long term solutions
- Efficiency
 Scalable solutions
 - Update programs
- Quality
 - Waste industry experts
- · Turnkey Assembly and Distribution
- Technology
 - Leading cart technology in the industry
- Global Network
 - · Worldwide manufacturing



