

A New Way Forward in Mississippi

Spring 2021 Joint Solid Waste Management & Recycling Conference

*Biloxi, MS
May 25, 2021*



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Who Am I?

- Vice President of Sales & Marketing, New Way Trucks & McLaughlin Family Companies
- 34-year veteran of the solid waste industry
 - 20 years of running waste hauling & transfer operations
 - 10 years of consulting on solid waste projects around the world
 - 4 years in the manufacturing sector of the waste industry
- Industry involvement
 - SWANA International Board - Past Member
 - C&T Technical Division - Past Director
 - SWANA Florida Sunshine Chapter Board – Past Director
 - NWRA Board of Trustees Member
 - NWRA Hall of Fame Awards Committee Chair
 - EREF Auction Committee Member



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Who is New Way Trucks?



- Largest private manufacturer of refuse equipment in North America
- Family-owned and operated since 1971
 - Three generations of principled leadership from McLaughlin family
- Headquartered in Scranton, Iowa
- Crown jewel of well-diversified portfolio of businesses under McLaughlin Family Companies umbrella
- Fastest-growing company in solid waste industry
- Actively involved in driving industry forward & charitable giving
 - Industry recognition
 - Proud supporter of EREF

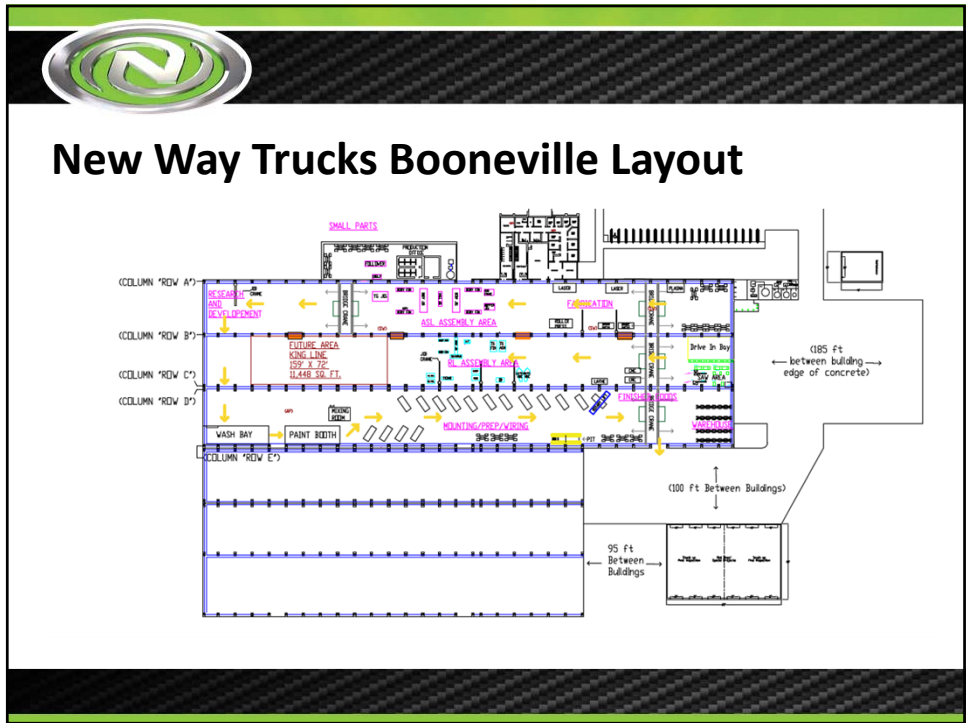
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Why New Way Chose Mississippi



- Visited 12 locations in 9 states
- Selected Booneville, Mississippi
 - Ready and trained workforce
 - Expansion possibilities – both onsite & in local area
 - Robust utilities & large property
 - Business-friendly atmosphere
 - Partnership with Northeast Mississippi Community College
 - Location geographically serves customers in the east and south

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As Essential As Can Be

- Timely, proper collection & disposal curbs spread of disease and illness
- Began 130 years ago in U.S. for that exact reason!
- Haulers can't work from home
- Industry positively touches the lives of every citizen

**Our Industry's Role
in Public Health**



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Our Role in the Health of Waste Workers

- *No longer Top 5 most dangerous industries in U.S.*
 - *Safe operations are deliberate decisions*
 - *We must continue to work to get outside of the Top 10*
- *Controllable factors for an industry manufacturer*
 - *Design for safety from the ground up*
 - *Chassis and body as a purpose-built tool*
 - *The Human Element: smart decisions on routes and in shops*
 - *Identify and eliminate/mitigate hazards before we have an occurrence*
- *Proud sponsors of the 2021 SWANA Safety Awards*

"It's all of our jobs to make sure they get home safely to their families at the end of each day."





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Automation & Expanding your Workforce

Industry Shift to Automation

- *Numerous safety benefits*
 - *Climate-controlled cab*
 - *Preserves an aging workforce*
 - *Reduces injuries: ergonomics & repetitive actions*
- *Uniformity in managing waste volumes*
- *Clean neighborhoods*
- *Gender neutral & curb appeal: simply a better job*
- *Conducive to better route management & staffing needs*

Promote industry as recession resistant, long-term career opportunity with great benefits, good pay, and steady work



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Additional Industry Advancements

- **Euro Cab Designs**
 - Dennis Eagle
 - Freightliner Econic
- **Alternative Fuels**
 - Compressed Natural Gas (CNG)
 - Battery Electric Vehicles (BEV)
- **Under CDL**
 - A shift to smaller, non-CDL equipment to address operator shortage
- *The future is now!*



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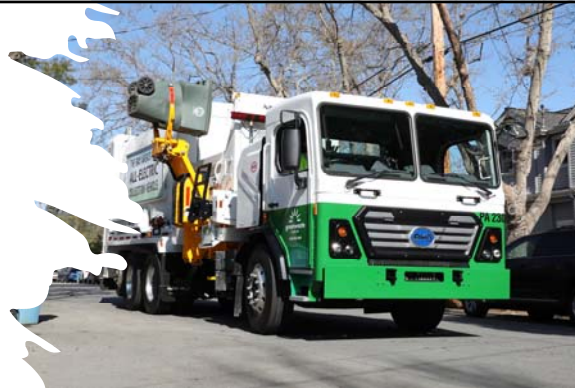
Compressed Natural Gas

- *Equipment manufacturers are well-equipped today – CNG, your way!*
- *Select manufacturers are certified installers for all CNG fuel system providers*
- *Numerous mounting options*
 - *Back-of-cab, tailgate, frame rail/side, roof*
 - *Custom hybrid designs*

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Battery Electric Vehicles

- *A quickly-evolving space*
- *New Way is further along in BEV refuse applications than any other body manufacturer*
 - *Multiple units on routes daily*
- *Next-gen chassis integration projects underway with every major chassis manufacturer in North America*



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Small-Town Values, Global Impact



- *Exceeded initial hiring & investment goals in MS*
- *Excited to continue growth in Mississippi*
 - *Both at current, and a new facility!*
- *Safety of employee family, vendors, customers, industry, greater public remains our top priority*
- *Proud to affect positive, sustainable change for all our stakeholders*

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Come Visit!

- *We love to show off our team and their great work!*
- *Contact Sansom Equipment for a factory tour*



New Way Trucks, 1 Wolverine Drive, Booneville, MS
New Way Trucks, 101 State Street, Scranton, IA



Thank You!
dross@newwaytrucks.com

