

Welcome
to the TMC 2023 Doleco USA
Press Conference



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Ralph Abato

President and Managing Director



4 Minutes and 54 Seconds
vs.
13 Seconds

DOLECO
USA

95%

DOLECO
USA

\$15.8 Million

DOLECO
USA

Introducing

ConnectedDeck



Pre-platformed decking units that can save fleets millions!

Doleco's ConnectedDeck System

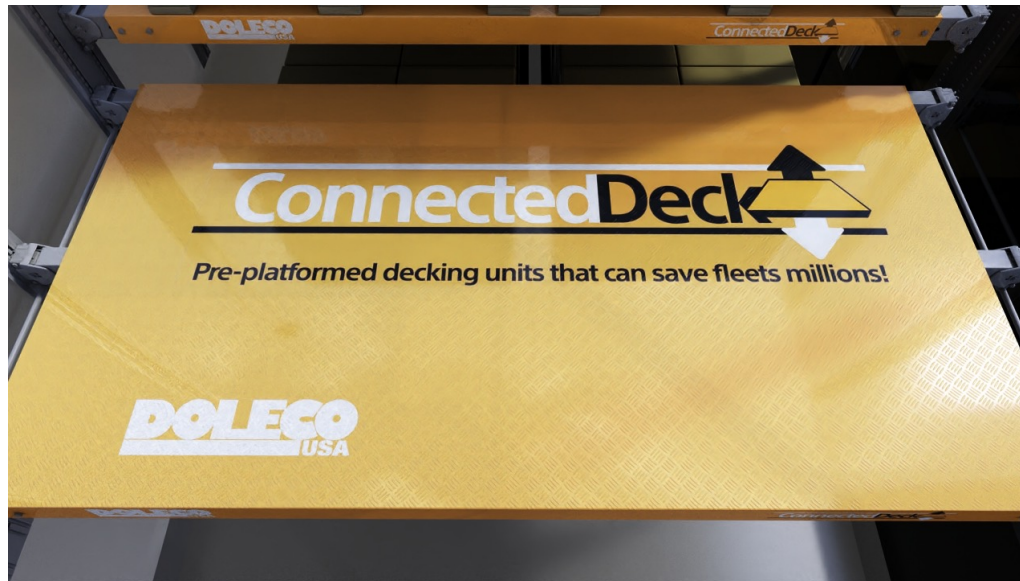


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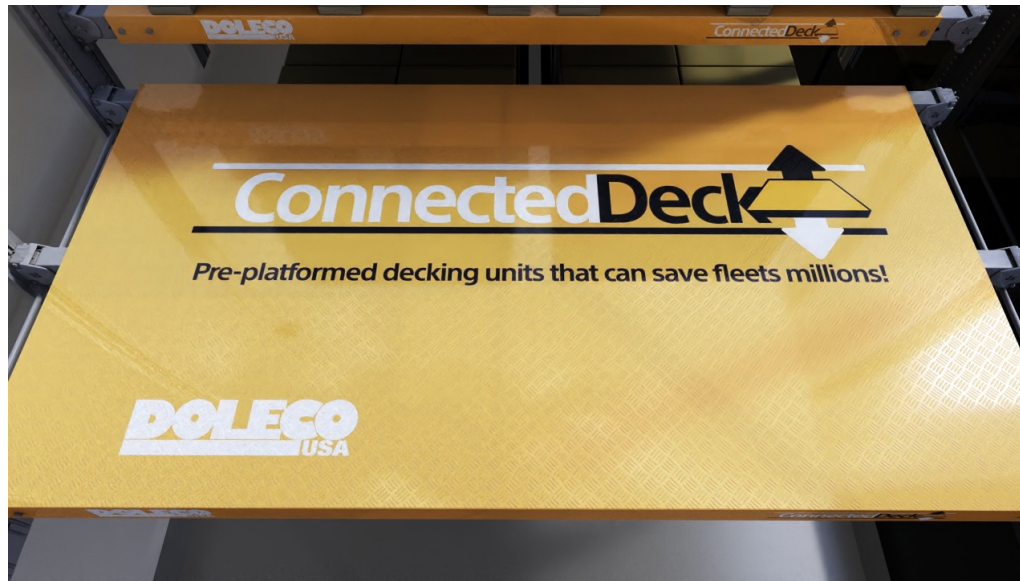
Doleco's ConnectedDeck System



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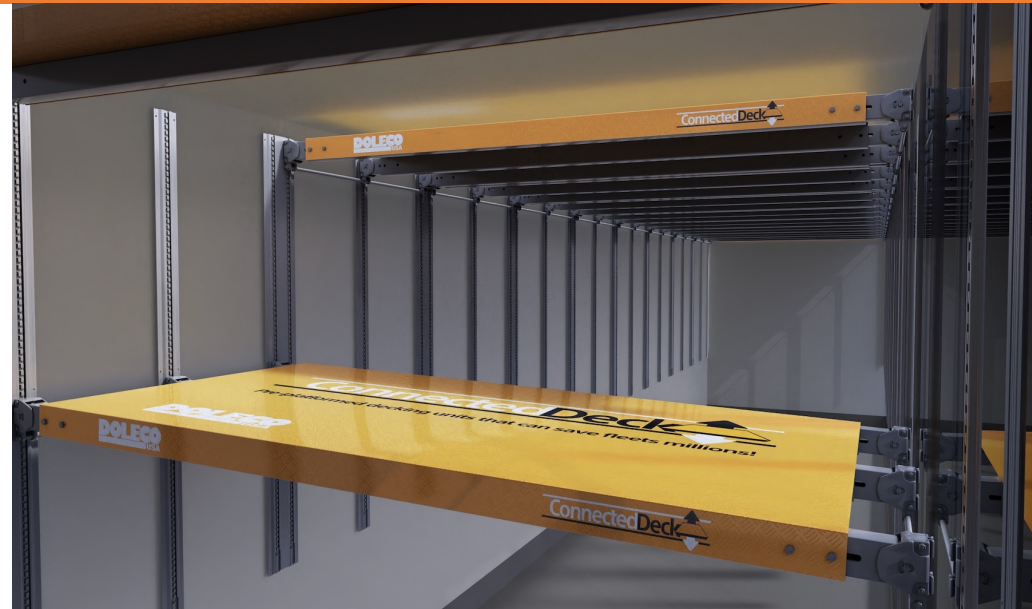


Doleco's ConnectedDeck Video



ConnectedDeck Basics

- Dry van and reefer applications
- Platforming time 13 seconds
- Boosts efficiency by 95%
- Will save fleets millions of dollars
- Requires no special tools
- Lifts itself to ceiling height
- Is quieter to operate
- Requires far less effort to operate
- Creates a better environment



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ConnectedDeck Basics

- Patented technology
- Two- or three-beam flexibility
- Tough, lightweight composite
- Easily adjusted by hand
- Stores at ceiling height
- No deck assembly required



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Efficiency, Convenience and Savings

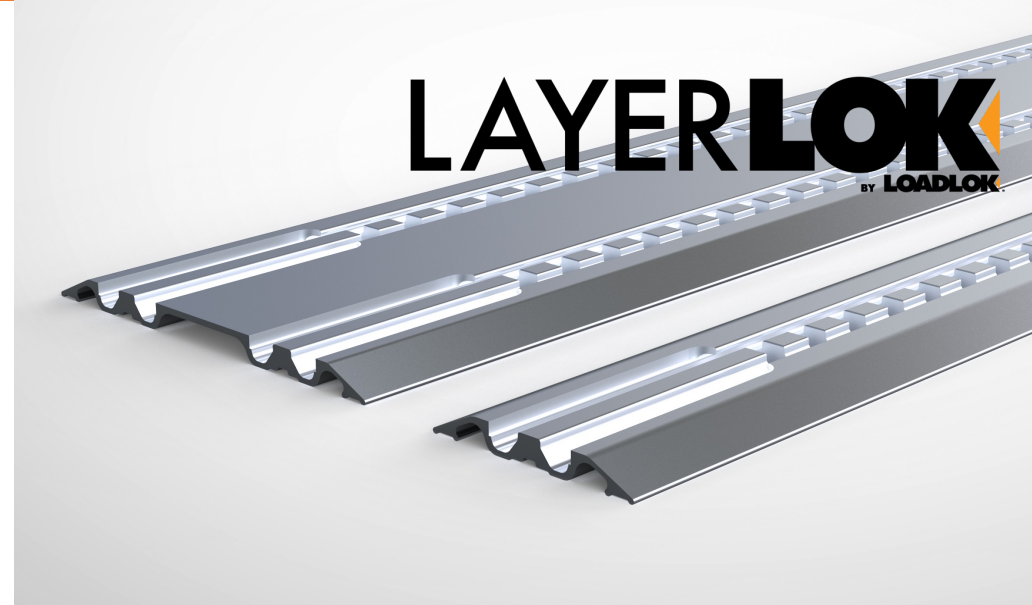
- Two award-winning technologies
- Level Deck Self-Leveling Beams
- LayerLok XP Track



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Efficiency, Convenience and Savings

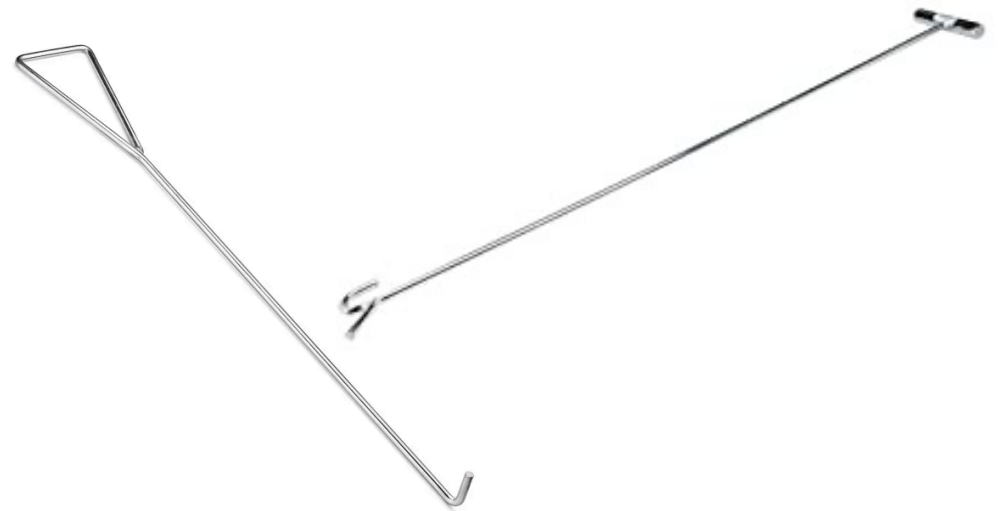
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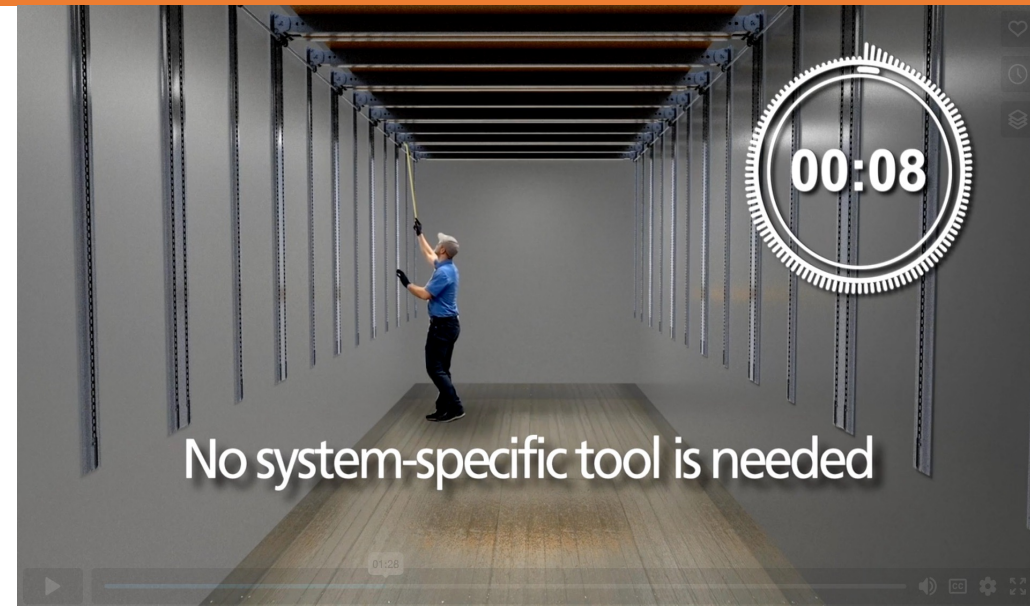
Efficiency, Convenience and Savings

- Uses common, available tools
- Dock hooks
- Pin pullers
- Eliminates missing tool problems



Efficiency, Convenience and Savings

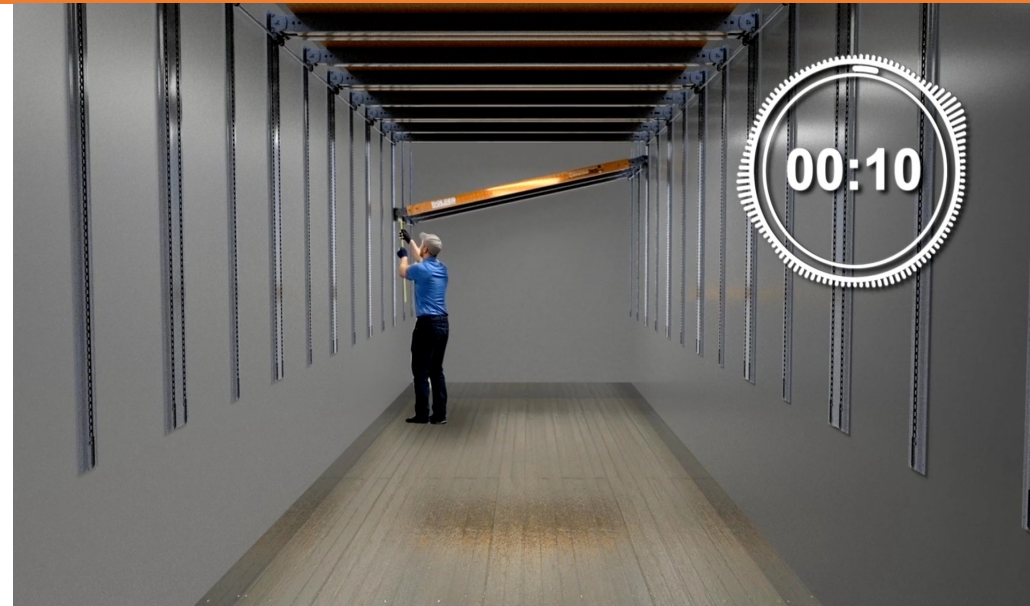
- Easily unlocks from either side
- Requires only a single pull
- Spring assistance prevents falls
- Easily positioned
- Locks in horizontal position



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Efficiency, Convenience and Savings

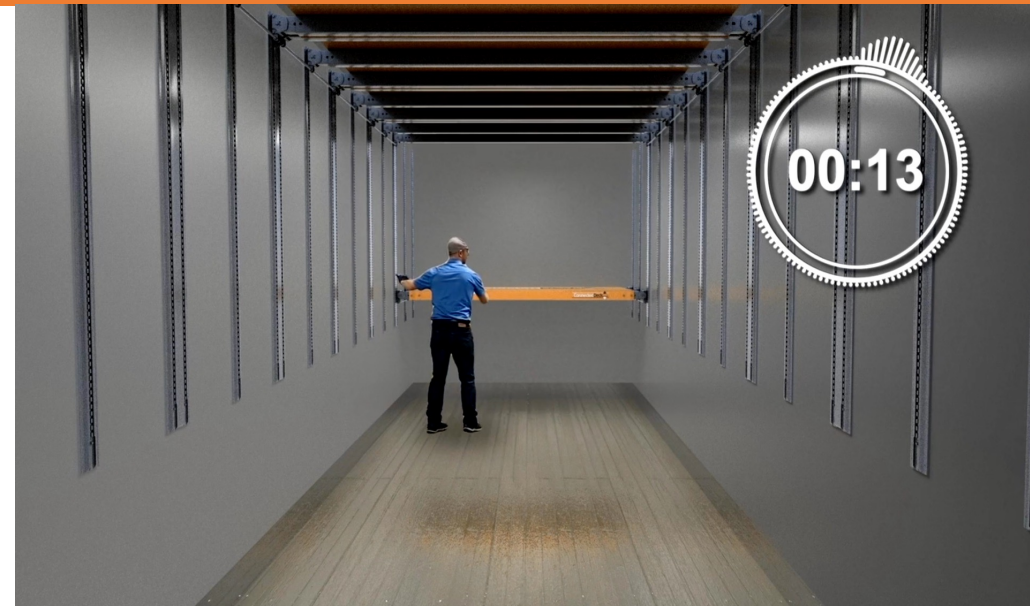
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Efficiency, Convenience and Savings

- All factors being equal
- A fleet with 1,000 trailers
- Saves \$15 million in labor alone
- Just by converting to our system
- Almost \$16 thousand per trailer



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Efficiency, Convenience and Savings

- Plywood decking material is heavy
- A 4' x 4' sheet of plywood weighs about 30.5 lbs. each (61 lbs. for a 4' x 8' deck)
- Prefabricated decking is even heavier
- Some 4' x 4' prefabricated deck boards can weigh as much as 41 lbs. each (82 lbs. for a 4' x 8' deck)



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Efficiency, Convenience and Savings

- The entire 4' x 8' composite ConnectedDeck platform weighs only 21 lbs.
- That's a 40 lb. difference per 4' x 8' platform
- Saves 280 lbs. for 7 decks in a 28' trailer (vs. plywood)
- Saves 520 lbs. for 13 decks in a 53' trailer (vs. plywood)



Efficiency, Convenience and Savings

- Compared to prefabricated decking the weight savings are greater
- There's a a 61 lb. difference per 4' x 8' platform
- Saves 427 lbs. for 7 decks in a 28' trailer (vs. prefabricated)
- Saves 793 lbs. for 13 decks in a 53' trailer (vs. prefabricated)
- ConnectedDeck panels stay in place



A Breakthrough in Process Improvement

- Lean Six Sigma Black Belt
- Performed time studies
- Significant room for improvement
- Root cause analysis
- ConnectedDeck is the result

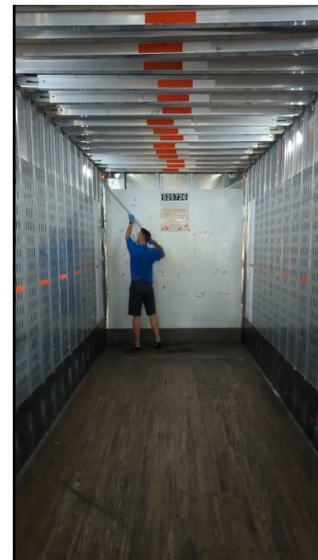


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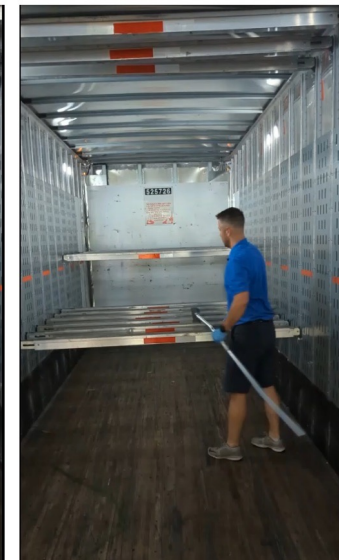
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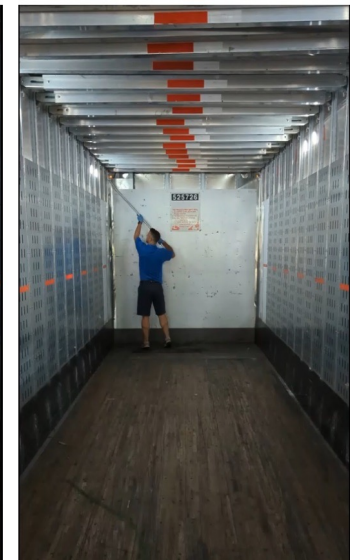
Setup Timelapse



Return Timelapse



Operational Interruptions



A Breakthrough in Process Improvement

Metrics		
1,000	Active Trailers in Fleet	
28	Trailer Length Ft	
2	Configuration - Doubles	
7	Beams per Trailer	
519	Seconds Saved per Deck	
500	Annual usage per Deck	
504,583	Annual Hours Saved	
Labor		
\$ 31.50	\$ Per Hour	
1,000	Active Trailers in fleet	
7	Decks per trailer	
519	Seconds saved / per deck	
500	Annual usage / per deck	
\$ 15,894,375	Annual Savings	



A Breakthrough in Process Improvement

- Beam and track often damaged
- Robust foot assemblies
- Withstand forklift encounters
- Prevents forklift “adjustments”



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Doleco's Adhesive Advantage

- Others rely exclusively on rivets
- Rivets holes deform over time
- Tracks misalign and detach
- Beams chafe and jam
- We can eliminate rivets



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Doleco's Adhesive Advantage

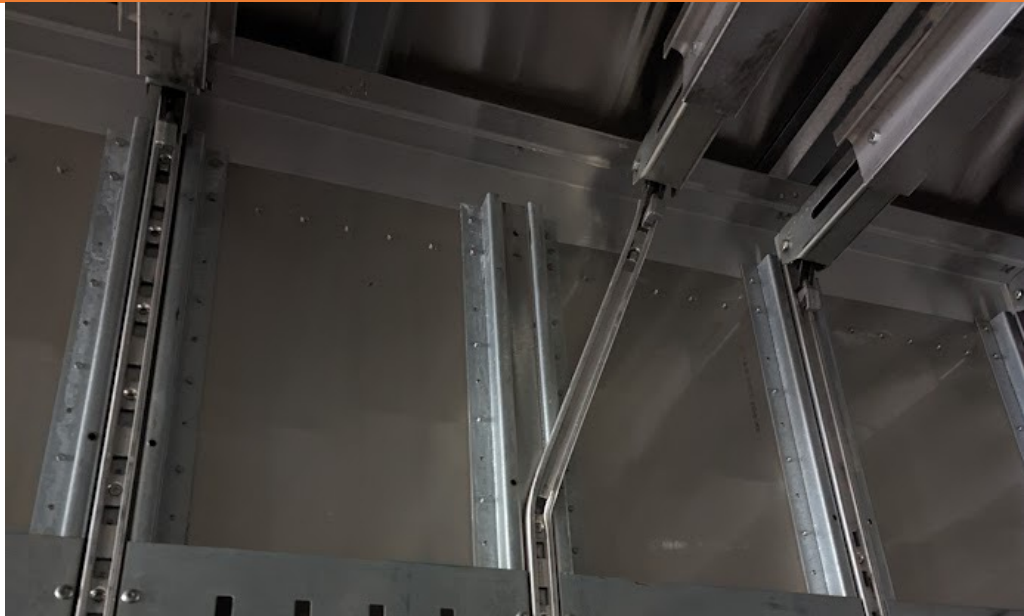
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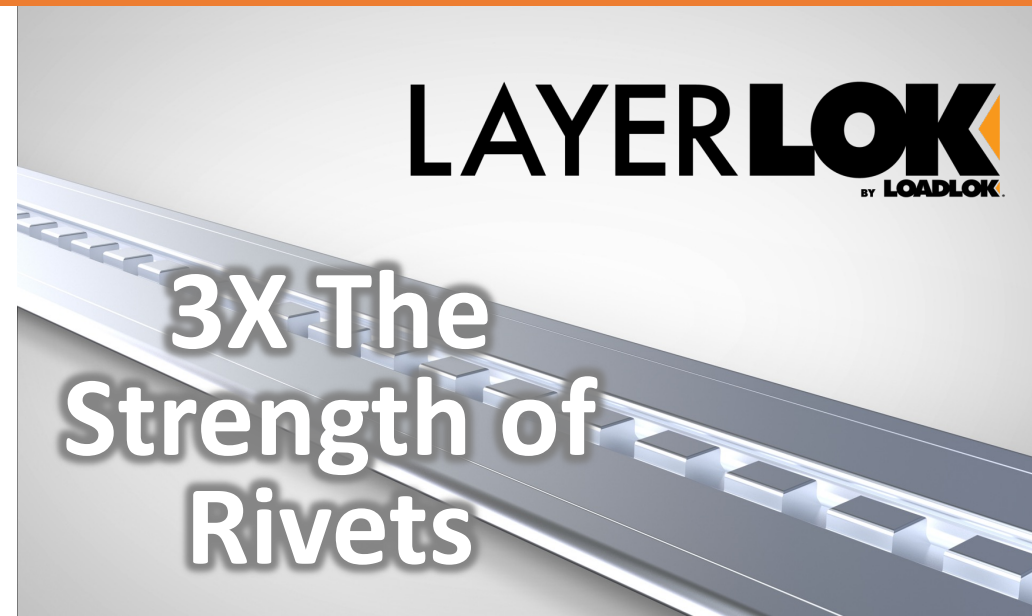
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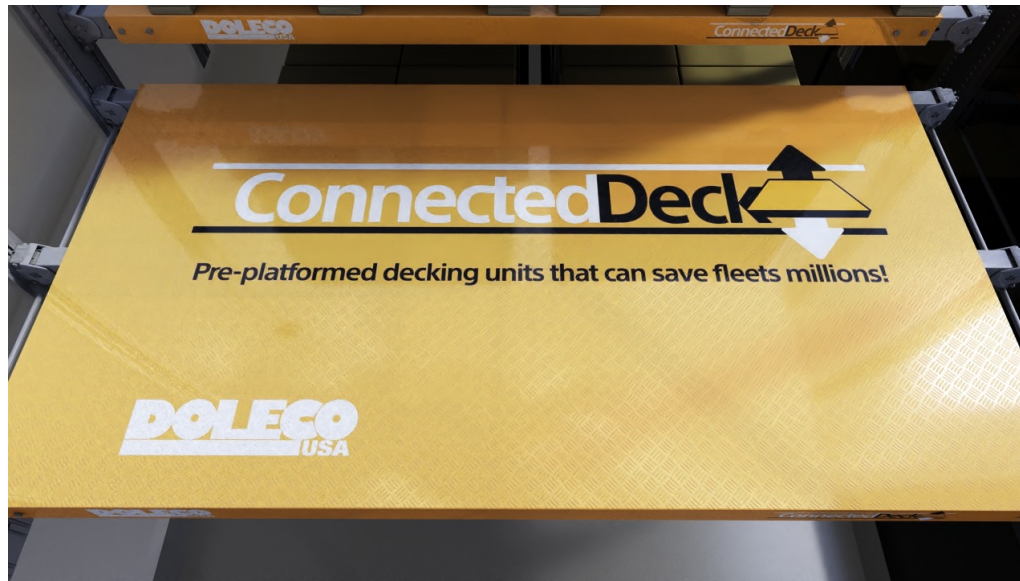
Doleco's Adhesive Advantage

- Structural-grade adhesive
- Proven in HD applications
- Used in Europe for 15 years
- Won't compromise trailer walls
- Can be removed without damage



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Doleco's ConnectedDeck



Questions Please



Thank You!

