



SINCE 1946

when only **perfection** will do

Broyhill Inc.
Broyhill Company
Broyhill Manufacturing

Broyhill Investment
Broyhill Corporation
February 2019

Good Morning,

In January, we will start to install the Tier 4 Final diesel engines in our Load and Packs. Our customers that have received Load and Packs the past year are telling us that **we have one of the smoothest running units** with minimal vibration being felt on the machine or by the operator.

We worked on this for over 4 months in 2018 to provide our users a better “mouse trap”. These improvements, technology and discoveries were shared between suppliers and Broyhill where necessary and makes for a much improved vehicle. *These improvements will go into all Load and Packs now, 2019 and the future.* These enhancements will make your operators, mechanics and supervisors very happy and reduce down time and maintenance – **increasing your ROI.**

And because we are interested in your ROI - we are very sensitive to price increases. We want to explain that we have **not passed on any steel tariffs** even though this has increased our **steel prices 25-40%**. We are optimistic it will end.

Also, we use a two part urethane paint which **gives us better protection** on outside steel corners than powder coatings to improve life. We have extended the cab life using galvannealed steel which increases corrosion resistance. The units should still be sheltered if possible from salt corrosion and sandy conditions for additional protection ie. sun, wind or storms.

Our Load and Pack has a normal life of 7- 9 years (in the harsh environments) and a great number of users **get several more years.** **The secret is to rinse it off daily**-washing the sand and salt from the vehicle. **We see 10 year old machines** still operating with a simple rinse and our PM schedules closely followed.

We will soon expand our compactor box line with an additional 9.5 cu yd Self-Dump version to complement the current 7.0 cu yd Self-Dump. That's a 35% increase in compacted garbage, if you get the larger compactor size.

Also, to be sure **all of our customers are receiving great value**, we have a **Parts Kit** pricing program that **reduces your costs from 19-33%**- on the 10 most common repairs. And, our new **PM program** helps those that plan the maintenance and service for your Load and Pack(s).

Increase your ROI and take a serious look at your collection times and Work Comp.



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To whom it may concern:

2019-20

Our refuse vehicle is ideal for your **parks, beaches and trails.**

One person can **pick up to 400+ trash containers in a normal working day** – without ever leaving our vehicle cab except to facilitate the compactor box with off-loading when it is full and on-loading an adjacent compactor box to continue the designated route.

Utilize your workers more efficiently...in these economic times one worker and the Load and Pack can handle you parks, trails or beaches nicely. **It's great for recyclables, too.**

Put your workers in an air conditioned/heated cab...stop complaints with their work environment, now! Units offer an **air ride cab and air ride seat**...for a smooth and comfortable ride. Empty your trash containers **up to four times faster**...automation sets the tone and your workers love it. More trash wind control. **3 way camera views** offer increased safety with views to both sides and the rear.

Our 7 or 9.5 cu yd compactor boxes compact on the go (4 to 1) while the vehicle is in motion. 28 cu yds held in the 7 cu yd box and 38 cu yds held in the 9.5 cu yd box, facilitating larger routes.

One large work comp claim could pay for the entire Load and Pack vehicle – maybe more...and it's safe, easy, reliable and more convenient to use. You can virtually eliminate your lifting work comp claims using the Load and Pack system. Our system can **pay for itself** in as little as **2½ years** (depending on your current method) or faster with any claims.

Re-manufactured units with a 1 year NEW vehicle warranty can be available on special request. Some new accounts start here as an alternative prior to purchasing a new unit.

We keep some very fine customers (major beach and metro areas) and once they have used our Load and Pack; they reordered it time and time again. **It really does do the job, properly!**

You can also view our videos at www.broyhill.com in the solid waste header. And check out our 2 min. Youtube video at <https://youtu.be/ZUs1zmEKd1c> or search Broyhill Marvels.

I can be reached at 800.228.1003 x111

Thank you for your interest.

As seen on **Fox Business News - Manufacturing Marvels**
<https://youtu.be/ZUs1zmEKd1c> 2 Min. Video

Craig G Broyhill, CEO

P.S. We offer personalized poly lids (self-closing) for 55gallon barrels used for trash containers.