



SINCE 1946

when only **perfection** will do

Broyhill Inc.
Broyhill Company
Broyhill Manufacturing

Broyhill Investment
Broyhill Corporation
Sept. 1, 2020

Good Morning,

This October 1, 2019 starts a new fiscal year (2020) for Broyhill. During this fiscal, we will be celebrating our 74th year in business.

Our flag ship product line is our Load and Pack refuse vehicle designed for parks, beaches and trails. We have upgraded our Load and Pack with a Deutz 74 HP diesel engine. This Tier 4 Final engine fits like a glove into the engine compartment area. Our past Kubota was just too large with the Tier 4 Final equipment to fit in our Load and Pack unit.

The Deutz 74 hp is EPA Tier 4 Final compliant.

We have made many additional enhancements for the 2020 model and this should make your operators, mechanics and supervisors very happy with the newest Load and Pack.

Your ROI should improve.

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%. Also for 2020, we are holding firm on our parts, parts kits (which save you from 19-30%) and all of our compactor boxes at current prices.

NO increase on these items for the 2020 fiscal year.

We have extended the cab life using galvanized steel which is similar to galvanized steel to increase corrosion resistance. The units should still be sheltered if possible from salt and sand conditions for additional protection ie. sun, wind or storms. We also use a two part urethane paint which gives us better protection on outside steel corners than powder coatings to help improve paint life.

Our Load and Pack has a normal life of 7-9 years (in the harshest 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 unit and the bearing surfaces. **We see 10+ years on old units still operating with a simple rinse and following our Periodic Maintenance Schedule.**

We have expanded our compactor box line with a 9.5 cu yd Self-Dump version. The new 9.5 cu yd is a 35% increase in compacted garbage over the Std. 7.0 cu yd box.

To be sure all of our customers are receiving great value, our Wearable Parts Kit pricing program reduces your costs from 19-30% on the 10+ most common wearable parts.

Our PM (periodic maintenance) program helps plan the maintenance and service for greater ROI savings. Call for details.

Increase your ROI and take a serious look at: *Your Collection Times and Work Comp.*



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To whom it may concern:

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

Visualize **One person picking up to 400+ trash containers in a normal environment and working day** – without ever leaving the vehicle cab except to facilitate the compactor box off-loading when it is full and on-loading an adjacent empty compactor box (still one person) to continue their designated route.

Utilize your work force more efficiently... these economic times demand efficiency. One worker and the Load and Pack can handle your parks, trails or beaches nicely. **Our customers use it for recyclables, too.**

Put your workers in an air conditioned/heated cab...and stop complaints about 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. Increased trash wind control, Std. **4 way camera views** offer increased safety with views to both sides and the rear plus inside the compactor box.

Our 7 and 9.5 cu yd compactor boxes compact on the go (4 to 1) even while the vehicle is in motion. 28 compacted cu yds are collected in the 7 cu yd box and 38 compacted cu yds in the 9.5 cu yd box,

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 **2-3 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 additional unit(s).

We keep some very fine customers (major parks, beach, trails and metro areas) and once they have used the 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 from the solid waste header or search Broyhill Marvels.

Thx
Craig

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

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