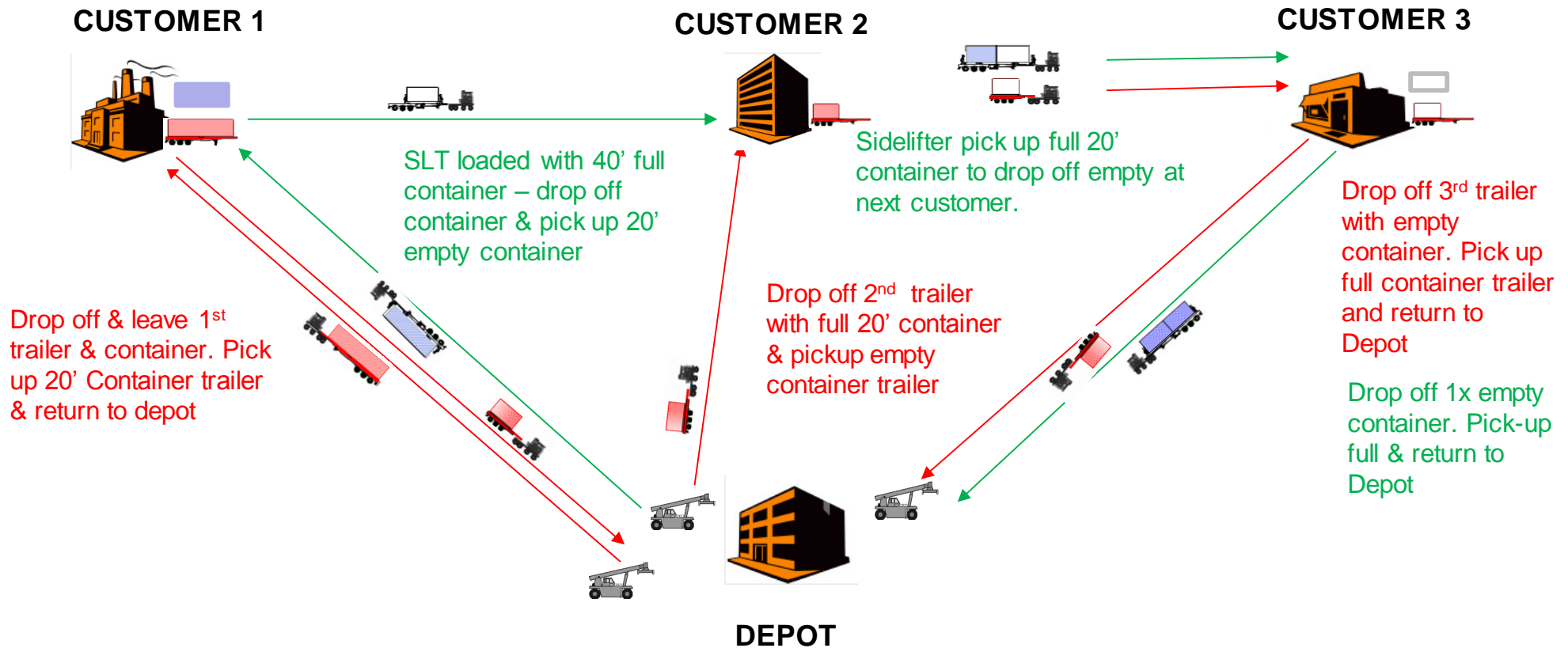


STEELBRO Sidelifter Logistics Model Cost Savings



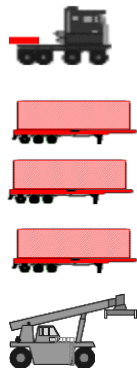
CONVENTIONAL TRANSPORT METHODOLOGY vs STEELBRO SIDELIFTER METHODOLOGY Combination of 20' and 40' Example



Comparison of Equipment Used

CONVENTIONAL METHOD

- 1 Truck
- 3 x Trailers
- 1 Forklift/Reachstacker



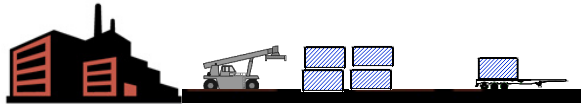
STEELBRO METHOD

- 1 Truck
- 1 Sidelifter



Customer Benefits

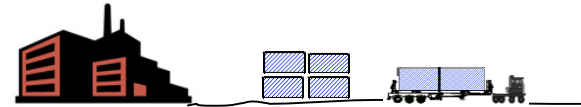
CONVENTIONAL SETUP



The Customer has additional costs such as:

- Equipment Requirement = 1 x Reachstacker / Heavy Forklift
- Equipment Running Costs, Insurance, Maintenance
- Operator Costs
- 60 –100 Tonne Concrete yard infrastructure, maintenance and associated cost

STEELBRO SIDELIFTER SETUP



OR The Customer has:

- No Requirements for Reachstacker or Heavy Forklift equipment
- No Equipment Running Costs, Insurance, Maintenance or Operator costs
- No heavy duty concrete yard costs

THEY ONLY NEED A HARD PACKED SURFACE YARD!

Customer Benefits : Loading Dock

CONVENTIONAL LOADING DOCKS SETUP

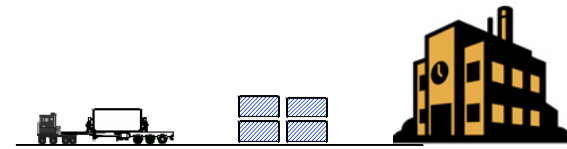


The Customer has additional costs such as:

- Equipment Requirement = 1 x Heavy Forklift
- Equipment Running Costs, Insurance, Maintenance
- Operator Costs
- Concrete Loading Dock infrastructure, maintenance and associated costs
- Inefficient double handling of goods

OR

STEELBRO SIDELIFTER SETUP



- The Customer has:
- No Heavy Equipment - Forklift costs
- No Equipment Running Costs, Insurance, Maintenance or Operator costs
- No Loading Dock Infrastructure costs
- No Double handling of goods
- Drop Container on the ground at factory point of production or inside Factory if required. Double stack containers if required

Potential Cost Benefits of Sidelifter Model

Transport and logistics operators can pick up and drop off fully loaded standard shipping containers (up to 45Tonnes) without the need to wait for other lifting equipment

Considerable savings can be made as trailers and trucks are not left idle. This eliminates the cost associated with leaving trailers onsite and increase the opportunities for possible number of pick up and drop off

Example: Australia Conventional Method vs STEELBRO Sidelifter Method

See how you can increase revenue up by 100% and save

- Fuel costs cut by 33.3%
- Service costs cut by 50%
- Tyre costs cut by 75%
- Capital Equipment costs cut by 71%

100% increase in revenue

REVENUE

How Many containers would you move in a day with 3 trailers

3

Rate / Container

\$100

Revenue / Day with trailers

\$300

At 333 days per year

\$133,200

How Many containers would you move in a day with 1 Sidelifter

8

Rate / Container

\$100

Revenue / Day with trailers

\$800

\$266,400

REVENUE GAIN

\$133,200

Sources: J O'Donnel Transport - Australia

50% reduced fuel costs

FUEL

Fuel to run Truck and trailers at 8-10 hrs per day

per month	per year
\$7,000	\$84,000

Conservatively say 1/2 of above cost for the Sidelifter

Fuel to run Truck and Sidelifter

per month	per year
\$3,500	\$42,000

SAVINGS

\$42,000

Sources: J O'Donnel Transport - Australia

50% reduction in service costs

SERVICE

Service cost per trailer / year	\$1,000
For 3 trailers	<u>\$3,000</u>

Service cost per Sidelifter / year	\$2,000
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SAVINGS \$1,000

Sources: [Serviceworks - Australia](#)

75% reduction in tyre costs

TYRES

3 Trailers x 12 Tyres / year	\$335	\$12,060
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1 Sidelifter x 12 Tyres / year	\$335	\$4,020
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SAVINGS \$8,040

Sources: [Beaurepairs - Australia](#)

Reduction in capital equipment costs

Capital Costs

1 sidelifter = 3 Trailers @ \$ 60K each = \$ 180,000

1 S/H Reachstacker/Heavy Forklift = \$ 450,000

\$630,000

SAVINGS \$630,000

Sources: [Freightquip Australia Ltd](#)

Total Savings

CAPITAL EQUIPMENT SAVINGS

\$630,000

ANNUAL RUNNING COST SAVINGS

\$184,240

Try the figures for your business

[Steelbro Sidelifter Model Savings Calculator](#)

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