

# Trailer and Asset Tracking

## The Power of Simple

*Trucking companies that utilize TGI Trailer  
Tracking are more Profitable - Here is Why !*

### **Interactive Technologies International**

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# History – Who we are

## TGI

- Formed in 1992
- Offered trailer marketing opportunities to transportation companies
- Signed large contracts with Warner Bros.
- Shifted focus to Trailer Tracking in 2009
- Formed Partnership with Global Star
- 100% focused on transportation

## Interactive Technologies International

- Formed in 1989
- Concentration on global sales, market development and consulting in new technology compliance, products and services
- Focused on Legislation Compliance, Vehicle /Tracking & Security & Driver Safety
- Numerous years in GPS, AVL, Fleet Management, Safe Driving
- Professional services in legal admissibility of electronic documents and records, privacy and document/record security, Safety, Compliance, Security

# TGI & ITI Core Values and Vision

- Solving Business problems
- Offering Real world solutions
- One stop shopping
- Customer focused
- ROI Driven
- 100% focused on transportation:
  - Compliance, Security & Safety
- Transportation Knowledge & Leadership
- Understand the Challenges to the Transportation Industry

# The Environment

- The trucking industry is
  - capital intensive
  - operates on a low profit margin
- In addition to back-office expenses
  - incur significant capital costs when purchasing tractors (cabs) and cargo trailers
  - Most carriers own more trailers than tractors, and a 3:1 ratio of trailers to tractors is not unusual
  - most carriers have net profit margins ranging between one and 3.5 percent

*Did you know that the Industry Average carrying cost of a single Trailer is Approx \$600 per month?*

# The Challenges

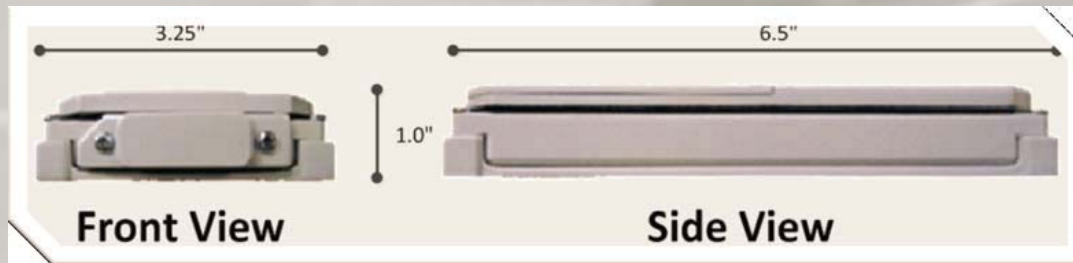
- Lack of accurate, timely information about their trailers including lack of cargo visibility when trailers sit idle or in transit on rail cars
- Poor trailer utilization
- Excessive trailer inventories
- Increasing trailer to tractor ratio
- Inability to charge customers accurately for trailer detention
- Inability to determine if and when trailers are loaded or unloaded
- Waste of productive time tracking down lost trailers
- Reduced driver and back-office productivity

# The Challenges (con't)

- An increase in cargo theft and associated costs (\$12 B)
- Waiting for or finding empty trailers
- Waste of time resources tracking lost trailers
- Need to manually update location on a daily basis
- Increased driver frustration and turnover
- Wasted resources and poor customer service.
- Depreciation, maintenance, tire replacement, brakes etc. (Average \$600 per month)
- All having a direct impact on productivity and efficiency

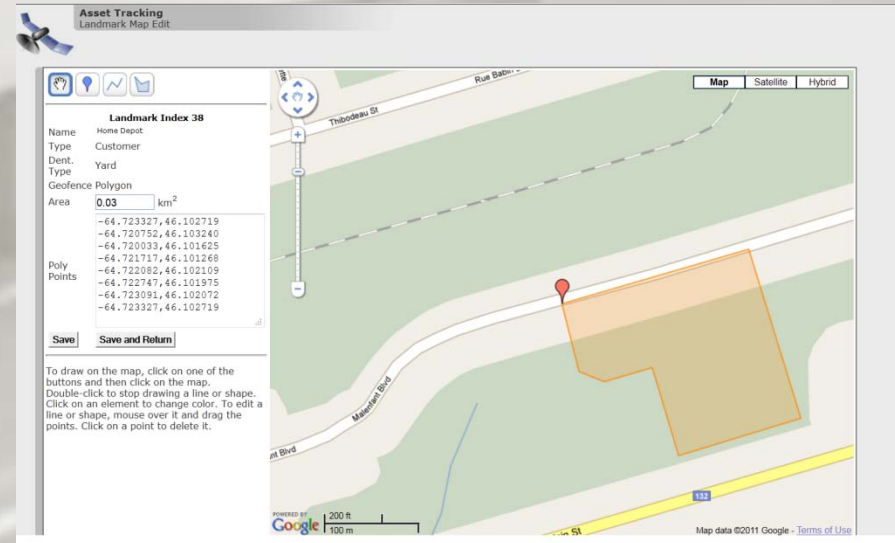
# Asset Tracking Solution from TGI-Connect/ITI

- Global Satellite coverage
- Easy installation
- Long lasting independent lithium battery
  - Off the shelf “AA” customer replaceable batteries
- Simplex
- Low profile



# Geo-Fencing & Landmarks

- The ability to fence in areas of interest (Landmarks)
- The system will indicate by geo-fence where assets are
- No limit to quantity of geo-fences
- Client creates their own as required
  - E.g. Circle, Rectangle, Square, Multipoint Polygon (unlimited)
- Report on when asset entered or departed



# Advance Search

- Each and every online report has the option to:
  - Sort by column
  - Filter by column
  - Export to
    - Excel
    - PDF
    - Text
    - CSV
    - Webpage
    - To email

Just click the advanced search icon

Reports can be pushed to your email address automatically



# Advance Search



Asset Tracking Administration

Asset where to

Search: (Filter 50 Rows)

Status	Group	Sub Group	Asset Id	Type	ESN	Description	VIN	Serial#	Last Message Date	City	Province	Country
Active	Fleet	Fleet	30001	Taxi	D-2-110013	Asstoria	2198023	12356	2010-11-25 15:55:38			
Active	Fleet	Fleet	30002	Taxi	D-2-110014	Alsea	2198013	12354	2010-11-25 16:10:24			
Active	Fleet	Fleet	30003	Taxi	D-2-110015	Olney Wash Lockup	11212442	3851254				
Active	Fleet	Fleet	30004	Taxi	D-2-110016	Wide Load	212584381	3412083				
Active	Fleet	Fleet	30005	Taxi	D-2-110017	Wide Load 2nd	3121920	34208130				
Active	Fleet	Fleet	30006	Taxi	D-2-110018	Woodland 2nd						
Active	Fleet	Fleet	30007	Taxi	D-2-110019	Low-Boy Heavy Road						
Active	Fleet	Fleet	30008	Taxi	D-2-110020	Lumber Service One						
Active	Fleet	Fleet	30009	Taxi	D-2-110021	Lumber Service A						
Active	Fleet	Fleet	30010	Taxi	D-2-110022	Neosho						
Active	Fleet	Fleet	30011	Taxi	D-2-110023	Neosho 2nd						
Active	Fleet	Fleet	30012	Taxi	D-2-110024	Neosho 3rd						
Active	Fleet	Fleet	30013	Taxi	D-2-110025	Neosho 4th						
Active	Fleet	Fleet	30014	Taxi	D-2-110026	Neosho 5th						
Active	Fleet	Fleet	30015	Taxi	D-2-110027	Neosho 6th						
Active	Fleet	Fleet	30016	Taxi	D-2-110028	Neosho 7th						
Active	Fleet	Fleet	30017	Taxi	D-2-110029	Neosho 8th						
Active	Fleet	Fleet	30018	Taxi	D-2-110030	Neosho 9th						
Active	Fleet	Fleet	30019	Taxi	D-2-110031	Neosho 10th						
Active	Fleet	Fleet	30020	Taxi	D-2-110032	Neosho 11th						
Active	Fleet	Fleet	30021	Taxi	D-2-110033	Neosho 12th						
Active	Fleet	Fleet	30022	Taxi	D-2-110034	Neosho 13th						
Active	Fleet	Fleet	30023	Taxi	D-2-110035	Neosho 14th						
Active	Fleet	Fleet	30024	Taxi	D-2-110036	Neosho 15th						
Active	Fleet	Fleet	30025	Taxi	D-2-110037	Neosho 16th						
Active	Fleet	Fleet	30026	Taxi	D-2-110038	Neosho 17th						
Active	Fleet	Fleet	30027	Taxi	D-2-110039	Neosho 18th						
Active	Fleet	Fleet	30028	Taxi	D-2-110040	Neosho 19th						
Active	Fleet	Fleet	30029	Taxi	D-2-110041	Neosho 20th						
Active	Fleet	Fleet	30030	Taxi	D-2-110042	Neosho 21st						
Active	Fleet	Fleet	30031	Taxi	D-2-110043	Neosho 22nd						
Active	Fleet	Fleet	30032	Taxi	D-2-110044	Neosho 23rd						
Active	Fleet	Fleet	30033	Taxi	D-2-110045	Neosho 24th						
Active	Fleet	Fleet	30034	Taxi	D-2-110046	Neosho 25th						
Active	Fleet	Fleet	30035	Taxi	D-2-110047	Neosho 26th						
Active	Fleet	Fleet	30036	Taxi	D-2-110048	Neosho 27th						
Active	Fleet	Fleet	30037	Taxi	D-2-110049	Neosho 28th						
Active	Fleet	Fleet	30038	Taxi	D-2-110050	Neosho 29th						
Active	Fleet	Fleet	30039	Taxi	D-2-110051	Neosho 30th						
Active	Fleet	Fleet	30040	Taxi	D-2-110052	Neosho 31st						
Active	Fleet	Fleet	30041	Taxi	D-2-110053	Neosho 32nd						
Active	Fleet	Fleet	30042	Taxi	D-2-110054	Neosho 33rd						
Active	Fleet	Fleet	30043	Taxi	D-2-110055	Neosho 34th						
Active	Fleet	Fleet	30044	Taxi	D-2-110056	Neosho 35th						
Active	Fleet	Fleet	30045	Taxi	D-2-110057	Neosho 36th						
Active	Fleet	Fleet	30046	Taxi	D-2-110058	Neosho 37th						
Active	Fleet	Fleet	30047	Taxi	D-2-110059	Neosho 38th						
Active	Fleet	Fleet	30048	Taxi	D-2-110060	Neosho 39th						
Active	Fleet	Fleet	30049	Taxi	D-2-110061	Neosho 40th						
Active	Fleet	Fleet	30050	Taxi	D-2-110062	Neosho 41st						
Active	Fleet	Fleet	30051	Taxi	D-2-110063	Neosho 42nd						
Active	Fleet	Fleet	30052	Taxi	D-2-110064	Neosho 43rd						
Active	Fleet	Fleet	30053	Taxi	D-2-110065	Neosho 44th						
Active	Fleet	Fleet	30054	Taxi	D-2-110066	Neosho 45th						
Active	Fleet	Fleet	30055	Taxi	D-2-110067	Neosho 46th						
Active	Fleet	Fleet	30056	Taxi	D-2-110068	Neosho 47th						
Active	Fleet	Fleet	30057	Taxi	D-2-110069	Neosho 48th						
Active	Fleet	Fleet	30058	Taxi	D-2-110070	Neosho 49th						
Active	Fleet	Fleet	30059	Taxi	D-2-110071	Neosho 50th						

Advanced Search Options & Utils

Column Name	Search	Σ
Status	<input type="text"/>	
Group	<input type="text"/>	
Sub Group	<input type="text"/>	
Asset Id	<input type="text" value="1500275"/>	
Type	<input type="text"/>	
ESN	<input type="text"/>	
Description	<input type="text"/>	
VIN	<input type="text" value="4204506246959.61"/>	
Serial#	<input type="text" value="12356"/>	
Last Message Date	<input type="text"/>	
City	<input type="text"/>	
Province	<input type="text"/>	
Country	<input type="text"/>	
Last Landmark Date	<input type="text"/>	
Last Landmark	<input type="text"/>	

# Asset Management

- Each tracking asset has its own document library to store images
  - Permits
  - Photos
  - Damage
  - Decals
  - Registration
  - Repairs
  - Etc....

The screenshot displays the 'Administration' section of the ITI Asset Management software. It shows the 'Details for Asset ID: 50001' page. The asset is a 'Trailer' with a 'Home Depot' description, located in Mississauga, ON, CA. The interface includes sections for 'USER FIELDS', 'DOCUMENTS', and 'BREADCRUMBS'. A 'Breadcrumb Map' shows the asset's location on a map with a pop-up window displaying its coordinates and details. At the bottom, there is an 'ASSET DETAILS' table with columns for Status, Category, Type, Sub, Desc, Action, Date, Exp, Status, Result, Responsible, Accountable, Consult, Inform, Completion, and PO#.

Status	Category	Type	Sub	Desc	Action	Date	Exp	Status	Result	Responsible	Accountable	Consult	Inform	Completion	PO#	ReferenceDoc
Active	Action	Task	Installation	Initial setup and configuration		2010-10-15 08:00:00	2010-10-15 08:00:00	Completed	Successful	Operations	Operations	Operations	Operations			0

# Tracking

- Available 24/7/365
  - Web-based
  - Any time
  - Unlimited Users
  - Any authorized computer
  - Anywhere in the world

Asset Tracking  
Where is

Asset where is

Found 50 item(s).

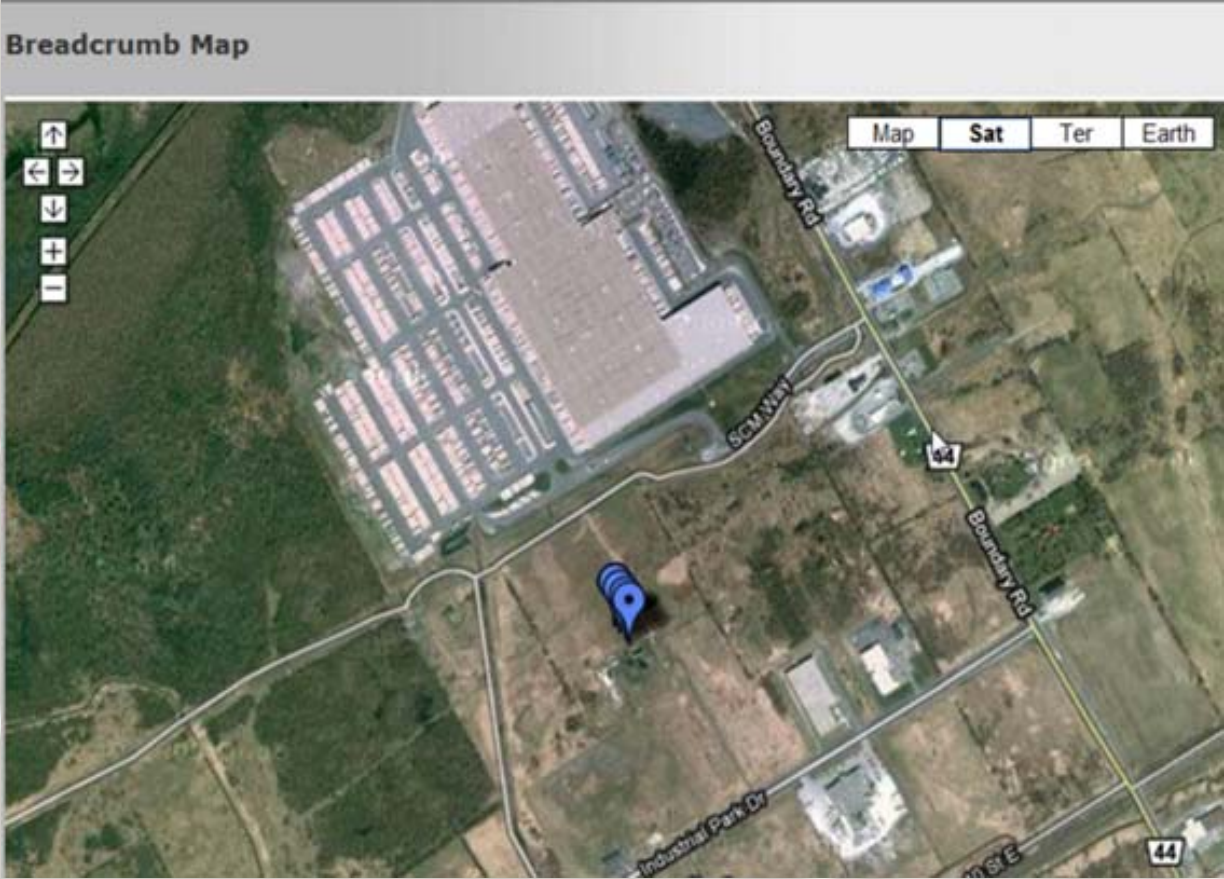
Status	Group	Sub Group	Asset Id	Type	ESN	Description	VIN	Serial#	Plate #	Last Message Date	City	Province	Country	Last Landmark Date	Last Landmark
Active	Fleet	Flatbed	10001	Trailer	D-0-1100653	A series	5564823	12356		2011-06-27 11:03:24	Sherwood	ON	CA	2011-06-23 17:10:00	OTR
Active	Fleet	Flatbed	10002	Trailer	D-0-1101223	Goose Neck Low boy	2155613	565125-a		2011-06-27 11:16:36	Pointe-Claire	QC	CA	2011-06-27 11:16:36	TRM_002
Active	Fleet	Flatbed	10003	Trailer	D-0-1101524	Bull rings	11212442	5413553		2011-06-27 11:14:30	Clarington	ON	CA	2011-06-21 23:03:54	OTR
Active	Fleet	Flatbed	10004	Trailer	D-0-1101074	Wide Load	212554351	54235135		2011-06-27 11:09:30	Brampton	ON	CA	2011-06-27 11:09:30	TRM_001
Active	Fleet	Flatbed	10005	Trailer	D-0-1102305	Wide Load xtra	51521035	542135		2011-06-27 11:19:36	Ottawa	ON	CA	2011-06-23 22:55:24	OTR
Active	Fleet	Flatbed	10006	Trailer	D-0-1100271	Heavy load 5 axle	3511321	213454151		2011-06-27 11:18:24	Vaughan	ON	CA	2011-06-23 11:19:06	OTR
Active	Fleet	Flatbed	10007	Trailer	D-0-1101117	Low boy, Heavy load	21315135	311315		2011-06-27 11:14:06	Moncton	NB	CA	2011-06-17 23:18:00	OTR
Active	Fleet	Flatbed	10008	Trailer	D-0-1101523	Lumber Series One	21351351023	1351531351-a		2011-06-27 10:57:24	Mississauga	ON	CA	2011-06-01 17:02:36	OTR
Active	Fleet	Flatbed	10009	Trailer	D-0-1101287	Lumber Series A	21315165	2135131		2011-06-27 10:55:24	Dartmouth	NS	CA	2011-06-24 23:18:06	OTR
Active	Fleet	Flatbed	10010	Trailer	D-0-1100781	Heavy load	13151	3132513541		2011-06-27 10:06:06	Toronto	ON	CA	2011-06-27 10:06:06	CST_002
Active	Fleet	Refer	20001	Trailer	D-0-1100827	Western group	32153123	313613163		2011-06-27 11:09:24	Ottawa	ON	CA	2011-06-22 17:11:45	OTR
Active	Fleet	Refer	20002	Trailer	D-0-1101399	Bull nose, type 1	321321513	31314315		2011-06-27 11:10:36	Brampton	ON	CA	2011-06-27 11:10:36	TRM_001
Active	Fleet	Refer	20003	Trailer	D-0-1101134	Bull nose type 1	32136541351	313103651		2011-06-27 11:08:06	Brampton	ON	CA	2011-06-27 11:08:06	TRM_001
Active	Fleet	Refer	20004	Trailer	D-0-1100809	bull nose type 2 - Carrier	3235143210	2131051521		2011-06-27 11:02:06	Brampton	ON	CA	2011-06-27 11:02:06	TRM_001
Active	Fleet	Refer	20005	Trailer	D-0-1100782	bull nose type 2 - Carrier	1313151	15135155-15		2011-06-27 11:12:06	Mississauga	ON	CA	2011-06-09 11:12:30	OTR
Active	Fleet	Refer	20006	Trailer	D-0-1100571	bull nose type 2 - Carrier	3135132	13512316531		2011-06-27 10:57:51	Regina	SK	CA	2011-06-20 11:03:36	OTR
Active	Fleet	Refer	20007	Trailer	D-0-1101385	Square nose type 1 - Thermal king	165131651	A16513515165		2011-06-27 11:09:36	Mississauga	ON	CA	2011-06-27 11:09:36	CST_001



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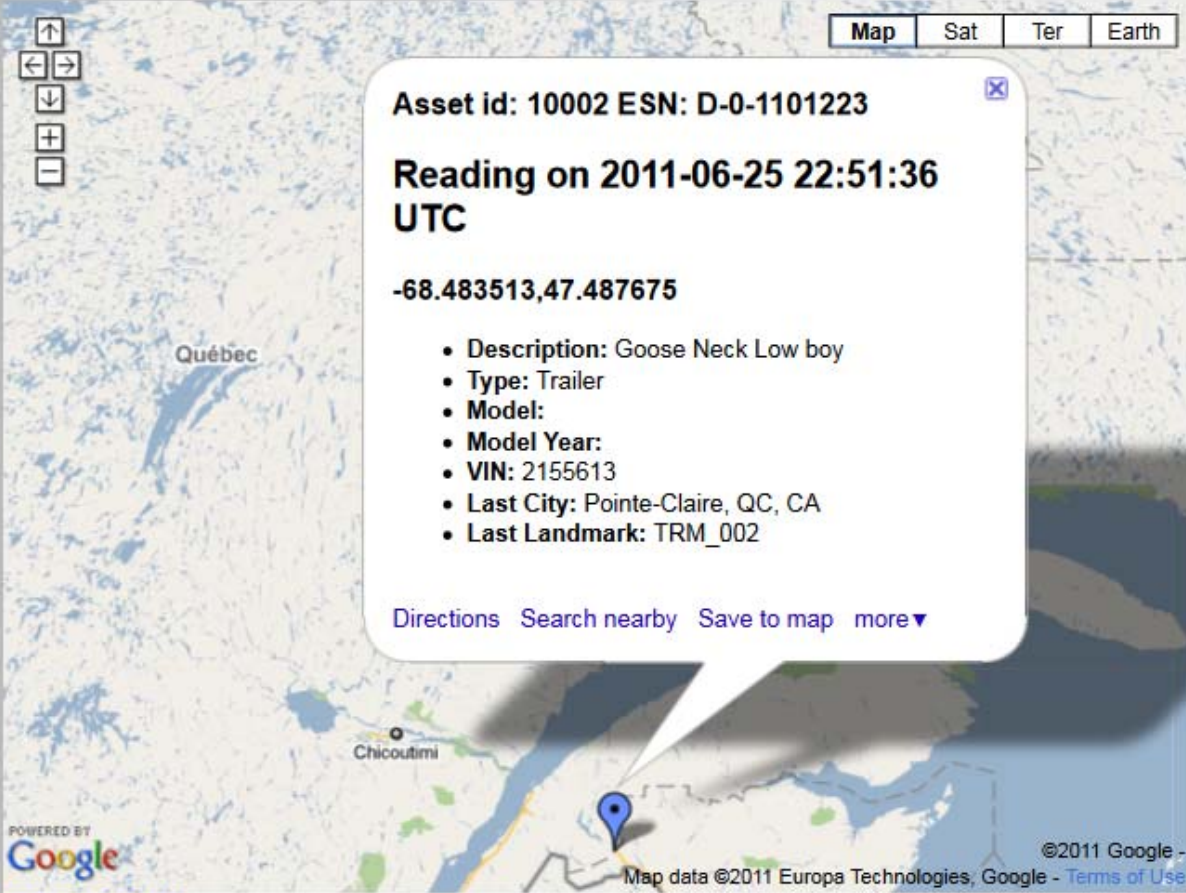


# Breadcrumb Map View



# Locate

**Breadcrumb Map**



The image shows a Google Maps interface with a popup window. The map is centered on a location in Québec, Canada, near Chicoutimi. The popup window contains the following information:

Asset id: 10002 ESN: D-0-1101223

Reading on 2011-06-25 22:51:36 UTC

-68.483513,47.487675

- **Description:** Goose Neck Low boy
- **Type:** Trailer
- **Model:**
- **Model Year:**
- **VIN:** 2155613
- **Last City:** Pointe-Claire, QC, CA
- **Last Landmark:** TRM\_002


Directions Search nearby Save to map more ▾

POWERED BY Google

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[View Larger Map](#)

# Yard Check



**Asset Tracking**  
Yard Check

Yard Check as of 2011-06-27 16:03:10

     Found 17 item(s).

<input type="checkbox"/> <u>Landmark</u>	<u>Group</u>	<u>Sub Group</u>	<u>Type</u>	<u>Count</u>
<input type="checkbox"/> <a href="#">CST_001</a>	Dedicated	53	Trailer	1
<input type="checkbox"/> <a href="#">CST_001</a>	Fleet	Refer	Trailer	1
<input type="checkbox"/> <a href="#">CST_002</a>	Fleet	48	Trailer	1
<input type="checkbox"/> <a href="#">CST_002</a>	Fleet	Flatbed	Trailer	1
<input type="checkbox"/> <a href="#">QTR</a>	Dedicated	53	Trailer	5
<input type="checkbox"/> <a href="#">QTR</a>	Fleet	48	Trailer	7
<input type="checkbox"/> <a href="#">QTR</a>	Fleet	53	Trailer	5
<input type="checkbox"/> <a href="#">QTR</a>	Fleet	Flatbed	Trailer	7
<input type="checkbox"/> <a href="#">QTR</a>	Fleet	Refer	Trailer	6
<input type="checkbox"/> <a href="#">TRM_001</a>	Dedicated	53	Trailer	3
<input type="checkbox"/> <a href="#">TRM_001</a>	Fleet	48	Trailer	1
<input type="checkbox"/> <a href="#">TRM_001</a>	Fleet	53	Trailer	5
<input type="checkbox"/> <a href="#">TRM_001</a>	Fleet	Flatbed	Trailer	1
<input type="checkbox"/> <a href="#">TRM_001</a>	Fleet	Refer	Trailer	3
<input type="checkbox"/> <a href="#">TRM_002</a>	Dedicated	53	Trailer	1
<input type="checkbox"/> <a href="#">TRM_002</a>	Fleet	48	Trailer	1
<input type="checkbox"/> <a href="#">TRM_002</a>	Fleet	Flatbed	Trailer	1

# Yard Check Inventory

**Asset Tracking**  
Yard Check by Landmark

Yard Check for TRM\_001 as of 2011-06-27 16:05:52

Found 13 item(s).

Status	Group	Sub Group	Asset Id	Type	ESN	Description	VIN	Serial#	Last Update	Days Not Moved
Active	Fleet	Flatbed	10004	Trailer	D-0-1101074	Wide Load	212554351	54235135	2011-06-27 11:09:30	0
Active	Fleet	Refer	20002	Trailer	D-0-1101399	Bull nose, type 1	321321513	31314315	2011-06-27 11:10:36	4
Active	Fleet	Refer	20003	Trailer	D-0-1101134	Bull nose type 1	32136541351	313103651	2011-06-27 11:08:06	1
Active	Fleet	Refer	20004	Trailer	D-0-1100809	bull nose type 2 -- Carrier	3235143210	2131051521	2011-06-27 11:02:06	2
Active	Fleet	53	30001	Trailer	D-0-1101089	Dry Van - Decker	31351321251	F1614316515	2011-06-27 11:00:36	4
Active	Fleet	53	30002	Trailer	D-0-1100259	Dry Van - Decker	3213651310651	2165123135	2011-06-27 10:54:54	4
Active	Fleet	53	30003	Trailer	D-0-1101402	Dry Van - Decker	316513251	511653	2011-06-27 11:03:06	2
Active	Fleet	53	30006	Trailer	D-0-1100572	Dry Van - Decker	846435516	351351351	2011-06-27 11:15:54	4
Active	Fleet	53	30009	Trailer	D-0-1100822	Dry Van - Decker	3513521	135135156	2011-06-27 11:01:54	9
Active	Fleet	48	40002	Trailer	D-0-1101104	Dry Van	351351365	3513515	2011-06-27 11:03:30	0
Active	Dedicated	53	50001	Trailer	D-0-1100304	Home Depot	351431	35431313	2011-06-27 11:05:36	1
Active	Dedicated	53	50003	Trailer	D-0-1101107	Home Depot	3135153	3151435153	2011-06-27 11:03:36	9
Active	Dedicated	53	50004	Trailer	D-0-1100228	Home Depot	351.31352	0351.1035	2011-06-27 11:10:06	0

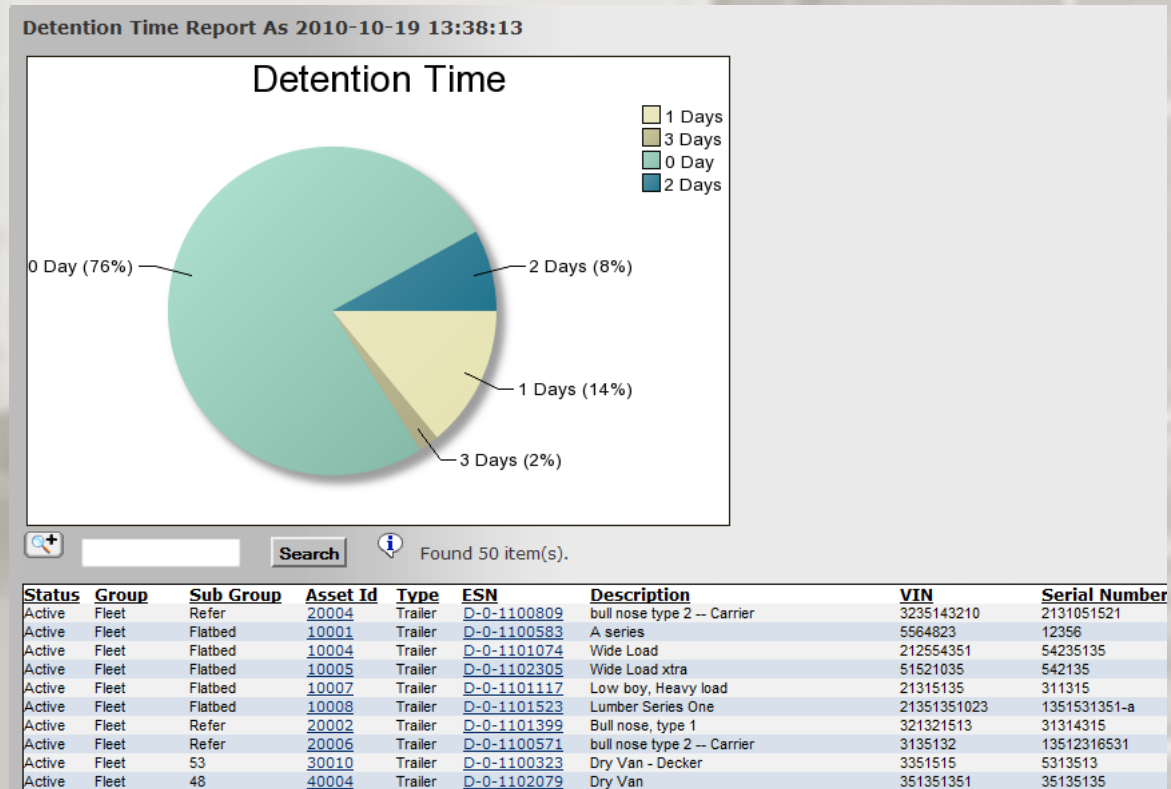


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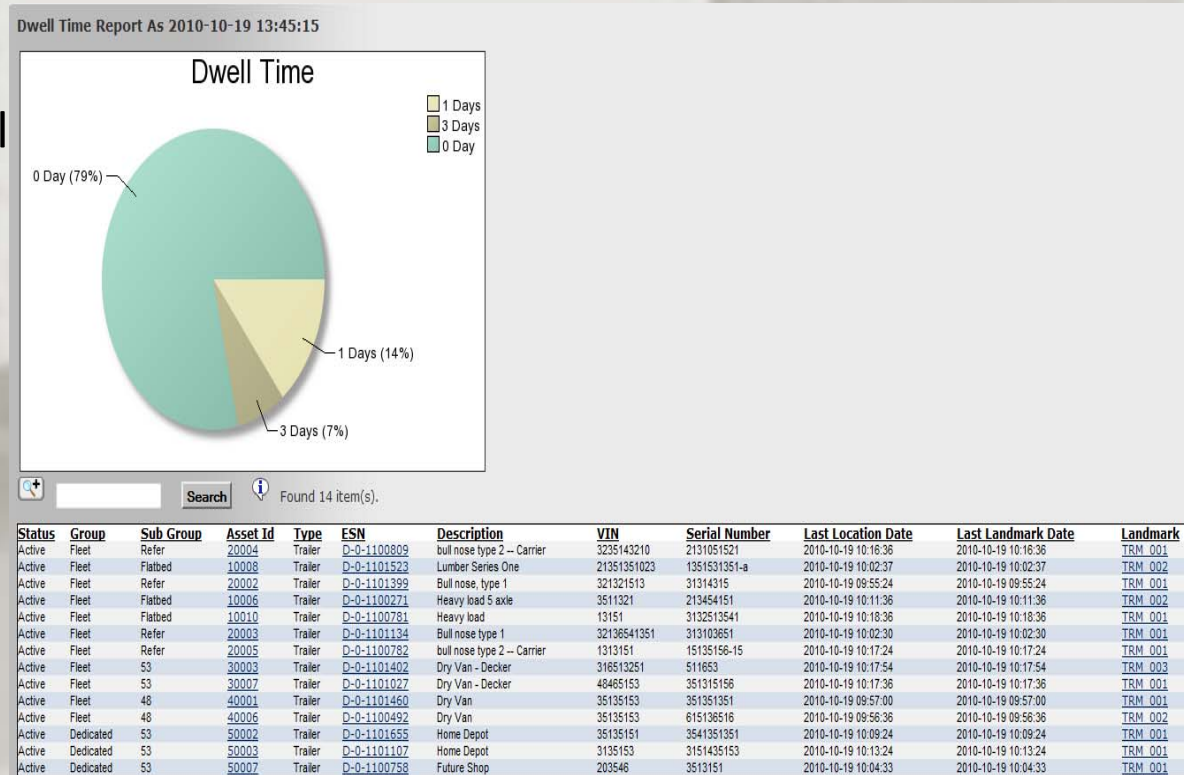
# KPI – Detention Time - Used For Billing Customers

- Something is NOT moving
  - Doesn't matter where it is
  - Factors in “Drift”
  - Customer Billing



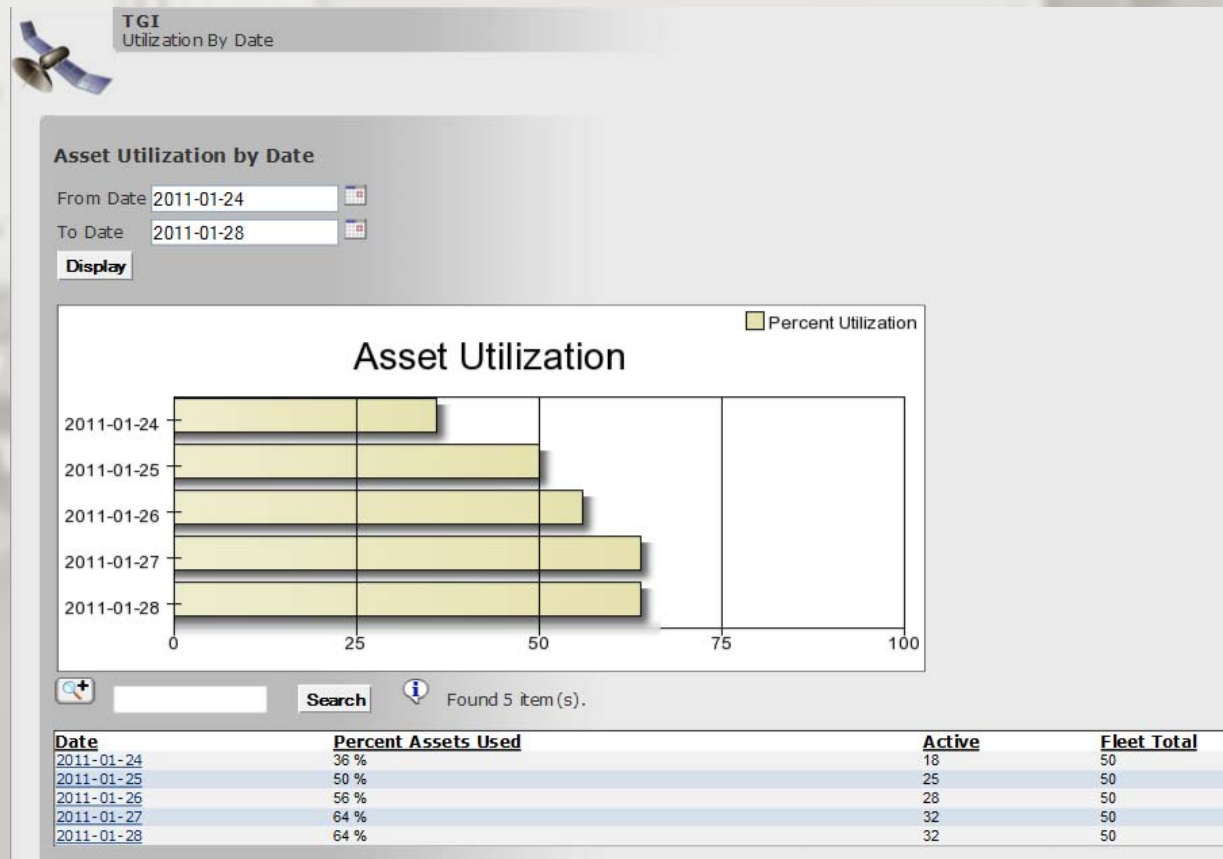
# KPI – Dwell Time - Used for Billing Customers

- Discover an asset that moves but has not left a yard
  - Asset may be in a large yard where it was moved or shunted but has not been utilized
- What is moving but not leaving a landmark = Dwell
- TGI Dwell Reports:
  - Improve the bottom line
  - Customer Billing
- Hoarding of assets = Dwell
- Mobile Warehousing = Dwell



# Asset Utilization

- Compares moving assets against static assets
- Performance measurement



# Asset Utilization: Where is?

- Last Location
- Last Landmark
- Last Report Date & Time

**Asset Tracking**  
Where is

Asset where is

Found 50 item(s).

Status	Group	Sub Group	Asset Id	Type	ESN	Description	VIN	Serial#	Plate #	Last Message Date	City	Province	Country	Last Landmark Date	Last Landmark
Active	Fleet	Flatbed	10001	Trailer	D-0-1100653	A series	5564823	12356		2011-06-27 11:03:24	Sherwood	ON	CA	2011-06-23 17:10:00	OTR
Active	Fleet	Flatbed	10002	Trailer	D-0-1101223	Goose Neck Low boy	2155613	565125-a		2011-06-27 11:16:36	Pointe-Claire	QC	CA	2011-06-27 11:16:36	TRM_002
Active	Fleet	Flatbed	10003	Trailer	D-0-1101524	Bull rings	11212442	5413553		2011-06-27 11:14:30	Clarington	ON	CA	2011-06-21 23:03:54	OTR
Active	Fleet	Flatbed	10004	Trailer	D-0-1101074	Wide Load	212554351	54235135		2011-06-27 11:09:30	Brampton	ON	CA	2011-06-27 11:09:30	TRM_001
Active	Fleet	Flatbed	10005	Trailer	D-0-1102305	Wide Load xtra	1521035	542135		2011-06-27 11:19:36	Ottawa	ON	CA	2011-06-23 22:55:24	OTR
Active	Fleet	Flatbed	10006	Trailer	D-0-1100271	Heavy load 5 axle	3511321	213454151		2011-06-27 11:18:24	Vaughan	ON	CA	2011-06-23 11:19:06	OTR
Active	Fleet	Flatbed	10007	Trailer	D-0-1101117	Low boy, Heavy load	21315135	311315		2011-06-27 11:14:06	Moncton	NB	CA	2011-06-17 23:18:00	OTR
Active	Fleet	Flatbed	10008	Trailer	D-0-1101523	Lumber Series One	21351351023	1351531351-a		2011-06-27 10:57:24	Mississauga	ON	CA	2011-06-01 17:02:36	OTR
Active	Fleet	Flatbed	10009	Trailer	D-0-1101287	Lumber Series A	21315165	2135131		2011-06-27 10:55:24	Dartmouth	NS	CA	2011-06-24 23:18:06	OTR
Active	Fleet	Flatbed	10010	Trailer	D-0-1100781	Heavy load	13151	3132513541		2011-06-27 10:06:06	Toronto	ON	CA	2011-06-27 10:06:06	CST_002
Active	Fleet	Refer	20001	Trailer	D-0-1100827	Western group	32153123	313613163		2011-06-27 11:09:24	Ottawa	ON	CA	2011-06-22 17:11:45	OTR
Active	Fleet	Refer	20002	Trailer	D-0-1101399	Bull nose, type 1	321321513	31314315		2011-06-27 11:10:36	Brampton	ON	CA	2011-06-27 11:10:36	TRM_001
Active	Fleet	Refer	20003	Trailer	D-0-1101134	Bull nose type 1	32136541351	313103651		2011-06-27 11:08:06	Brampton	ON	CA	2011-06-27 11:08:06	TRM_001
Active	Fleet	Refer	20004	Trailer	D-0-1100809	bull nose type 2 -- Carrier	3235143210	2131051521		2011-06-27 11:02:06	Brampton	ON	CA	2011-06-27 11:02:06	TRM_001
Active	Fleet	Refer	20005	Trailer	D-0-1100782	bull nose type 2 -- Carrier	1313151	15135156-15		2011-06-27 11:12:06	Mississauga	ON	CA	2011-06-09 11:12:30	OTR
Active	Fleet	Refer	20006	Trailer	D-0-1100571	bull nose type 2 -- Carrier	3135132	13512316531		2011-06-27 10:57:51	Regina	SK	CA	2011-06-20 11:03:36	OTR
Active	Fleet	Refer	20007	Trailer	D-0-1101385	Square nose type 1 - Thermal king	165131651	A16513515165		2011-06-27 11:09:36	Mississauga	ON	CA	2011-06-27 11:09:36	CST_001

# ROI Calculator

ROI Dwell Time Report  
ROIJDWELL

**DWELL Return on Investment**  
as of 2011-05-09 22:38:11 UTC

Costing	Potential Revenue	Totals
Total Cost \$5315.00	Total Revenue \$1650.00	
Total Cost Days 220	Total Revenue Days 22	Total Days 220
Total Asset Count 91	Total Revenue Asset Count 16	Total Asset Count 91

Found 11 item(s).

Group	Sub Group	Type	Cost	Cost Days	Cost Count	Potential Revenue	Potential Revenue Days	Potential Revenue Count	Total # of Assets	Total Days
CHASSIS	FREIGHTWORKS	3X	87.50	7	1	0.00	0	0	1	7
CHASSIS	FREIGHTWORKS	CHASSIS	412.50	15	4	0.00	0	0	4	15
CONTAINER	FREIGHTWORKS		302.50	11	7	0.00	0	0	7	11
CONTAINER	FREIGHTWORKS	CONTAINER	525.00	42	8	150.00	2	1	8	42
TRAILER	CITY	2X	247.50	9	5	0.00	0	0	5	9
TRAILER	CONTRACT	1X	27.50	1	1	0.00	0	0	1	1
TRAILER	CONTRACT	3X	880.00	32	13	450.00	6	6	13	32
TRAILER	FREIGHTWORKS	3X	302.50	11	7	0.00	0	0	7	11
TRAILER	HIGHWAY	2X	457.50	17	8	150.00	2	2	8	17
TRAILER	HIGHWAY	3X	742.50	27	18	0.00	0	0	18	27
TRAILER	PARCEL	2X	1320.00	48	19	900.00	12	7	19	48

ROI Detention Time Report  
ROIDETENTION

**DETENTION Return on Investment**  
as of 2011-05-09 22:40:25 UTC

Costing	Potential Revenue	Totals
Total Cost \$11977.50	Total Revenue \$1650.00	
Total Cost Days 507	Total Revenue Days 22	Total Days 507
Total Asset Count 175	Total Revenue Asset Count 16	Total Asset Count 175

Found 12 item(s).

Group	Sub Group	Type	Cost	Cost Days	Cost Count	Potential Revenue	Potential Revenue Days	Potential Revenue Count	Total # of Assets	Total Days
CHASSIS	FREIGHTWORKS	3X	550.00	44	8	0.00	0	0	8	44
CHASSIS	FREIGHTWORKS	CHASSIS	522.50	19	6	0.00	0	0	6	19
CONTAINER	FREIGHTWORKS		2420.00	88	38	0.00	0	0	38	88
CONTAINER	FREIGHTWORKS	CONTAINER	1087.50	87	14	150.00	2	1	14	87
TRAILER	CITY	2X	385.00	14	7	0.00	0	0	7	14
TRAILER	CONTRACT	1X	27.50	1	1	0.00	0	0	1	1
TRAILER	CONTRACT	2X	82.50	3	1	0.00	0	0	1	3
TRAILER	CONTRACT	3X	1320.00	48	19	450.00	6	6	19	48
TRAILER	FREIGHTWORKS	3X	550.00	20	9	0.00	0	0	9	20
TRAILER	HIGHWAY	2X	522.50	19	10	150.00	2	2	10	19
TRAILER	HIGHWAY	3X	2832.50	103	38	0.00	0	0	38	103
TRAILER	PARCEL	2X	1677.50	61	24	900.00	12	7	24	61

*Typical ROI from TGI is discovered in one to two months Typically +/- \$600 Cost Per Trailer*

# Maintenance Battery Check and Report

## Lithium Easy Replacement

TGI - Intelligent Asset Man... my.tgi-connect.com --

my.tgi-connect.com/menu/index.html?SessionID=4702006fad36c97efbeafaba5293a21a88f922aaMdfBMXwR11Y%3D%0A&MID=tgi\_maintu&CMID=TRKBATTERY

resperonics - Googl... Gmail - Inbox (1328)... New folder ARKNAV Internation... Walsh Wireless | Veh... Illume Software Ne... Web Safety Ontario drivers still ... Other bookmarks

TGI

Asset ID#

Account #

Welcome Michael

Announcements Tracking Tutorials ROI Maintenance Library Admin

Assets

- List
- Units not responding

GPS Unit

- Battery check
- Replace Battery

TGI Asset Battery Check

Asset Battery Check

Found 50 item(s).

1 2 >>

Group	Sub Group	Asset Id	Type	ESN	Description	VIN	Serial#	Pulse Count	Estimated Battery Life (days)	Days in Days not Servicing	Max responding Pulses	Last Message Date
Fleet	Flatbed	10001	Trailer	D-0-1100653	A series	5564823	12356	752	824	271	0	2190 2011-07-15 10:58:30
Fleet	Flatbed	10002	Trailer	D-0-1101223	Goose Neck Low boy	2155613	565125-a	783	824	271	0	2190 2011-07-15 10:52:36
Fleet	Flatbed	10003	Trailer	D-0-1101524	Bull rings	11212442	5413553	783	459	271	0	2190 2011-07-15 11:09:30
Fleet	Flatbed	10004	Trailer	D-0-1101074	Wide Load	212554351	54235135	817	459	271	0	2190 2011-07-15 11:13:18
Fleet	Flatbed	10005	Trailer	D-0-1102305	Wide Load xtra	51521035	542135	796	824	271	0	2190 2011-07-15 11:01:54
Fleet	Flatbed	10006	Trailer	D-0-1100271	Heavy load 5 axle	3511321	213454151	824	824	271	0	2190 2011-07-15 11:04:00
Fleet	Flatbed	10007	Trailer	D-0-1101117	Low boy, Heavy load	21315135	311315	763	824	271	0	2190 2011-07-15 11:18:06
Fleet	Flatbed	10008	Trailer	D-0-1101523	Lumber Series One	21351351023	1351531351-a	816	459	271	0	2190 2011-07-15 11:15:06
Fleet	Flatbed	10009	Trailer	D-0-1101287	Lumber Series A	21315165	2135131	805	824	271	0	2190 2011-07-15 11:07:24
Fleet	Flatbed	10010	Trailer	D-0-1100781	Heavy load	13151	3132513541	638	824	271	0	2190 2011-07-15 10:17:06

11:08 AM  
15/07/2011

# TGI Solution Outstanding Features

- Yard Check
  - Client's and Customer's Yards
- Where is 'Locating/Tracking'
- Detention Time
  - Client's and Customer's Yards
  - Calculates billing data
- Dwell Time
  - Client's and Customer's Yards
  - Calculates billing data
- Asset Utilization
  - Client's and Customer's Yards
- Reporting: **Push** or **Automatic** or On Demand When & Where you need it
- Integration to Client back end or transportation system (Optional)
- Data Agnostic and integrates with all other previously installed tracking units
- No cost application update
- Easy installation

# Asset Tracking in the TGI/ITI Model

- Lower cost yet robust product web-based offering: Anywhere, Anytime
- Support any data stream from competitive trailer tracking solution
  - Agnostic to the tracking device
- Gather, consolidate and make relevant the data in order to create business information for valid decision making
- Information is pushed or pulled on demand with graphs and data (24/7)
- Personal and customizable layouts
- Clients can create their own users at no additional cost
- One stop shopping for analytics, information, and documents related to Client's trailers
- Unlimited Growth built to meet your needs for Performance & Totally Scalable
- Track assets: Dry Vans, Containers, flat bed, chassis etc...

# A Robust, Simple, Yet Solid Cost Efficient Solution

Trailer Tracking From TGI/ITI:

Training:       - Web-based - Short Learning Curve  
                  - Self Installation Video

- Automatic Push Reports to Email When & Where you wish!
- Return on Investment Calculation Charts for Billing
  - Dwell
  - Detention
- Battery Status Reports (Long Lasting Untethered Assets)
- Unlimited Geo Fences/Landmarks
- Documentation
- Service & Support (24/7)
- Administration
  - Unique User ID & Password
  - Preferences
  - Multilingual (English, French, Spanish)

All-in **'Nothing Upfront'** Bundled Pricing - No Impact on Capital Budgets

# ROI For TGI-Connect Trailer /Asset Tracking

- Affordable & Reliable Device & App
- Improve utilization by reduced unnecessary trailer purchases
- Lower trailer to tractor ratio
- Reduce security costs associated with trailer and cargo theft
- Lower insurance premiums tracking & security measures
- Reduce misplaced trailer's cost associated w/ searching
- Reduce Capital Expenses
- Increase productivity of operations staff
- Improve and Lower maintenance costs by knowing utilization
- Eliminate 'Lost' Assets
- Exact location & Yard Checks
- Indisputable Detention & Dwell Billing
- Reduce fuel costs by effective dispatching
- Improve driver utilization
- Knowledge of shipment location
- Improve 'On Time' Delivery
- Improve Customer Service
- Total Cost Effective - A solid



Investment  
**THE POWER OF SIMPLE**



# Questions & Answers

## Thank You

*Trucking companies that utilize Trailer Tracking ARE more Profitable*

*So contact us today to begin saving!*

Contact us:

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www.itiinternational.com

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