



TOTAL COST OF OWNERSHIP

{ HEAVY DUTY ALIGNMENT SYSTEMS }

THE BEE LINE METHOD

FIG. 1: CENTERLINE PHILOSOPHY: OFF FRAME

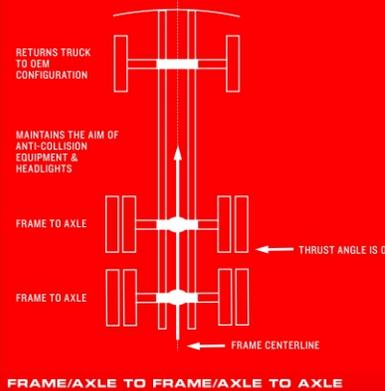
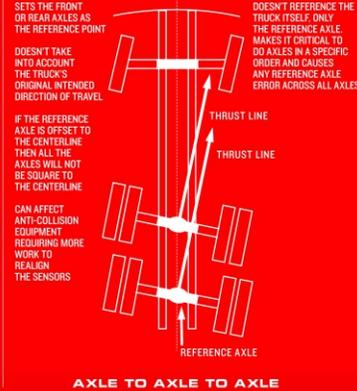


FIG. 2: WHEEL-TO-WHEEL PHILOSOPHY: OFF AXLE



Gauging System Purchase

Centerline Alignment - TMC Method

\$35,400



Training & Installation

\$0



Maintenance Costs

\$0

- Calibration
- Software Upgrades
- Troubleshooting (1-800 Phone Call)



Hidden Costs

\$0

- Complies with TMC Recommended Procedures
- Minimize Downtime
- No Dog Tracking

EQUIPMENT LIFE TOTAL = \$35,400

(10 Years)

+ Additional Profit Potential!

- Jack Up Truck to Inspect Suspension = Parts Sales
- Parts & Labor can surpass alignment revenue 2 to 1!
- Major Dollars vs. Rolling Runout Method
- ROI Increases Dramatically w/ Parts Replacement



Gauging System Purchase

Thrust Angle Alignment - Who Recommends?

\$51,500



Training & Installation

\$0



Maintenance Costs

\$1,500/yr

- Calibration - \$500
- Software Upgrades - \$500
- Troubleshooting - \$500



Hidden Costs

\$3,000/yr

- No Suspension Inspection = Potential Warranty Issues
- Significant Downtime while waiting for Serv. Tech to Arrive
- No Way to Correct Camber = Lost Business Opportunity
- Out of Calibration and Unaware of it = Warranty Issues

EQUIPMENT LIFE TOTAL = \$96,500

(10 Years)

VS.

BENEFITS OF OWNERSHIP

✓ Lower Cost of Ownership

- Built-in Calibration Bar – eliminates expensive service calls – tech controlled, not service rep. TMC advises that “calibration is the key maintenance factor regarding wheel alignment diagnostic equipment.” And that “all measuring devices must be checked for calibration according to the equipment manufacturer’s procedure - preferably immediately before use.”
- Can align cars to class 8 tractors & trailer with one machine and one set of heads (LC7580).
- Windows based, off-the-shelf computer system. No need to purchase expensive proprietary replacement computers to run the exclusive alignment software.
- Software updates provided at no additional charge.
- No costly service contracts.

✓ Easy to Use & Train

- Help Videos available 24/7 to technicians.
- Press F1 help key to instantly access more information at any point during the alignment process.
- Professional Alignment/ Frame Correction Training is available at the Factory's Training Center or On-site.

✓ Designed for the Way Trucks are Built

- Maximize tire performance & fuel efficiency & driver handling.
- Two wheel or four wheel alignment systems.
- Centerline Alignment method designed for the way trucks are built.
- Wireless measurements up to 1,000 feet.
- Axle correction for caster & camber. Without it, what do you tell a customer when camber is out of spec?
- Single-axle, Multi-axle, Twin Steer, Tag Axles, and Trailers.

✓ Minimize Downtime

- Local availability - computer, keyboard, monitor.
- Remote Diagnostics and On-Board Assist.



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