



New Way Trucks Demonstrator Program

New Way Trucks believes that demonstrations sell trucks and therefore invests heavily in its live demonstrator unit program. New Way typically has up to 20 new trucks in its demo fleet circulating around the Country for use by the Dealer network. These are not spare trucks; demonstrators are designed to showcase the features and benefits of the New Way product to potential end users in actual collection route environments. New Way provides this demo tool to its Dealers along with the support of a New Way Regional Sales Manager (RSM) to assist with customer communication and Dealer Representative training and education.

Although the demo unit is solely owned by New Way, the demonstrator program is a partnership with our Dealer network, and we ask dealers to treat the New Way demo unit as their own. While the demo unit is assigned to and in a dealer's possession:

- Dealer is responsible for freight to their location and compliance with all local and state regulations and any necessary permits and vehicle registrations (i.e.: dealer license plate);
- Dealer is responsible for vehicle cleanliness and appearance, inside and out. Unit should always be emptied daily of all materials collected during demo and cleaned prior to shipment;
- Dealer is responsible for providing a secure storage location for the unit;
- Dealer is responsible for preventative maintenance to chassis and body while in its possession including any New Way released updates and shall complete a condition report upon receipt and transfer of vehicle;
- Dealer is responsible for providing sales support to participate in the demonstration, including a representative to meet, train, and assist driver with proper vehicle operations. The unit should never be left unattended;
- Dealer shall meet the insurance requirement of \$1 million in liability and damage coverage, naming Scranton Manufacturing as additional insured and loss payee on insurance certificates;
- Dealer is responsible for providing RSM with a demo report for each demo conducted, this includes at a minimum:
 - Date(s) of demonstration
 - Customer name and primary contact
 - Customer address
 - Route information
 - Number of homes, yards, or containers collected
 - Weight of materials collected
 - Starting and ending engine hours and miles

Dealers should coordinate demo requests with their New Way RSM so they can be scheduled logistically. We will make every effort to provide a demo at the time and location desired, however in the event of a conflict, priority will be given based on opportunity, territory, and previous dealer engagement.

We understand that other manufacturers charge dealers for use of their demo units. New Way believes in supporting our dealer network in as many ways possible, including the use of demonstrators free of charge. Thank you for your cooperation and continued support of New Way!

Please contact your RSM's for questions or to schedule a demo.