



Inherently. Green.

Imagine a greener planet by just reducing the fuel used in the 12,000 refuse trucks on the roads across the United States. Did you know that an average heavy duty refuse truck consumes 9800 gallons of diesel each year, driving an average of two miles per gallon? **Parker's RunWise® Advanced Series Hybrid Drive System**, was developed for residential refuse collection and its environmental impact is seriously noteworthy. If RunWise replaced 50% of the current U.S. refuse vehicles, we could reduce up to 330,000 tons of CO² emissions (yes, we said 330,000 tons). Now that's a real impact!

Parker's hydraulic hybrid system is the solution to tomorrow's energy challenges. Our technology was developed to get you closest to zero emissions, period. It isn't about using one fuel source versus another for Parker. The RunWise technology is fuel agnostic, meaning it technically could run off of vegetable oil or CNG, with the right engine and the right calibration. So there you have it, fleets using Parker's RunWise can make a true impact on OUR future and without impacting performance (and we just might put some extra dollars in your pocket).

To learn more visit us at parkerhybrid.parker.com



ENGINEERING **YOUR** SUCCESS.



Smooth Ride. Peak Performance.

Do your drivers have concerns about the drive of their truck? Is the wear and tear on your work trucks braking you down? Are residents complaining about the noise of the garbage trucks in their neighborhoods in the early hours of the morning?

Well, you should strongly consider **Parker's RunWise® Advanced Series Hybrid Drive System**. It can make life just a little easier for you (actually, a lot easier). RunWise offers a distinctive drivetrain that is a significant improvement over standard technologies for the fleet, driver and the community.

You want to know how RunWise can do what seems to be the impossible, right? Well the answer is simple. Parker's hydraulic hybrid system has three unique drive modes that provide greater efficiency and a superior driving experience. The two low speed modes (up to almost 45 mph) use stored kinetic energy recovered from braking events and drives the truck hydrostatically. Above speeds of 45 mph, the system drives in mechanical mode like a conventional automatic transmission. The results are quick acceleration, smooth and controlled braking, and reduced noise inside and outside the cab. That makes for happy drivers and a happy community.

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Got Fuel Costs? We Can Help You There.

Have you ever considered how much energy it takes to stop a 60,000 pound monster of a truck (let's just say it isn't your mother's minivan)? What if you could capture and reuse the energy from stopping this 380 horsepower machine? **Parker's RunWise® Advanced Series Hybrid Drive System** offers you this opportunity. And why is this a big deal? For every second, minute, hour you are using the recovered brake energy, you are using significantly less fuel. Let's think about the number of stops (braking events) that a refuse truck makes in a day: 300, 400, 500, 600 still counting? Existing fleets who have automatic side loaders equipped with RunWise technology have realized an average savings of 43%. Parker thinks that's a big deal with the average refuse truck consuming 9800 gallons of diesel per year.

How does Parker's hydraulic hybrid system work? We take over 70% of the energy used to stop this enormous work truck and convert it into power to propel the vehicle forward. When using the stored energy, the engine runs just above idle, burning significantly less diesel.

RunWise loves to stop and start as many times as it can during a route. The more stops the better the savings. Parker believes that you can use those savings to invest in your business and your people.

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Jumpstart your Productivity!

Before RunWise®, Parker's Advanced Series Hybrid Drive System, it wasn't possible to do more with less fuel, but now you can finish collection routes with nearly half the fuel you would have consumed and in less time. Vehicles equipped with Parker's hydraulic hybrid system save fuel while benefitting from quick launches and smooth braking. This enables fleets to be more effective and complete their activities in record time, increasing productivity up to 15%.

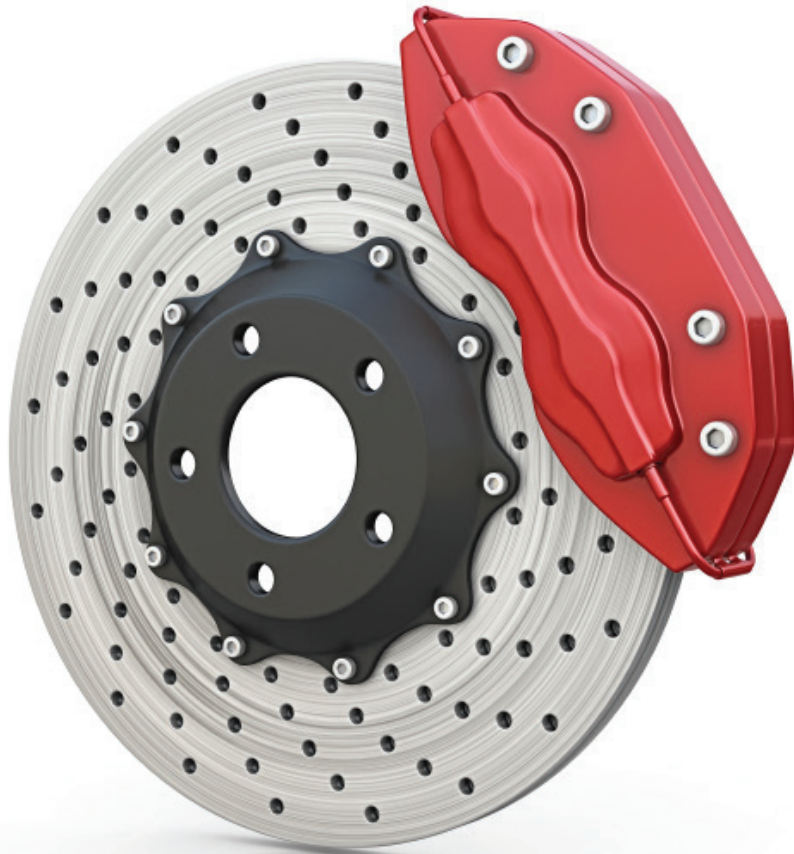
So you know RunWise offers best in class fuel savings, but productivity seems like a stretch? Well, unlike a conventional automatic transmission with a torque converter, RunWise has no lag time in between pressing on the throttle and propelling forward. The truck uses the stored energy to accelerate and gives you power instantaneously, helping your fleet quicken its collection time.

Drivers love the responsiveness and fleets have a necessity, with expenses on the rise, to reduce costs wherever they can. Imagine if you had an extra 30-60 minutes per shift, what could you do with that productivity? You could enhance routes to finish more stops throughout the day, and/or pay less in variable costs. Or optimize your fleet size ultimately improving your organization's bottom line, no matter how you look at it!

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Start. Stop. Start a Revolution!

Imagine for a moment eliminating the need to take your truck out of service for its routine brake replacements. Whether you replace brakes once a year or four times a year, it must be done. What if Parker were to tell you (we are telling you) that you could save your brakes, time and money? **Parker's RunWise® Advanced Series Hybrid Drive System** has seriously shifted the paradigm as it relates to preventative brake maintenance.

Parker's hydraulic hybrid system takes care of the hard work and significantly increases the life of the brake system. As RunWise slows down the truck, it stores that brake energy. As a result, the refuse truck uses very little of the traditional braking system. Current fleets that have vehicles equipped with Parker's RunWise expect their brakes to last upwards of six years before maintenance*. Now, that's a huge benefit to look forward to, one brake change during the life of the truck. Parker's innovative technology is poised to help reduce maintenance and keep your work trucks on the road!

*Average Refuse Truck Life Time of 10 years

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Introducing Parker's RunWise® Sales Blitz 2012-13

Let us help you:

Drum up new business opportunities
Meet potential new clients and leads

Help existing clients move forward with their sales decision

5 Easy Steps

- 1.** Choose 2-3 dates that work best for you and identify at least 10 customers
- 2.** Reserve venue (could be your place!)
- 3.** Send invites 30 days prior & follow up 15 & 2 days prior to event
- 4.** E-mail # of attendees to RunWise@parker.com
- 5.** Have your demo clean and ready to show off on event day!

Parker Support

- Approve selected dates
- Create flyers for event
- Provide refreshments
- Provide subject matter experts

Parker Hybrid Drive Systems
Coming to a Dealer Near You!

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Drive It Over the Finish Line, with Financing.

Parker understands that in today's uncertain times, it may be a challenge to invest in capital projects, even those that will ultimately reduce your bottom line and free up cash in the long haul. Having financing alternatives available helps you get over that hurdle, optimize cash flow and provide flexibility in how you manage your bottom line.

Parker's partnership with Wells Fargo can accelerate the benefits of **Parker's RunWise® Advanced Series Hybrid Drive System**. Wells Fargo offers a comprehensive range of products whether it be financing or leasing that can be tailored to your specific business needs. It can range from a low monthly payment to using your RunWise savings to cover your financial obligation (requiring no outlay of cash from you).

Parker has a deep tradition of investing in the development of technologies that are energy efficient, reduce energy demand and meet environmental challenges. Parker Hannifin's Hybrid Drive Systems Division is a leader in hydraulic hybrid systems for the work truck market. Our RunWise product, developed specifically for refuse and recycling collection, produces results that hold true to our promise of providing superior value to our customers.

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