SWANA Safety Symposium

Safety Innovations at New Way Trucks

Don Ross
Vice President
McLaughlin Family Companies and New Way Trucks

March 21, 2019
• Founded 1971
• 13 Brands
• 400 Employees
• +400,000 square feet
• New Way Trucks
  • Largest privately-held manufacturer in USA
  • Fastest growing
• 45 North American New Way dealers
• Manufacturing Joint Ventures in Mexico and China
• Exclusive global distributor RotoPAC
• (+300 REL for Beijing Olympics)
• Latin America, Caribbean, Middle East, Africa, Australia
Don Ross
Vice President Sales & Marketing

- 32 years experience
  - Private hauler
  - Municipal collection
  - Consultant to the industry
- SWANA International Board
- SWANA Collection & Transfer Technical Division Director
- NWRA Board of Trustees
- NWRA Supplier Board of Governors
Industry Safety Standards

- Solid Waste industry complies with ANSI specifications for mobile equipment safety
- New Way is actively involved in establishing and refining ANSI standards
- In addition to ANSI compliance, New Way works with end users and its dealer network on continual product development and innovation.
- 15-person engineering team
- “At the end of the day, everyone in the industry needs to go home safe”
Redundant Indicators: Arm not stowed; tailgate ajar
- CanBUS display
- Separate light
- Optional audio warning
PTO on/off reset switch:
If the E-stop is engaged, the PTO must be reset through a Forced Command.
No Automatic restart of equipment. Open doors, etc.
Proximity Switches: Indicate to operator components out of position
- Side access door prox

Other positional proxs include:
- Tailgates (all models)
- Arms (Mammoth)
- Fingers (Mammoth)
- Grippers (Sidewinder, RotoPAC)
- Access doors (all models)
- Top door (Mammoth)
Operator Controls:
- Ergonomic
- Ease of use
- Intuitive

Example:
- Sidewinder joystick control
  Deadman switch prevents unintended operation
- Defeated by a rubber band!
- Added timeout switch
New Way Trucks
Innovation & Customization

90 percent of orders are custom with feedback from Customers
Operator Controls:
- Ergonomic
- Ease of use
- Intuitive

Example:
- Sidewinder joystick control
- Deadman switch eliminated
- Operator presence, capacitive control – touch activated!
- All surfaces
Pedestrian guards: (all models)
Tailgate drip pans: Redundant spill protection
Full Tailgate Seals (all models)
Upper Seal
Lower Seal
Cylinder covers eliminate pinch points
Larger, ergonomic grab handles

Largest standard riding steps in industry; customizable!
Hearing protection:
- Low RPM pumps to reduce in-cab noise and neighborhood issues
- CNG also reduces noise pollution
No Faults

Arm out of position

Tailgate Ajar

New CanBUS Interactive Display
- Stores fault codes
- More intuitive
- Exception-based
- Designed for technicians and troubleshooting
New CanBUS display
Custom hopper covers
- Load containment
- Prevent blowing debris
Sidewinder Arm – built for Driver Comfort

- Frame-mounting
- Smoothest, most durable arm in the industry
Custom light packages
- Brighter
- Energy-efficient
- LED

Various camera configurations
- Integrate with all camera co’s
- Improve driver situational awareness, visibility
- Alley, cab, tailgate, blindspot
In-cab air controls; keep operator in cab with automatic tailgate locks
Ladder-deploy prox switch
COBRA™ HC
• High Compaction

HEAVY DUTY MEETS HIGH COMPACTION

HINO XL SERIES
- 4.9 TURBO DIESEL
- COLLISION MITIGATION SYSTEM
- ELECTRONIC STABILITY CONTROL
- LANE DEPARTURE WARNINGS
- HINO INSIGHT MANAGEMENT TOOLS
- HINOWATCH 24/7 ASSISTANCE
- HINOCARE PREVENTIVE MAINTENANCE
- HINO 5 YEAR WARRANTY

NEW WAY
Driving The Difference

COBRA™ HC BODY
- FASTEST, STRONGEST, AND LIGHTEST COBRA EVER
- 25 CUBIC YARD REAR LOADER
- UP TO 1,000 LB. PER YARD COMPACTION
- WIDE BO-NICH, INSIDE CYLINDER TAILGATE
- HINO 3/4 YARD HOPPER
- FAST 21 SECOND PACK CYCLE

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TUCKAWAY® TIPPER-BAR LIFTER
Electric – BYD, Recology, New Way Trucks Innovation

First Electric Refuse Truck – Pacific Northwest
Body & Chassis Integration - New Way Trucks Innovation

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Autocar Trucks fully-integrated with New Way
- Faster order to delivery time
- Maximize your uptime
- Reduces complexity of wiring and routing
- Reduces need for extensive PDL, reducing labor costs
- No shopping, changing frame to install body

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www.AutocarTruck.com

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GET THE POWER OF ONE™ DIFFERENCE

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Thank You!

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