

# ***SWANA Safety Symposium***

## ***Safety Innovations at New Way Trucks***

***Don Ross***

***Vice President***

***McLaughlin Family Companies and New Way Trucks***

***March 21, 2019***



***NEW WAY***



*In Company of Strength.*



- **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

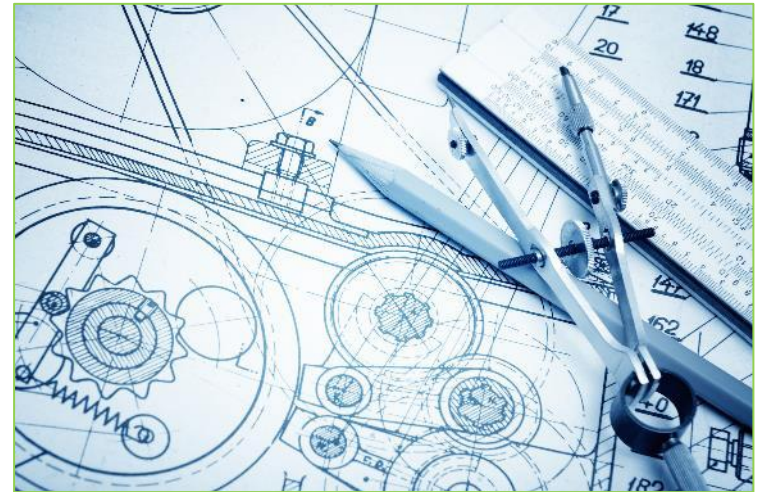
- **32 years experience**
  - Private hauler
  - Municipal collection
  - Consultant to the industry
- **SWANA International Board**
- **SWANA Collection & Transfer Technical Division Director**
- **NWRA Board of Trustees**
- **NWRA Supplier Board of Governors**





## 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:**

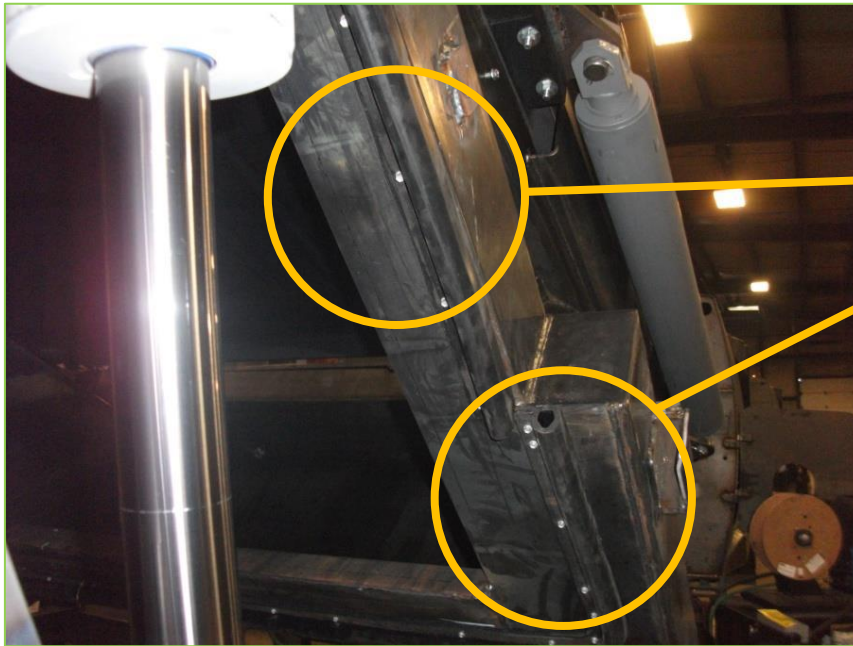
- Sidewinder joystick control
- Deadman switch eliminated
- Operator presence, capacitive control – touch activated!
- All surfaces



**Pedestrian guards: (all models)**



**Tailgate drip pans:  
Redundant spill protection**



**Full Tailgate Seals (all models)**  
• **Upper Seal**  
• **Lower Seal**



**Cylinder covers eliminate  
pinch points**



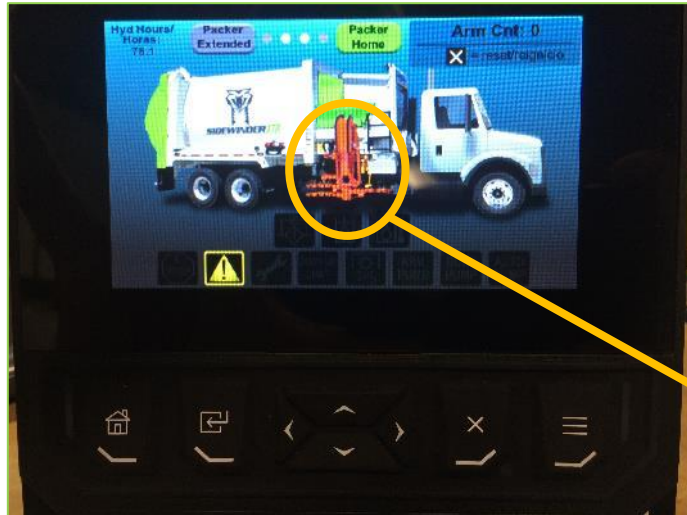
**Larger, ergonomic grab handles**

**Largest standard riding steps in industry; customizable!**



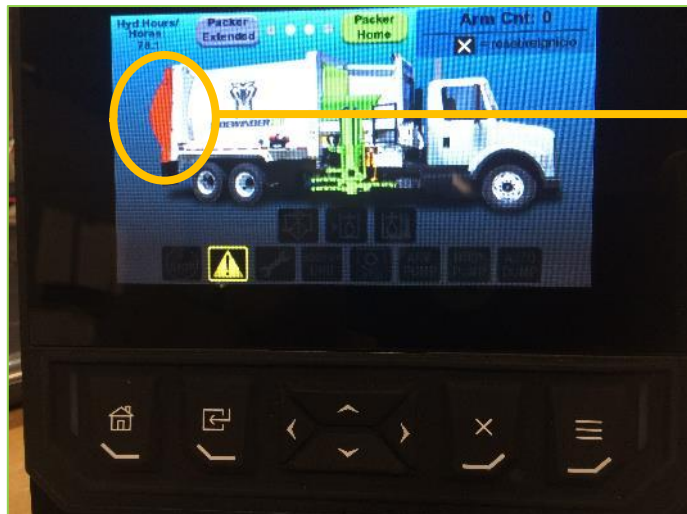
### **Hearing protection:**

- **Low RPM pumps to reduce in-cab noise and neighborhood issues**
- **CNG also reduces noise pollution**

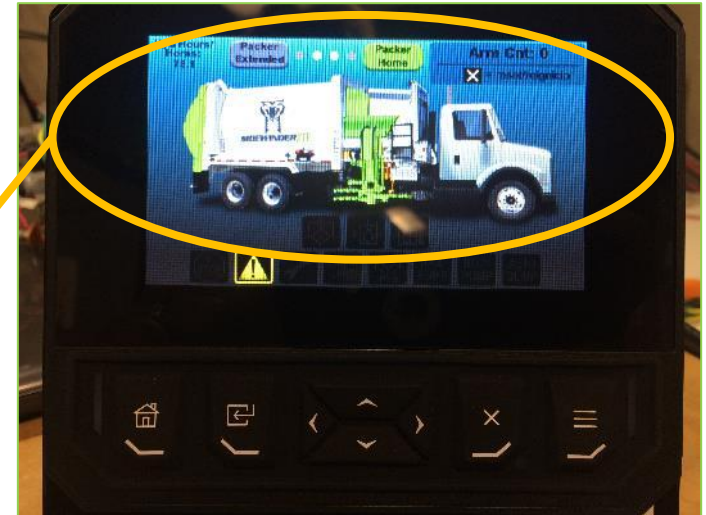


**No Faults**

**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<sup>TM</sup> HC**

• **High Compaction**

## HEAVY DUTY MEETS HIGH COMPACTION



### **HINO XL SERIES**

- ✓ A99 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



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**NEW WAY<sup>®</sup>**

*Driving The Difference<sup>®</sup>*

### **COBRA<sup>TM</sup> HC BODY**

- ✓ FASTEST, STRONGEST, AND LIGHTEST COBRA EVER
- ✓ 25 CUBIC YARD REAR LOADER
- ✓ UP TO 1,000 LB. PER YARD COMPACTION
- ✓ WIDE 80-INCH, INSIDE CYLINDER TAILGATE
- ✓ HUGE 3½ YARD HOPPER
- ✓ FAST 21 SECOND PACK CYCLE



**PERKINS D6620-27K**  
**TUCKAWAY<sup>®</sup> TIPPER-BAR LIFTER**



***Electric – BYD, Recology, New Way Trucks Innovation***

**First Electric Refuse Truck – Pacific Northwest**





## Body & Chassis Integration - New Way Trucks Innovation



# POWER OF ONE<sup>SM</sup>



## REVOLUTIONARY TEAMWORK BY AUTOCAR AND NEW WAY

### A Purpose-Built Tool for Refuse

Autocar Trucks fully-integrated with New Way

- ✓ Fastest order to delivery time
- ✓ Maximize your uptime
- ✓ Reduces complexity of wiring and routing
- ✓ Reduces need for extensive PDI, reducing labor costs
- ✓ No chopping, changing frame to install body

To learn more about the teamwork,  
please contact one of our New Way  
regional sales managers today!  
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OPTIMIZE EFFICIENCY TO BENEFIT CUSTOMER



TEAR APART CAB VS. POWER OF ONE<sup>SM</sup>



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***Thank You!***

***Don Ross***

[dross@newwaytrucks.com](mailto:dross@newwaytrucks.com)

[www.newwaytrucks.com](http://www.newwaytrucks.com)