

Swanson Bark & Wood Products, Inc.



*MSC: Annual Meeting
Transportation Management Systems
October 4th, 2018*

FACILITY OVERVIEW

Swanson operates on a contiguous 75 acre facility located on Interstate 5



GEOGRAPHIC FOOTPRINT



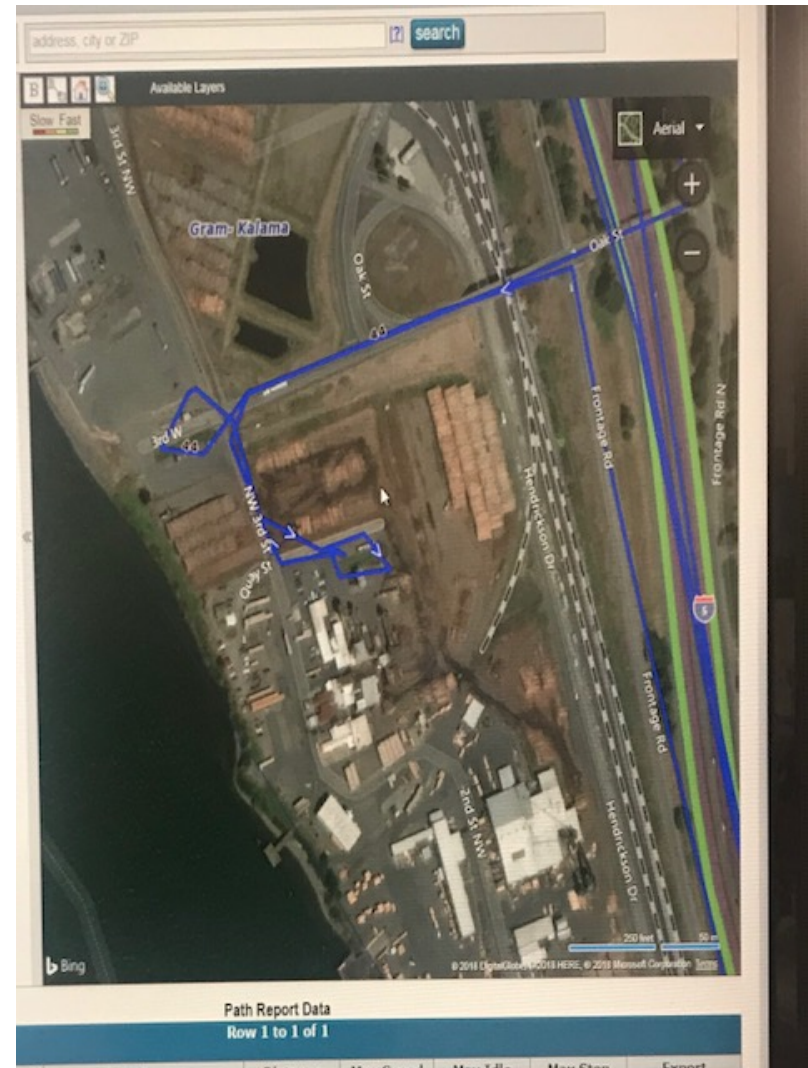
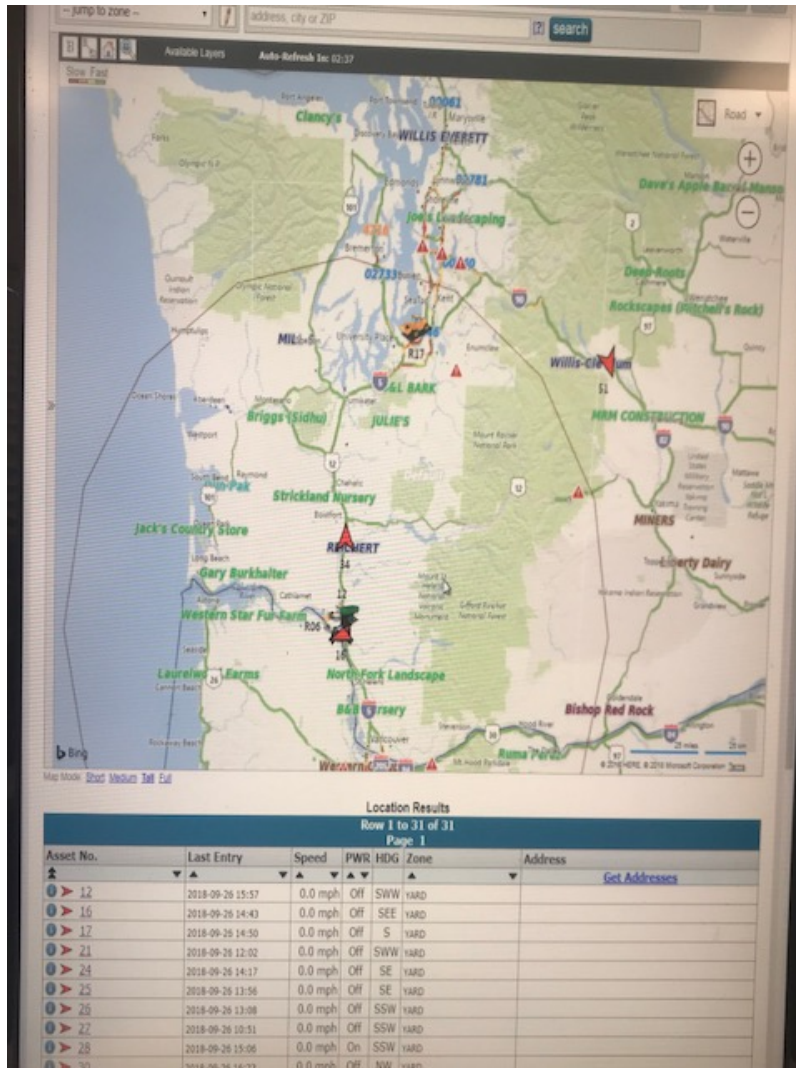
- Manufacturing plant located in the heart of the Pacific Northwest “Wood Basket.”
- Competitive advantage with raw material procurement from sawmills (bark, sawdust, chips)
- How do we best leverage our private fleet to maintain this competitive advantage?

RAW MATERIAL INTAKE

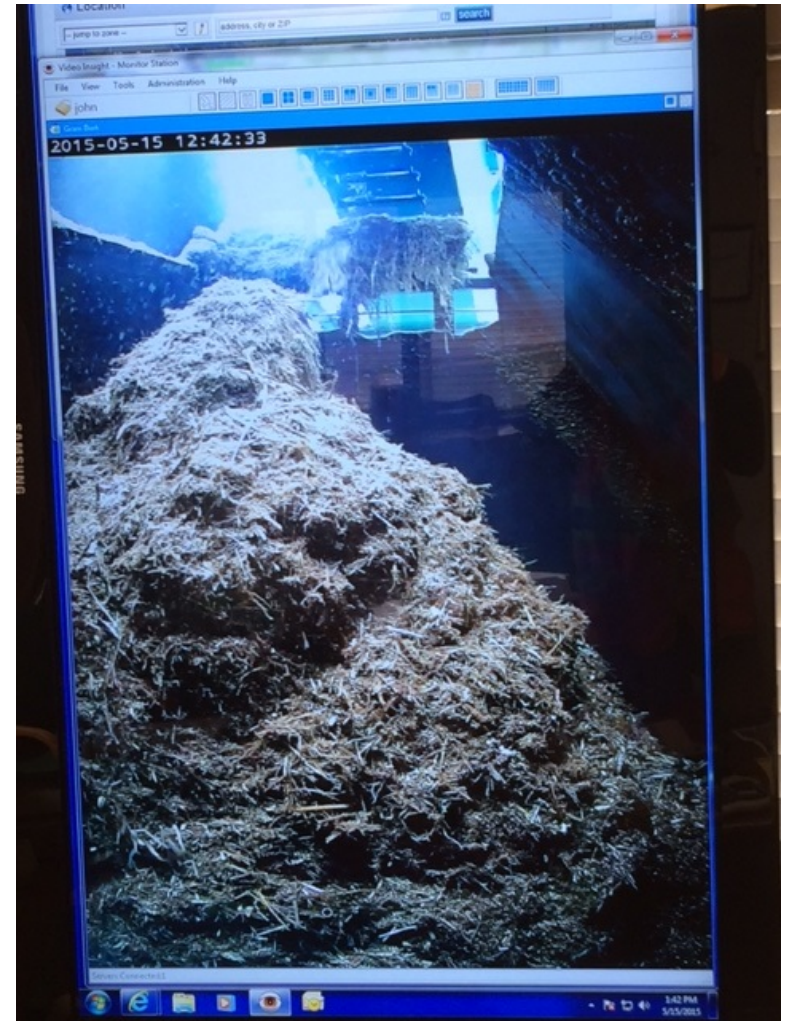
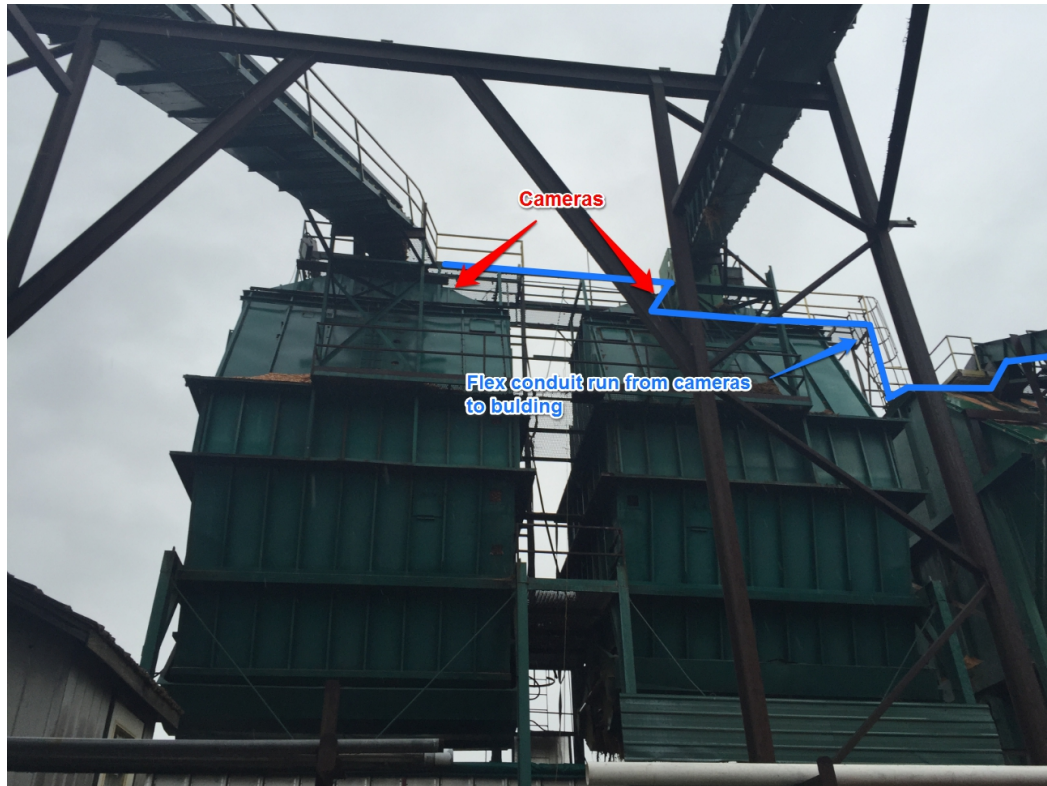
- **Swanson Trucks** – Majority of raw materials are received by Swanson's own truck fleet
- **The balance comes from:**
 - **3rd Party Drop-Off** – 3rd Party trucks contracted by commercial customers (mills, land clearers, etc.)
 - **Drop Box** – Clean wood collection
- **Live Camera Feed** – Monitor and service supplier's bins from the Company's dispatch office



FLEET MANAGEMENT SYSTEM (ZONAR)



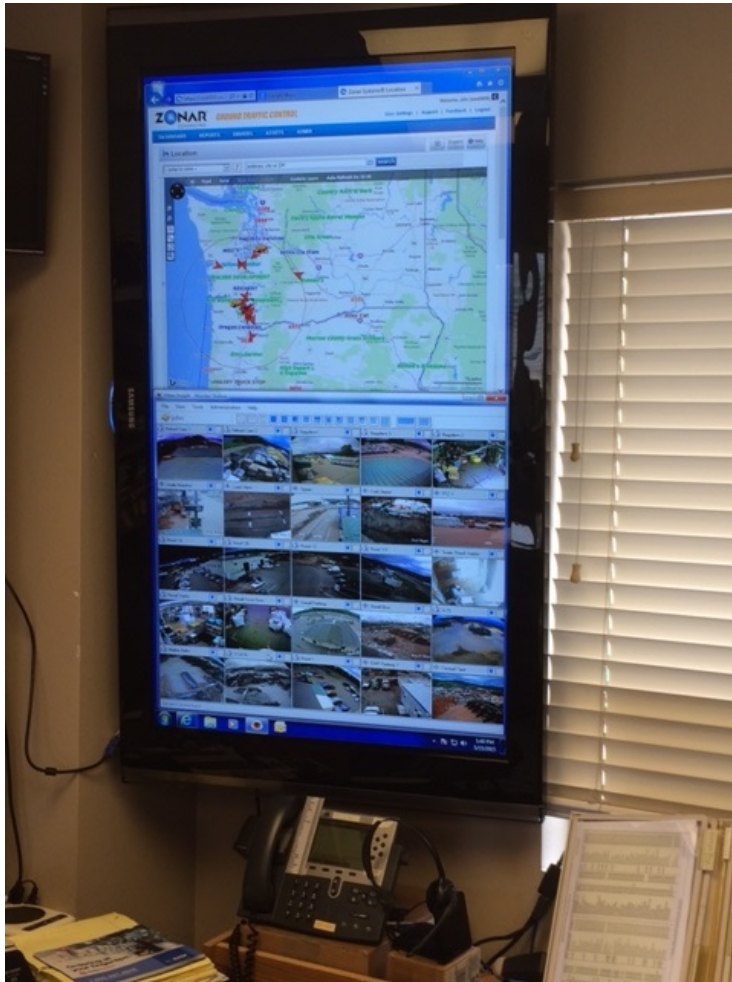
BIN CAMERAS (LIVE FEED)



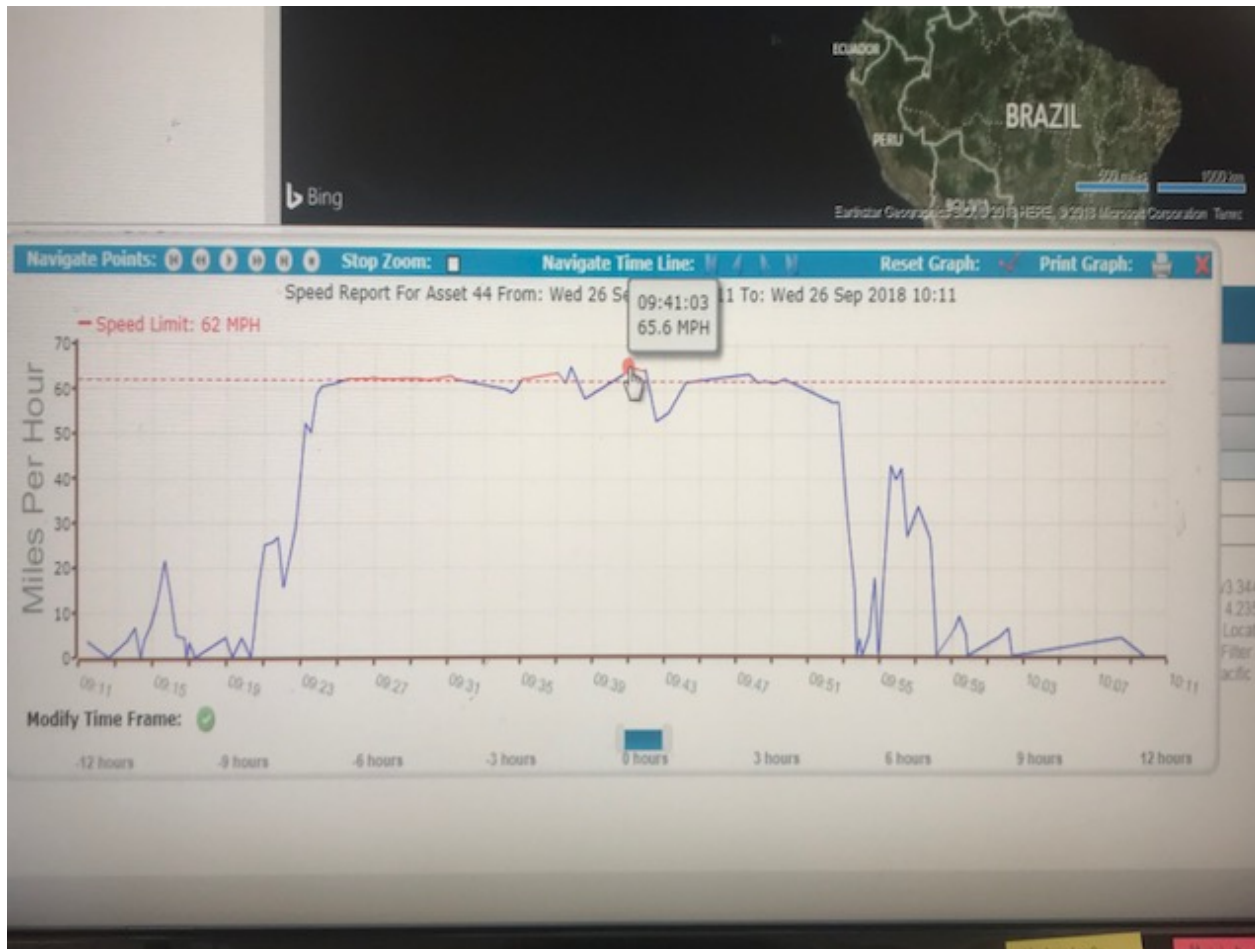
- Able to provides turn key service solution for saw mills



INTEGRATING SYSTEMS: MANAGE FLEET AND SERVICE HOURS



MANAGING DRIVER BEHAVIOR AND EQUIPMENT TO BEST USE



- Speed reports used to check for “Flat Line” driving
- Average idle times
- Fuel usage
- Turns per day or week
- Loaded miles ratio
- True cost



MANAGEMENT SYSTEMS: EMPLOYEE BUY-IN



- Pre-trip and Post-trip inspections (user friendly)
- Drivers are empowered to make dispatching decisions during odd hours
- Data often exonerates drivers
- Important to provide clarity around the purpose and use of these tools

QUESTIONS?

