

**You can NOW manage your assets in
only 5 minutes a month!**

- Kiometers are bull's-eye graphs illustrating the supporting data much like a car's dashboard - providing quick, meaningful indication of status.
- Kiometer Reports interpret LARGE amounts of complex data enabling the reader to quickly make decisions about the units needing attention (For example, the report on the reverse side highlights the 28 needing immediate attention resulting in a potential saving of **\$201,546**).
- Kiometers can be used with ANY key business indicator or measure of success.
- Complex data relationships are simplified by our "TAILORING" (through analysis and programming) of your data and environment.
- Kiometer Reports can span MULTIPLE DATA SOURCES to produce an integrated view of performance.
- DISSIMILAR MEASUREMENTS can be illustrated on the SAME Kiometer. For example, three assets may have different optimal cost targets (\$3.54 per hour, \$.72 per mile and \$10.49 per case), but with Kiometer scoring, all can be shown on the same Kiometer.
- Kiometers incorporate a Target Score mechanism that can be ADJUSTED as needed to achieve even better performance.
- Kiometers can be published in an electronic form (HTML, PDF, etc.) that can be easily distributed through email.
- LD Bailey can provide password-protected access to the published Kiometer® Reports for safety and efficiency.

**Kiometer™ Reports force the question
"Why did you miss the target?"**

Kiometer™ is a registered trademark of LD Bailey & Associates

**Do you watch the key indicators of your
business?**

Maybe you should...

Our clients that track key indicators will:

- Receive an additional \$1,500 - \$5,000 of savings (profit) per asset this year due to reduced maintenance costs.
- Reduce their assets / resources by an average of 25% (returning approximately \$5,000 - \$30,000 per unit back into their capital pool).
- Save \$10 - \$20 (for every dollar spent on damage) on damaged inventory, facility and employees by implementing driver safety incentive programs.
- Improve lost-time and injury-cost ratios by knowing Who, What, Where, and When damage is happening.

How is that possible?

Answer these basic questions:

- Do you maintain a current equipment list that is updated every month?
- Do you produce and disseminate periodic reports that track costs by each asset / resource showing the cost components like ownership costs, maintenance, repair and damage costs?
- Do you accumulate and report costs by month, quarter, year and life-to-date?
- Do you track and hold individuals accountable for asset utilization?
- Do you use cost data to drive your asset replacement decisions?
- Do you have a formal equipment operator recognition program in place?

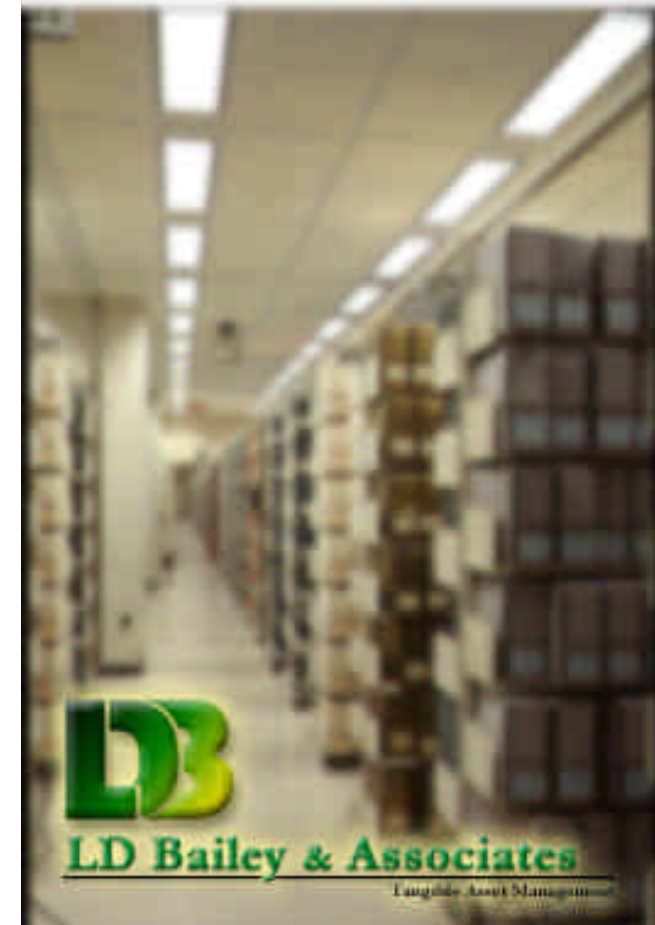
Call us today to see how we can
turn your data into information.

(503) 582-1122

See more details at <http://www.LDBailey.com>

Kiometer™ Reporting

**Do you get reams of data
when what you really need
is information?**



What are Kiometer™ Reports and who needs them?

As a technology-based society, we have become very adept at collecting data — mountains of data, but very little of it is USEFUL INFORMATION. We at LD Bailey have discovered a way to actually illuminate data so that you can “see” it in a way that leads to meaningful decisions. Kiometers are bull’s-eye graphs illustrating the supporting data and they have these features:

- Kiometers can be used on ANY key business indicator or measure of success.
- Kiometer Reports summarize ALL DATA, but highlight ONLY the PROBLEM UNITS.
- Complex data relationships are simplified by our “TAILORING” (through analysis and programming) of your data and environment.
- Kiometer Reports can span MULTIPLE DATA SOURCES to produce an integrated view of performance.
- DISSIMILAR MEASUREMENTS can be illustrated on the SAME Kiometer. For example, three assets may have different optimal cost targets (\$3.54 per hour, \$.72 per mile and \$10.49 per case), but with Kiometer scoring, all can be shown on the same Kiometer.
- Optimal scores (the 5 ring) are SET PROGRAMMATICALLY so resetting the target to meet changing goals is relatively easy.
- Kiometer Reports can be published on our Web site and made available by password control for INSTANTANEOUS, PROTECTED ACCESS.

LD Bailey Kiometer™ Reports have three major aspects: Color, Shape and Scope.

Color – Just as our culture suggests that the colors green, yellow, orange & red might indicate good, fair, poor and bad respectively, our Kiometer colors suggest a general condition for each location or grouping. The color is based upon the average score by group.

Shape – There are “good” or efficient shapes found in nature as well. A perfectly round ball bearing is the most efficient shape for friction reduction, but a spiky shape is not as efficient. A Kiometer’s shape suggests overall group efficiency / effectiveness.

Scope – Meters are used on an automobile dashboard to provide a quick, meaningful indication of the status of the major systems. Kiometers are designed to do the same thing – provide a quick, meaningful indication of status. By including all locations on the same sheet, the reader can make comparisons and get an overall sense of status very easily.

How can you get Kiometer™ Reports?

Kiometers are provided to our clients in one of two ways:

Data Summaries

LD Bailey can take your data from operations (in any text, spreadsheet or Database format) and produce monthly, quarterly or annual Kiometer Reports for a periodic, per-unit fee. Your data can be captured by your Computerized Maintenance Management System (CMMS), by a vendor’s system or by any electronic data capture system.

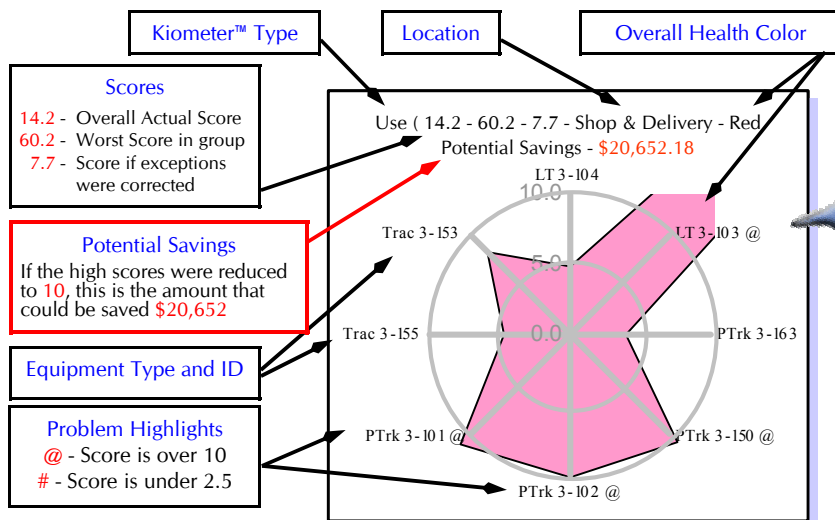
Bill Review Service

LD Bailey can process all of your rolling stock invoices, checking for accurate billing, possible warranty claims and contract compliance and then provide standard performance reports plus summaries in the form of Kiometers. This service is also billed on a periodic, per-unit basis, but allows LD Bailey to collect data for analysis leading to dramatic fleet reductions and cost savings.

Call us today to see how we can turn your data into information.

(503) 582-1122

See more details at <http://www.LDBailey.com>



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Use Score 0 - 5 - Good

Use Score 5 - 7.5 - Fair

Use Score 7.5 - 10 - Poor

Use Score 10 + - Bad

