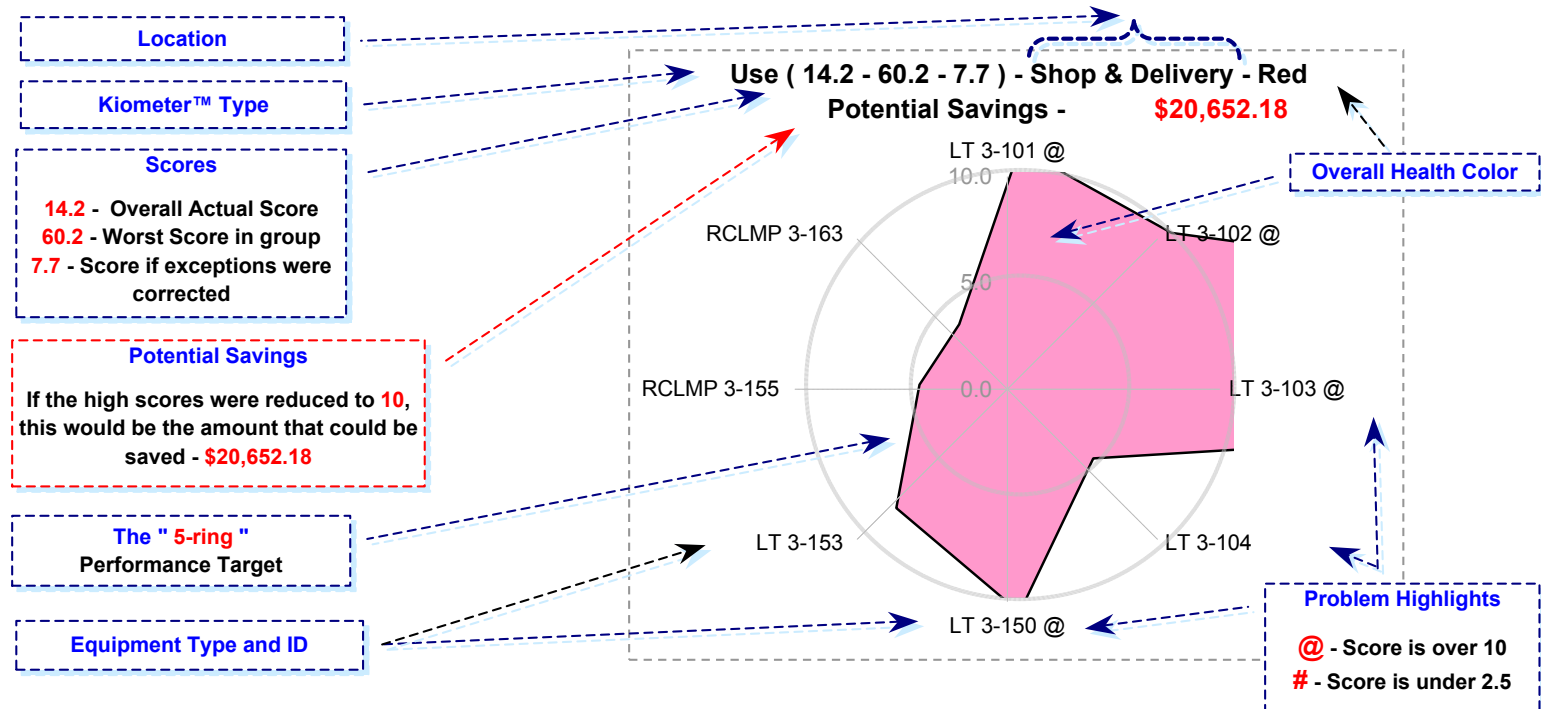




Utilization impacts "Ownership" Costs proportionately and Variable (operating) Costs inversely.

It can suggest the general "health" of a piece of equipment (the older, the less reliable) OR the lack of need for the unit.



- * 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.
- * **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.

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.

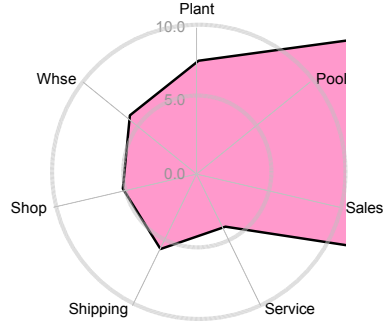
Shape – There are "good" or efficient shapes found in nature as well. A perfectly round ball bearing is the most efficient shape for friction reduction, but a spiky shape is not as efficient. A Kiometer's shape suggests overall group efficiency / effectiveness.

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.



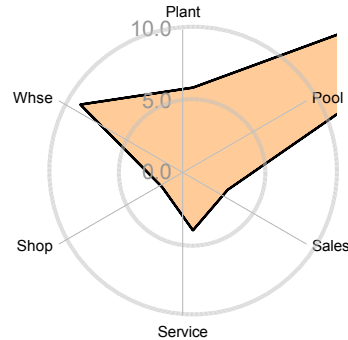
Use (10.6 - 46.3 - 7) - Cedar Rapids - Red

Potential Savings - **\$6,538.70**



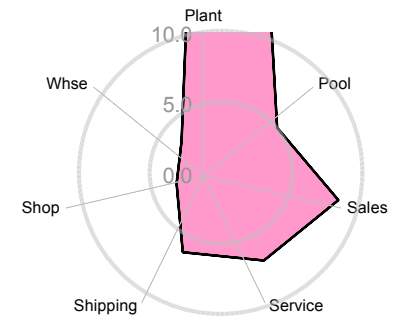
Use (9.4 - 31.4 - 5.7) - Cleveland - Orange

Potential Savings - **\$6,697.00**



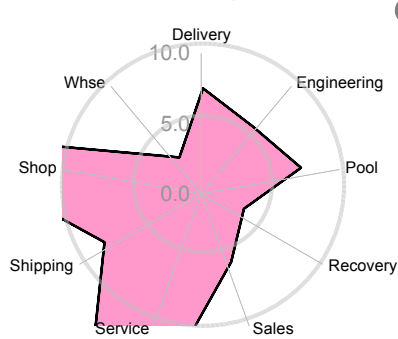
Use (18.9 - 72.7 - 6.2) - Denver - Red

Potential Savings - **\$18,756.00**



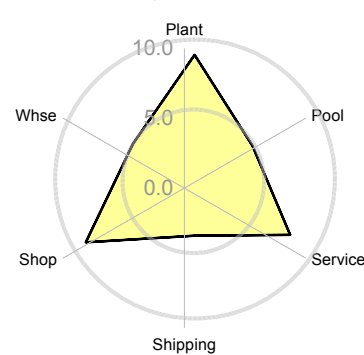
Use (12.5 - 27.3 - 6.6) - Detroit - Red

Potential Savings - **\$201,546.53**



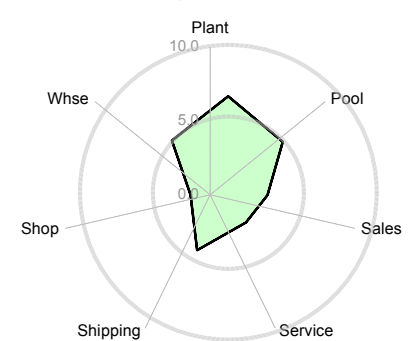
Use (6.3 - 9 - 6.6) - Fargo - Yellow

Potential Savings - **\$7,088.00**



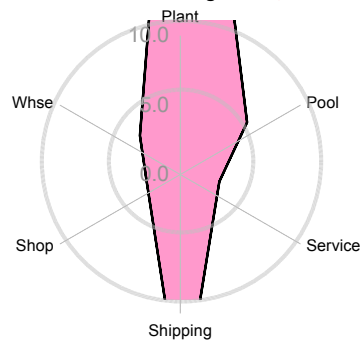
Use (4.6 - 6.1 - 4.6) - Milwaukee - Green

Potential Savings - **\$0.00**



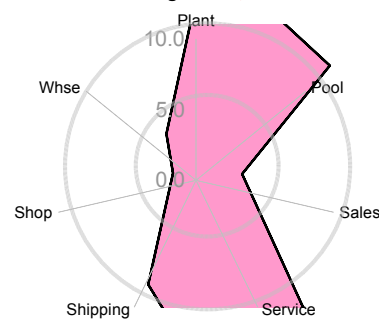
Use (20.4 - 40.5 - 5.8) - Oakland - Red

Potential Savings - **\$42,079.00**



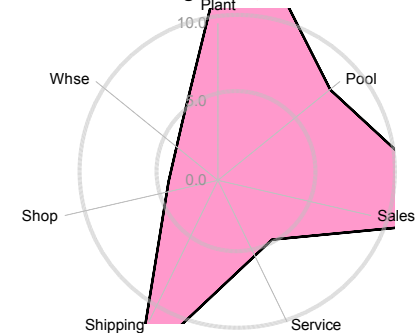
Use (20.8 - 83.8 - 6.9) - Pittsburg - Red

Potential Savings - **\$28,432.00**



Use (11.8 - 16.7 - 7.4) - San Diego - Red

Potential Savings - **\$18,034.00**



Total Potential Savings - \$329,171.23



Use Score 0 – 5 - Good



Use Score 5 – 7.5 - Fair



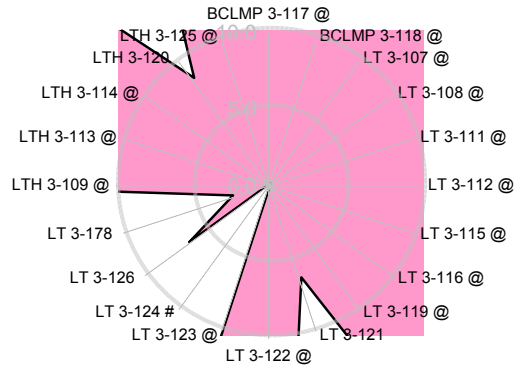
Use Score 7.5 – 10 - Poor



Use Score 10 + - Bad

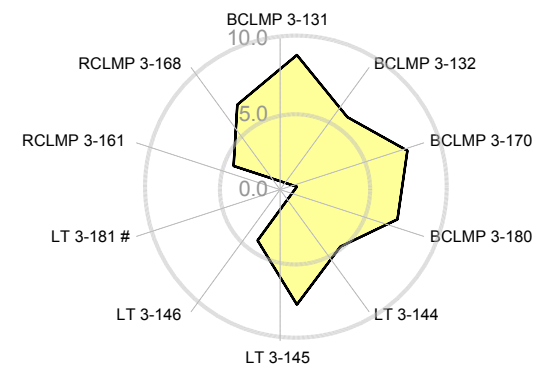
Use (26 - 63.7 - 9.2) - Service & Whse - Red

Potential Savings - \$87,286.40



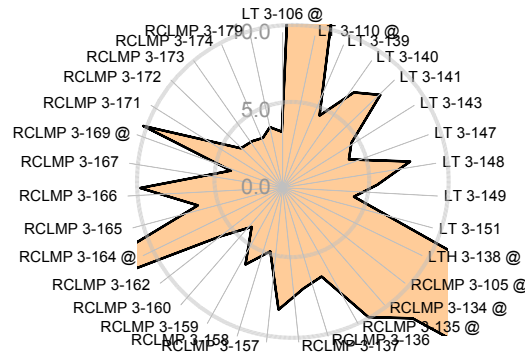
Use (5.7 - 8.7 - 6.5) - Sales & Eng. - Yellow

Potential Savings - \$0.00



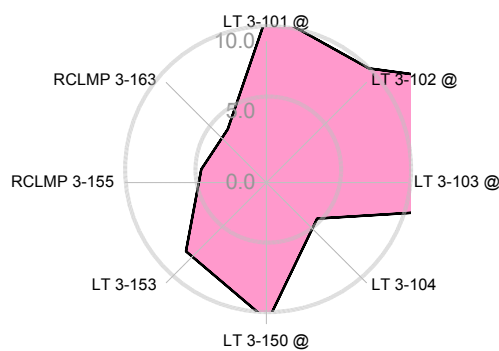
Use (8.1 - 25.2 - 6.6) - Shipping - Orange

Potential Savings - \$71,108.27



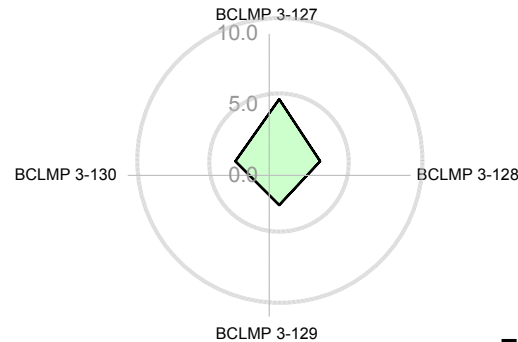
Use (14.2 - 60.2 - 7.7) - Shop & Delivery - Red

Potential Savings - \$20,652.18



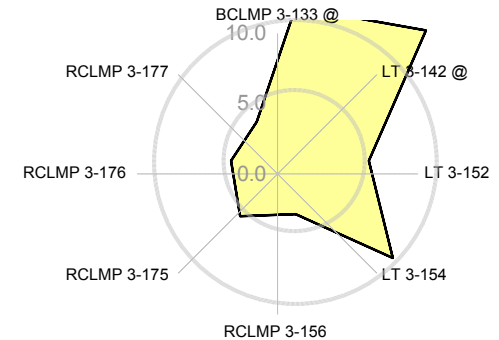
Use (3.4 - 4.4 - 3.4) - Recovery - Green

Potential Savings - \$0.00



Use (7.1 - 13.1 - 6.6) - Pool - Yellow

Potential Savings - \$22,499.67



Total Potential Savings - \$201,546.53