



PIT

PIT Delivers Solutions

www.fpinnovations.ca



**Benoit Vincent, Eng.
Senior Researcher**

FPIinnovations strengths

- 600 people in 3 centers (Vancouver, Montreal, Quebec)
- An enviable reputation in the industry (fleets and suppliers) and with governments;
- A support team (programmers, communications, etc.) to help implement solutions;
- Expertise in networking with R&D groups;
- Actions are geared to develop concrete solutions.



What is PIT ?

- Non-profit organization
- PIT brings together fleets, clients and government interested in reducing operating costs and emissions
- Member driven organization
- Projects aimed at creating solutions, not reports
- Focussed on implementation



How PIT works

- Works with member's trucks and staff.
- Results are quickly distributed to members
- Supports members with technology implementation.



Benefits for participants

- Access to several thousands of R&D dollars for a nominal cost;
- Exclusive access to our team of experts;
- Positive visibility in the eyes of your clients, suppliers and employees;
- Scientifically sound data on technologies to base implementation decisions for maximum ROI.
- Takes guess work out of selecting the right technology for your fleet.
- Faster and less expensive for implementing innovative technologies

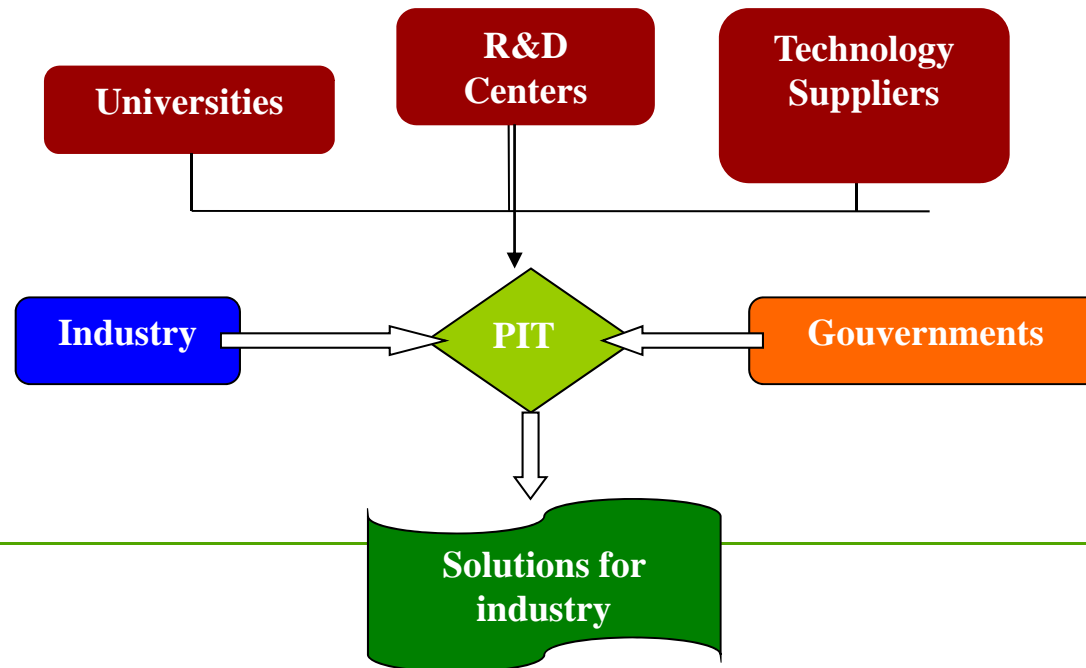




Partners

PIT partners

- Private and public transportation fleets
- Carriers, clients and technology suppliers
- Federal and provincial government agencies
- Universities and R&D centres
- Sector-based associations (CCMTA, CTA, BCTA, OTA)
- Private partners (e.g., OEM, consultants).



Many applications make up PIT partnership



PIT Services

- R & D and implementation of solutions
- “Energotest” : Product and best practices testing
- Driver training, workshops
- Providing advices
- Consulting

EnergoTest



Energotest

Objective:

- Eliminating the “guess work” portion when you implement technologies.
- Leave you with your operational challenges and us with R&D
- Provide you with data that will help you take sound decision
- Avoid you wasting time with suppliers and leave us deal with them.



“Our corporate purchasing policy is to ensure all products we look at are endorsed by PIT and its Energotest campaign”.

Brent Fowler
Vice-President Administration
SLH Transport Inc.



Energotest

2007:

- 19 Technologies and methods tested
- 5 days, 2 fleets

2008:

- 25 Technologies and method tested
- 9 days, 6 fleets

2009:

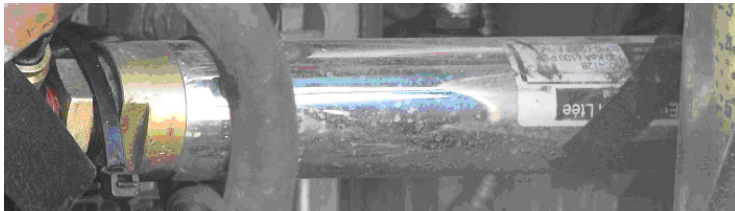
- 59 Technologies and methods tested
- 12 days, 14 fleets

2010

- 24 fleets,
- Stop'n Go Energotest



Energotest



How do I calculate my ROI?



FERIC Economic feasibility of transloading

from a container trailer to a semi-trailer



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Input

Step 1: Fixed Input (select the unloading option and enter values in the yellow cells)

Unloading



- Forklift
 Manual

Unit skid cost \$
 # of person

No of skid to unload
 Hourly rate \$/hr

Loading

Forklift Unit skid cost \$
 Distance between delivery km

No of skid to load

Step 2: Variable Input (use scrollbar for inputting the value)

Fuel consumption of a semi-trailer truck 78 L/100km

Fuel Cost 0.99 \$/L

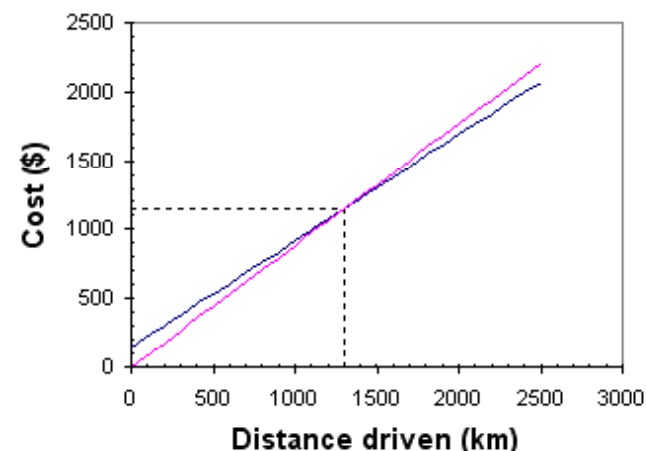
Unloading Time (manual only) 4.5 hr

Note: Before varying the manual unloading time, make sure the manual unloading option in Step 1 is selected



Output

- Fuel and loading cost for a semitrailer truck
- Fuel cost for a container truck



..... Breakeven point **1304 km**

Transloading recommended

Note: The container truck is assumed to consume more fuel than a semitrailer truck



In-service evaluation of hybrid delivery trucks



Members



Government partners



Transports
Canada Transport
Canada



Natural Resources
Canada Ressources naturelles
Canada

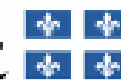
Ministère
des Transports

Québec



Agence de l'efficacité
énergétique

Québec



Vous économisez. L'environnement y gagne aussi.



PIT

Our expertise

Energy efficiency

Technology selection and implementation

Vehicular telemetry, EOBR and ITS technologies
for light, medium and heavy duty vehicles

Driver training

We become your department of engineering!



FPIInnovations and EOBR's

- 15 years experience with EOBR's
 - Work with manufacturers to evaluate EOBR technologies
 - Support members with EOBR implementation projects
 - Use EOBR for R&D, carrier activities and driver training
 - EOBR projects in Canada, USA, New Zealand
 - Work with government agencies
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- HoS compliance since 2003 (Transports Canada)
 - EOBR Canadian Standard (CCMTA)

EOBR trials (Transports Canada)

- HoS compliance since 2003 (Transports Canada)
- Government of Ontario, Quebec and New Brunswick
- EOBR technologies from Qualcomm, Peoplenet, Geothentic
- 5 control stations and more than 25 officers
- Operational trials started on June 20th 2011

- Operational evaluation (control stations and company audits)
- Technological evaluation (requirements and features)

Questions

Thanks!

