



FLEETGENIUS™

December 16, 2022

Hall County
PO Drawer 1435
Gainesville, GA 30503

Dear Buyer,

As Hall County has been purchasing Pinnacle (now FleetGenius) SC35 Self Contained Compactors from FleetGenius (formerly BWE) for many years, be advised that interchangeability is specific between FleetGenius (formerly BWE) compactors and power units.

FleetGenius (formerly BWE) Pinnacle (now FleetGenius) power units are programmed and set to operate in conjunction w/ the style and stroke of the cylinders inside our compactors. This allows interchangeability between compactors and power units in the field.

The challenge all compactor manufacturers have is interchangeability between different makes and models of power units to compactors. If a power unit is programmed and set to run an associated brand, then a different brand may not operate the same way on that power unit without making setting and / or program changes. This poses an efficiency and operational challenge when interchanging multiple brands of compactors in the field on a daily basis.

It is highly recommended to keep consistent makes and models in the field for consistent operation. In addition, maintenance protocol and parts change from

one brand to another so having the same brand of compactor makes upkeep and troubleshooting more manageable.

The Pinnacle (now FleetGenius) brand name and line of compactors is an exclusive product manufactured by FleetGenius (formerly BWE) only.

In summary, all compactors are not built exactly alike and have design and operational differences so it is always recommended that similar makes and models be deployed for interchangability and maintenance.

As always we appreciate the business and look forward to working with you and Hall County on future compactor projects.

Sincerely,

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