



WEIGHMATE: THE COMPANY

WeighMate Pty Ltd is an Australian company incorporated in 2003 to commercialise the Rights associated with unique technology developed by Translock Industries Australasia Pty Ltd (TLIA).

This technology can be utilised in many different industries requiring accurate and reliable weighing systems but has been initially utilised in the WeighMate Front-Lift Weighing System for weighing in the Waste Collection Industry.

The technology can also be applied to a variety of “lift” mechanisms within the Waste Collection Industry - this continual development being undertaken by TLIA with the aim of having new products available to the market-place.

The first of these products, the WeighMate Front-Lift Weighing System, is available and has been sold within the Australian market. An initial expansion process into overseas markets has been commenced.

WEIGHMATE: THE SIDE- LIFT WEIGHING SYSTEM

“Non - Certified” System

The **WEIGHMATE SIDE- LIFT WEIGHING SYSTEM** (“*WEIGHMATE SLS*”) has developed over a six-year period, where it has progressed from idea to prototype and subsequently, through a number of preliminary Systems, into the current model - the **WEIGHMATE SLS VERSION 3** (“*WEIGHMATE SLS V3*”) (see Appendix A for detail).

Simply put, the *WEIGHMATE SLS V3* System is a dynamic, variable-angle, weighing device that can weigh on the move and on unstable surfaces.

Technically, the System is a dynamic (non-static), variable-angle, weighing device that incorporates load-cells, accelerometers, unique mechanical weight transference design, ‘real-time’ signal filtering and multi-sensor incorporation algorithms to log, store, present and transfer the signal into a final, adjusted, true weight.

The *WEIGHMATE SLS V3* allows companies to assess the waste by weight and not just, as per the industry norm, volume. Historically, these trucks have used weighbridges to weigh the total load of the truck, with this procedure being clearly time-consuming (as there are not weighbridges at every collection point) as well as lacking specific accuracy for individual loads.

The design of the *WEIGHMATE SLS V3* is very different to the vast majority of our competitors, with the System encapsulating the entire dynamic, weighing system within the lifting forks - thus making it a direct (rather than an indirect) weighing system capable of providing greater accuracy and reliability.



The System has been designed to be totally automated, which greatly reduces operator intervention and/or error, and is modular in design which allows for easy removal, maintenance and serviceability – thus providing minimum down-time for the trucks during servicing or repair.

Additionally, the *WEIGHMATE SLS V3* is both capable and adaptable for future upgrades - with the System not requiring a total re-fit for add-on peripherals (such as printers and wireless communications) or upgrades of IT software – and the *WEIGHMATE SLS V3* is not limited to any operating system, thus allowing the saving and downloading of the captured information to most databases and IT systems.

In summary the *WEIGHMATE SLS V3* is:

- *Accurate* – current data supports a +/- 5% maximum error.
- *Dynamic* - the System can weigh on the move.
- *Variable angle* - the System can weigh on an angle.
- *Durable and reliable* - the System is robust and can withstand the relevant extremes of the industry working environment, temperature, humidity and handling.
- *User-friendly* - the System is totally automated and does not require truck drivers (users) to significantly change their current working methods or schedules.
- *Modular* - the design of the System makes it easy to install, remove and service.
- *Upgradeable* - the design of the System makes it easy to add peripherals.
- *Open* - the System provides the ability to save and download the captured information to most databases and IT systems currently used by waste management companies as well as not being limited to any operating system.

Components

The *WEIGHMATE SLS VERSION 3* consists of the following four main components:

- 1. Side Lift Arm:** Each system has a single load cell located on the lifting mechanism which contains the motion sensors, electronics and algorithms to calculate the weight applied to the arm, at various angles and various motions.
- 2. Frame Processing Unit:** Located on the main lifting mechanism of the truck. It processes the signal generated by the single load cell and communicates this to the Cabin Unit. The Processing Unit can also measure motion and it can incorporate this into its calculations where needed.
- 3. Cabin Unit:** Located within the driver's cabin for the operator/driver to see and use with minimal interference with normal driver operations. The Cabin Unit is the final storage and presentation point for the collected information, giving the operator both the weight of each lift and the total cumulative weight of the truck. Additionally, it has the ability to communicate this data real time through a serial port to any information technology system that may be currently in operation.



PRODUCTS DEVELOPED/ UNDER DEVELOPMENT

The advanced technology developed and utilised in the *WEIGHMATE SLS V3*, supported by on-going extensive Research and Development (“R&D”), is capable of being adapted into a number of industry-specific weighing systems - are currently being investigated or developed by *TLIA* for the exclusive, licensing relationship with *WeighMate Pty Ltd*.

These weighing systems include: Rear-load waste removal vehicles, Side-load waste removal vehicles and a generic “on-the-body” weighing device for all other waste collection and removal vehicles.

Additionally, *WeighMate* has developed its own data-management system for both ‘on-board’ and ‘back-of-house’ data management of a variety of management variables – these include: Generated Weight-Data, GPS, Customer Information and Bin Identification, RFID, Video, Asset Management, Fleet management etc.

In this light, *WeighMate* are able to offer the following weighing/Management systems:

1. Front Weighing: SLS Version 3 (Non-certified) – Currently Available
2. Front Weighing: SLS Version 3C (Certified) – Currently Available
3. Rear Weighing: RLS Non Certified – Currently Available¹
4. Side Weighing: SLS Non Certified – Currently Available¹
5. On-The-Body Weighing: OBS Non Certified – Currently Available¹
6. Bin Location and ID System – Currently Available
7. *RFIDMate* – Currently Available
8. *VIDEOMate* – Currently Available
9. *WASTEMate* – Currently Available
10. *GPSMate* – Currently Available

¹ Certified system – development on going