INTEGRATED VISUAL DATA TECHNOLOGY INC.
Solutions that lift your business

The material handling business in North America is a huge contributor to the economy overall. An MHI and Oxford economics report shows that the material handling industry contributes 266 billion to the U.S. GDP alone. Right in the heart of that mix is the forklift dealer that sells, rents and repairs the material handling vehicles that move millions of loads daily to keep the markets flowing. The core business model for the North American forklift dealer is to sell both new and used vehicles, long and short-term rentals and parts and service, all of which are the pillars of connection between the dealer and customer. But also, very important but often overlooked until the opportunity presents itself is the opportunity to provide solutions known or unknown. At IVDT we get calls every day from representatives from dealerships new to our products and seeking information because their customer asked them to seek out a solution. At that moment the representative whether equipment sales, or parts and service sales needs to take a leap of faith. Working with literally thousands of sales representatives from all dealerships in North America these are the top 5 reasons why SkidWeigh and the SC series lift truck scale is a highly profitable low maintenance accessory line that protects your dealerships brand and provides guaranteed solutions to your customer.

Universal Fleet Compatibility

Dealers often managed mixed-brand fleets making inventory for brand specific parts a challenge. The SC series is a universal retrofit kit solutions that installs



seamlessly on any forklift, make, model or lifting capacity. Ranging from 12 to 55VDC. IVDT even manufactures a proprietary VDC converter for trucks 80 volt or beyond to take guesswork out of any install. In addition, the SC series even features a dedicated SC5 version tailored specifically for Class III electric pallet trucks.

Fast 2-Hour Installation with No Re-Plating Required

Unlike carriage mounted or load-cell scales that require structural modifications, the SC integrates directly into the vehicles existing hydraulic lift circuit. The means **Zero Derating** this eliminates the need for the dealer to go through the time-consuming process of requesting a certified OEM data capacity plate – which can take weeks. The overall install on most vehicles takes 2 hours with all parts in hand and can be performed on site at the customer. Compared to the average 8-10 hours required for mechanical scales which are often required to be modified in the dealer's shop. The SC series fast and efficient turnaround mean the customer receives the solution and its benefits fast and the dealer gets back to core business.



Industry-Leading 2 Button Calibration and Zero Maintenance

The proprietary software provides a simplified 5-minute calibration process that can be executed accurately and efficiently by the customer themselves. This allows the dealer to install the SC series confidently and move straight to the next sale without worrying about frequent unprofitable service callbacks. The customer benefits from a self-sufficient solution that delivers without interruption.



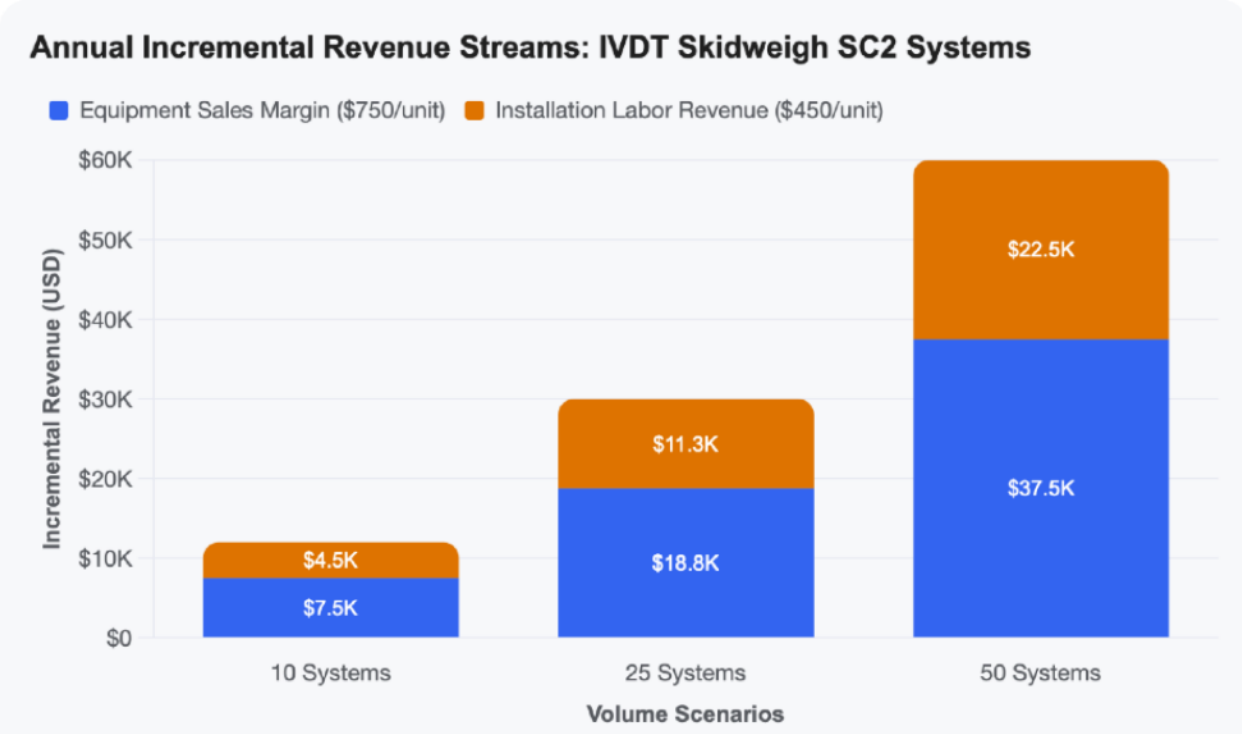
Industry Leading Best in Class Dealer Support

Embedded in the IVDT brand is its commitment to customer service. For over 40 years the reliability of IVDT and the evolution of the SC series lift truck scale is seen in the following. IVDT believes in inventory our fulfillment means that when an order is received, we can ship within hours not weeks. This means dealers can deliver their recommended solutions in real time without the need to project manage delivery and or stock inventory themselves. IVDT works with every dealer in North America to provide current and leading-edge marketing and sales support to assist dealers with promoting a consultative problem-solving approach to selling technology. IVDT also offers an industry best 2-year warranty on all its products.

SkidWeigh SC is a Highly Profitable Accessory

The SC with its install and go implementation means dealers do not lose unknown revenue on unplanned support. But more important is the fact that the SC series price point is often 75-80% less than mechanical scales before the product is even installed. This affordability means that dealers do not have to navigate sticker shock and end users do not need to budget for future consideration. The result is more sales with higher margins! Also as mentioned before the install is significantly less than a mechanical scale option with no chance of spiralling out of control. Confident in both the product offering and the install process a dealership can expect the following return on promoting the SC series lift truck scale.

Annual Revenue Projections for Forklift Dealers



Annual Purchase Volume SC2 SkidWeigh Classic	Equipment Sales Margin *(30% Markup / $750 per unit)*	Installation Service Revenue *(3 hrs @ $150/hr / $450 per unit)*	Total Combined Dealer Revenue *(Incremental Gross Profit)*	Total Gross Invoiced Amount *(Retail Price + Install)*
10 Systems	$7,500.00	$4,500.00	**$12,000.00**	$37,000.00
25 Systems	$18,750.00	$11,250.00	**$30,000.00**	$92,500.00
50 Systems	$37,500.00	$22,500.00	**$60,000.00**	$185,000.00

The SC series lift truck scale allows dealers the ability to confidently promote an onboard weighing solution to their customers that strengthens their relationship. The SC series also allows that dealership to capitalize on a strategic highly profitable brand partnership. The cornerstone of IVDT's impact in the material handling industry has always come from its ability to provide the very best in both technology and support.

