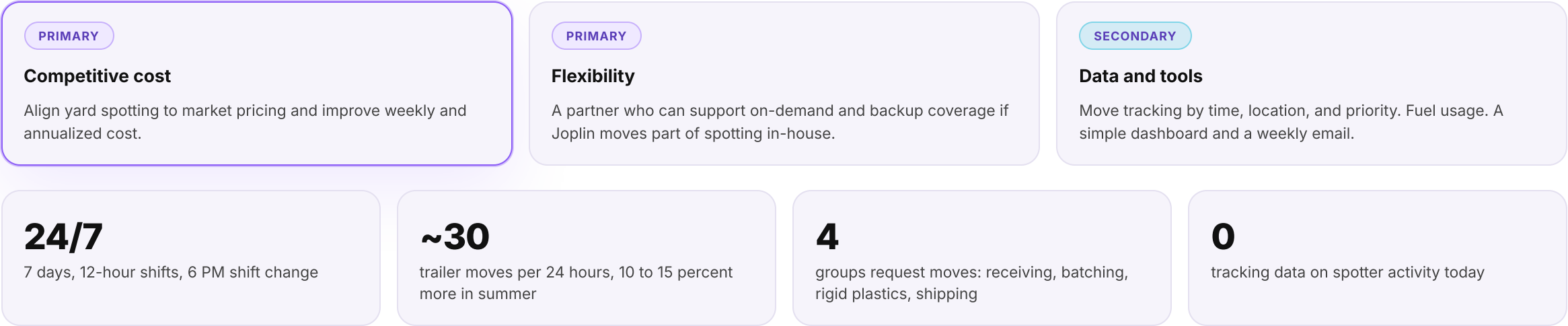


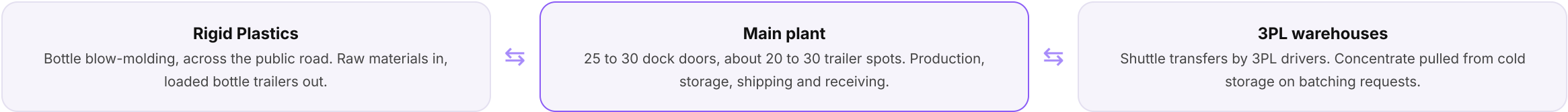
Refresco Joplin: 24/7 yard coverage, one price, and the data you have never had.

Prepared for Refresco Beverages, Joplin, Missouri. October 2026.

Your priorities, in the order you gave them to us



Every move stays within a half mile, the ideal environment for an electric tractor.



Where the moves come from	
Receiving and raw materials	10 to 15 per day
Shipping dock switches (live loads mostly)	10 to 20 per day
Rigid Plastics bottle transfers	included above
Concentrate from cold storage	a few per day
Overnight 3PL drop trailers off the docks	as loaded

- What gets in the way today**
- Moves requested by radio, with dead zones, and no record afterward
 - No way to see which trailer is in which spot, or what is on it
 - Inbound appointments arrive by email, production schedule by spreadsheet
 - Hourly team members cannot use personal phones for any tool

THE OFFER

Two ways to buy the same crew. Pick the truck. The uptime guarantee comes with both.

OPTION A

Diesel yard tractor

\$11,850/week all-in

\$11,400 service rate plus about \$450 a week of diesel billed at cost, no markup (75 gallons at \$6.00). About \$616,200 a year.

OPTION B, RECOMMENDED

Orange EV electric

\$11,400/week all-in

Street-legal Orange EV. Same service rate as diesel, and electricity is included, so there is no fuel bill at all. \$592,800 a year.

Option B is \$450 a week and about \$23,400 a year less than diesel, because the fuel line is zero.

Equipment Uptime Guarantee, included in both options: any hour without a driver and a working tractor on site is credited at 2x the hourly rate. The backup tractor staged at Joplin is what makes that promise safe for us to put in writing, so the money that line represents funds the guarantee instead of being a separate charge.

Every option is all-in: four dedicated CDL drivers, a working manager, a backup tractor on site, maintenance, insurance including cargo, telematics, training, the NoDwell move log and weekly report. One flat number, no surprises on the invoice.

Four dedicated drivers. Nobody leaves until relief is standing there.

The crew

- Four professional CDL holders assigned to Joplin, two days and two nights, 12-hour shifts with a 6 AM / 6 PM change
- Paid above local market with fully covered health benefits, because turnover is the real cost of a spotting program
- Rotation: 3 on / 4 off alternating with 4 on / 3 off, so every shift has a named relief
- Training beyond the standard: site safety, dock procedures, food-grade awareness, and the NoDwell tablet
- Where it makes sense and with your blessing, we would welcome experienced drivers already working this yard

Three layers of backup

1	On-call driver The off-rotation driver on each shift carries a paid on-call stipend	Same shift
2	Frontenac, KS team Cross-trained drivers 45 minutes away on our Frontenac account	Under 1 hour
3	Kansas City team Floater pool and the working manager, all CDL holders	Same day

Shift-change policy: our company-wide policy for every partnership is that the outgoing driver stays until the incoming driver is on site, no exceptions. Written into our standard service agreement, measured in the NoDwell log.

An Orange EV on the yard, a diesel on standby, and three rental partners behind them.

PRIMARY

Orange EV yard tractor

- Street legal for the Rigid Plastics crossing
- No fuel bill: about \$23,400 a year that a 24/7 diesel spotter would burn (75 gallons a week at \$6.00)
- Regenerative braking, far less brake and driveline wear
- Charges between moves; your yard is busy about 9 of every 24 hours

BACKUP

Diesel yard tractor on site

- Staged at Joplin, ready to roll
- Covers charging windows, service days, and surprises
- Maintenance and a loaner included in the rate

DEPTH

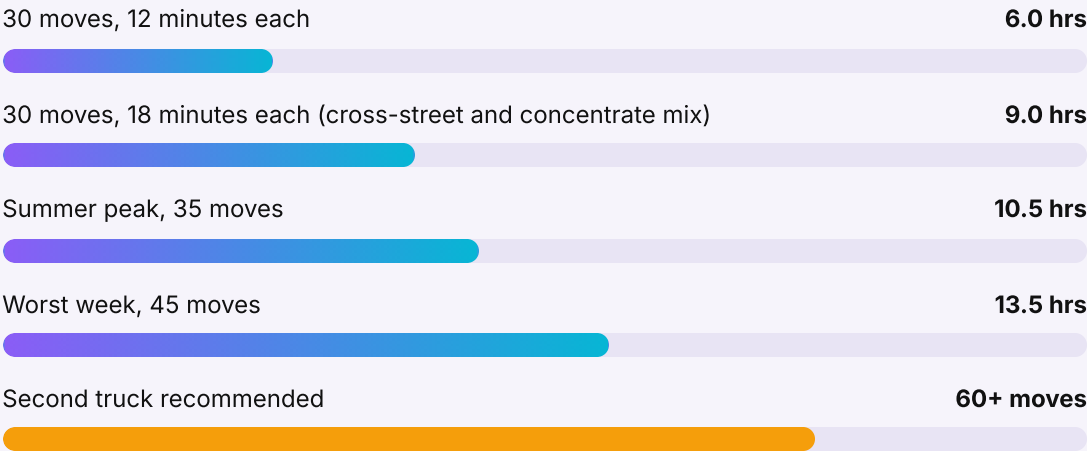
Rental relationships

- Three local rental partners already in place for our Frontenac account
- Telematics on every tractor; move and energy data shared with you
- Fuel on site: electric charging at the plant, diesel only if the math works for you

Charger infrastructure (Option B): on a 36-month agreement we contribute the parts. On a 5-year agreement we contribute up to \$15,000 toward the installation, which could cover all of it.

One truck covers Joplin, with room for summer and the bad weeks.

Busy hours per 24, using your numbers



What that means

- Summer volume is absorbed inside the flat rate. No seasonal surcharge.
- The idle hours are what make a 24/7 electric tractor work: it charges between moves and the diesel backup covers the rest.
- Idle hours are also a savings opportunity. See the next slide.
- The technology raises throughput on the same truck: moves get requested, prioritized and sequenced instead of radioed, and the NoDwell log gives you the data to prove it.
- If Joplin ever sustains 60 or more moves a day, we will tell you first and quote a second crew. Your data, not our opinion, triggers that conversation.

What is in the number, side by side, and three ways to bring it down.

Option A vs Option B, all-in

	A. DIESEL	B. ORANGE EV
Weekly rate (crew, tractor, backup, manager, insurance, telematics)	\$11,400	\$11,400
Equipment Uptime Guarantee	Included	Included
Estimated fuel, billed at cost (75 gal/wk at \$6.00)	\$450	\$0
Shared night-shift credit (0 hrs/wk)	\$0	\$0
Weekly, all-in	\$11,850	\$11,400
Monthly	\$51,350	\$49,400
Annual	\$616,200	\$592,800

The backup tractor staged on site is what funds the uptime guarantee; it is not a separate line. Trailers, if needed: \$450 per trailer per month, fully operational guarantee, maintained to on-road DOT standards.

Savings opportunities

- 1. Share idle night hours with a neighbor in the park:** every hour we sell to a neighbor comes back to you as a credit at \$95 per hour, only when your priority queue is clear. On the web version, slide to see the effect.
- 2. Longer agreement:** 36 months and we contribute the charger parts; 5 years and we contribute up to \$15,000 toward installation, with the annual rate adjustment capped at 3 percent.
- 3. Bring the NoDwell YMS to more Refresco sites:** each additional site is \$1,750 per month instead of \$2,000, and a shared network of yards is where our model starts to reduce moves, not just track them.

A yard management system designed to run invisibly, with the data you need on a one-page dashboard in your traffic office.

DAY 1

See the yard

- **Live Yard Map:** every dock door and parking spot, color coded loaded, empty, at dock, arrived, out of service
- **Yard Check:** our driver confirms every trailer and spot from the cab, by voice, and flags issues with a photo
- **Analytics:** dock utilization, average dwell, dwell by carrier worst first, moves per day, CSV export
- Weekly metrics email and a simple dashboard for your coordinators

DAY 30

Stop asking by radio

- **Dispatcher Board:** coordinators request a move from the office PC or a forklift tablet, pick the dock or spot, and the driver is notified in the cab
- **Gate Ops:** driver check-in and check-out by QR code, with seal number, seal photo and BOL photo captured before anyone is released
- **Appointments:** day, week and month calendar by zone, carrier and load type
- Priority rules so a production reload beats a parking shuffle

DAY 60

Let SAP trigger the move

- Read-only feeds from SAP dock scheduling and the production schedule file, so nothing is entered twice
- Reload triggers: production runs low on trays, the trailer is already on its way to the door
- Custom reports built to your spec, usually within days
- Built to hand data to the corporate YMS you select

Pricing: \$2,000 per month for Joplin, month to month, no contract. Unlimited adjustments for the first 90 days. After that, unlimited ongoing adjustments are available for \$1,000 per month. Hardware for the office, forklifts and cab is included for Joplin as one of our early partner sites.

You are already shopping for a YMS. Ours is ready to launch network wide for Refresco, with Joplin as the proof site.

Why start here

- Joplin gets the spotting crew and the data in the same contract, so the YMS is populated from the first shift, not after a six-month rollout
- Per-site pricing is simple: \$2,000 for Joplin, \$1,750 for each additional site, all sites can go live at the same time
- **Command Center** already runs multiple facilities on one screen: capacity, trailers in yard, average dwell, warnings, arrivals and departures, and a live alert feed per site
- Each site keeps its own doors, zones, priorities and reports; corporate sees everything in one place. If corporate selects a different platform, we hand the data to it

What a site needs from us

Office PC web app	Included
Forklift and in-cab tablets	Included at Joplin
Driver QR check-in and check-out	Included
Fleet Tracker (live GPS on our tractors)	Included
Report changes	Unlimited, first 90 days
Contract	None, month to month
SAP and production schedule feed	Read-only, your IT approves scope

Timing: Joplin is live on the first shift. Additional sites can be configured in parallel and switched on together or one at a time, whichever your corporate rollout prefers.

A long relationship deserves a careful transition. Here are two honest paths.

PATH 1

Spot On runs the yard

- We come prepared for every possibility during the transition and handle every interaction with a helpful, transparent, honest and professionally courteous attitude, so the rest of your relationship with your current partner stays fully intact
- We take over spotting on your timeline, with a 90-day trial and no mobilization fee
- We coordinate the handoff with your current provider at your direction, never around you
- Your 3PL and distribution relationship is untouched; we are only the tractor in the yard
- Where it helps, we would welcome drivers who already know this yard

PATH 2

Keep your provider, add the visibility

- Your current provider keeps the trucking and gets the NoDwell YMS alongside you, so both sides of the fence finally see the same yard
- Bundle for Refresco Joplin and your provider together: \$4,500 per month, unlimited iterations, no contract
- You get the data, the dwell tracking and the move history you asked for, without changing who drives
- Spot On stays available as backup and on-demand coverage under the flex rate card

In our view the right answer is the one that keeps Joplin running and keeps your partners whole. We are glad to help on either path, and only with your direction.

If Joplin brings spotting in-house, we become the safety net instead of the vendor.

How the hand-off would work

- Your drivers train on our tractor and our NoDwell tablet during the trial, on our dime
- You keep the YMS; it does not care whose name is on the paycheck
- We step down from four drivers to the coverage you need, with 90 days notice after month 3
- Callouts, PTO, vacancies and surge get covered from Frontenac and Kansas City

Flex rate card

SERVICE	RATE
Backup driver, 12-hour shift, your tractor	\$725
Backup driver with Spot On tractor, 12-hour shift	\$1,200
On-demand driver and tractor, 4-hour minimum	\$500
Short notice, under 12 hours	+15%

Requested and dispatched through NoDwell, logged like every other move.

CONSULTING

Bring it in-house on our technology, with us in your corner

If Joplin decides to run its own drivers, we will help you hire, train and schedule them, set up your dispatch rules and dashboards in NoDwell, and stay on as backup. You keep the system and the data; we make sure the hand-off works.

Interested in learning more

Twenty-two years of yard work, and the numbers to show for it.

22

years of experience running yards and dedicated spotting programs

+31%

growth last year

What we have done for customers like you

- For the partner we added in April 2025, we have saved over \$100,000 per year so far by implementing technology, electric tractors and procedural accountability
- Took a 12-year customer from not knowing what was in its transfer trailers to real-time tracking of every one
- Served a national 3PL's Kansas City operation for 12 years

References available

Operations leaders at the partner we added in April 2025 (about four times Joplin's volume), a global agriculture company in Kansas City, and a regional transportation company. Contact details follow by email, or use the next slide to set up a call directly.

Set up a reference call

Ask the general manager of a yard four times your size what it is like to work with us.

How it works

- Enter your details and press the button
- We ask our customer for permission to share a call time
- When they approve, you receive their calendar link or three time options by email
- Pick one, and the call is on both calendars

Nothing is shared with the reference until you ask.

TERMS

A trial you can walk away from, with a partner who will treat it like a decades-long partnership. The only acceptable outcome: yard operations that just work, frankly feel invisible, with ample transparent data visibility.

Trial	90 days at the proposed rate, 30-day termination
Term after trial	36 months, termination for convenience with 90 days notice after month 3
NoDwell YMS	Month to month, no contract
Start-up	No mobilization fee. First shift within 3 days of award, staffed by our own drivers while local hires onboard
Invoicing	Weekly, Net 30

Rate adjustment	3 percent at month 13 and annually
Stand-down days	5 per year at no charge with 24 hours notice; shorter notice at 60 percent of the daily rate
Insurance	\$1M auto, \$1M general liability, \$5M umbrella, workers compensation, cargo while hooked to our tractor
Uptime Guarantee (C)	2x hourly credit for any uncovered hour, capped at one week of billing per month
Charger infrastructure	Up to \$15,000 one-time, waived with a 5-year agreement

NEXT STEPS

Pick an option. We can be in the yard in three days.

1

Choose

Option A, B or C, with or without the YMS.
Download the Excel for the full schedule and rate card.

2

Reference call

Use slide 14 or the contacts in our follow-up email.

3

Walk the floor

A 60-minute plant walk to map doors, spots, and the Rigid Plastics crossing into NoDwell.

4

First shift

Within 3 days of award. Our drivers start it; your local crew takes over as they onboard.

The numbers you came for, on one page.

Option B, Orange EV, recommended

\$11,400/wk

\$49,400 per month, \$592,800 per year, all-in.
No fuel bill.

Option A, diesel, all-in

\$11,850/wk

\$11,400 service plus about \$450 fuel at cost.
About \$616,200 per year.

NoDwell YMS, Joplin

\$2,000/mo

Month to month. \$1,750 per additional site.
Unlimited adjustments for 90 days.

Trailers, if needed

\$450/trailer/mo

Fully operational guarantee, on-road DOT
standard.

What you get

- Four dedicated CDL drivers, 24/7, no gap at shift change
- Working CDL manager and three layers of backup
- Backup tractor on site, maintenance included
- Equipment Uptime Guarantee: 2x credit for any uncovered hour
- Telematics and the NoDwell move log, with a weekly report

Terms

- 90-day trial, 30-day termination
- 36 months after trial, 90-day convenience out after month 3
- No mobilization fee; first shift within 3 days of award
- Weekly invoicing, Net 30, 3 percent adjustment at month 13
- Charger: parts on 36 months, up to \$15,000 on 5 years

Capacity and savings

- One truck covers 30 moves a day at 38 percent utilization, with summer headroom
- Second crew only above a sustained 60 moves a day
- Night-share credit: 100 percent of neighbor billing back to you
- Hybrid path: backup shifts from \$725, consulting to bring it in-house

Let us know when we can begin to transform the yard and its data for your operation. It is what we live for.