



MEDIA RELEASE

EROAD launches Electronic Logging Device in US

27 February 2017 Auckland Transport technology service provider EROAD (NZX:ERD) has launched its in-cab, hardware-based Electronic Logging Device (ELD) to the US market.

EROAD's ELD was announced today at US conference ATA TMC, the American Trucking Associations' Annual Meeting & Transport Technology Exhibition in Nashville, TN. The EROAD ELD has also been submitted to the FMCSA (Federal Motor Carrier Safety Administration) for inclusion on the US government's register of providers offering services to meet new federal rules for electronically recording drivers' hours of service. EROAD's ELD registration is imminent.

Once published by the FMCSA, EROAD's ELD is expected to be the 28th device on the register, and the first to offer permanent in-cab hardware as part of a comprehensive solution. The other 27 devices on the register offer less comprehensive, app-based services using a smart phone or mobile computer case without a permanent, in-cab device. EROAD's major competitors offering in-cab hardware are yet to have ELD devices published on the FMCSA register.

Trucking firms in the US have until December 2017 to comply with a federal regulation requiring drivers to record their record of duty status electronically in a way that is tamper-resistant and readily transferrable to enforcement officers – a measure that will improve not only compliance with hours of service requirements but also the overall health and safety of fleets. EROAD has also initiated independent, third-party verification of its ELD to provide assurance to the industry that its system is compliant, best-in-class, and operationally easy to use.

Chief Executive Steven Newman said that completing a compliant ELD for the US had been a major research and development focus for the company. He was delighted to be again leading in the global provision of technology and to have achieved a milestone that the company had set itself.

"App-based ELD solutions face a number of issues including poor Bluetooth, or loss of connectivity, battery dependence, and a lack of permanent connection to the truck. If a driver misplaces, drops, or forgets their smartphone or tablet, they won't be able to drive. All of these issues are overcome by a fixed in-cab device," said Mr Newman.

"With the new federal regulations, having a compliant ELD is critical for most customers looking for a fleet management or electronic tax reporting solution," he said. "Today's launch means we are in a position to begin selling our ELD offer in the US market as planned by March, 2017.

"In parallel with completing a compliant comprehensive ELD solution, EROAD has continued to build sales and marketing capability in the US which is now under the experienced leadership of Norm Ellis, who previously led sales and marketing for one of the US's largest telematics companies, Omnitracs," said Mr Newman.

He said that a significant advantage for customers was that EROAD's ELD service was offered from its single, integrated platform, capable of also providing electronic WMT (Weight-Mile Tax) and electronic IFTA (International Fuel Tax Agreement) reporting, as well as sophisticated fleet management.



“Customers can meet and manage their tax and health and safety compliance commitments all in one service, as well as improving productivity and reducing cost through our fleet management and driver behaviour services,” he said.

Launching its in-cab ELD system continues EROAD’s success at world-leading technology solutions. In 2009, EROAD introduced the world’s first nationwide electronic road user charging (RUC) system in New Zealand. It then launched in 2013 the US’s first electronic WMT service in Oregon, and has now introduced the US’s first compliant in-cab ELD. In early 2016, California Department of Transportation (Caltrans) selected EROAD as its heavy vehicle technology provider for the California Road Charge Pilot, the US’s largest road charge pilot, running for nine months from July 2016, to investigate new technology in road charging options for possible replacement of or in addition to California’s fuel tax.

About EROAD

EROAD modernises road charging and compliance for road transport by replacing paper-based systems with easy-to-use electronic systems. The company is headquartered in Auckland, New Zealand, and listed on the New Zealand Exchange (NZX). Its US business is based in Portland, Oregon, serving customers with vehicles operating in every US mainland state, growing outward in concentration from the Northwest. In 2009 EROAD introduced the world’s first nationwide electronic road user charging (eRUC) system in New Zealand and, in 2017, more than 50% of heavy transport RUC is expected to be collected electronically, representing a rapid transition to e-commerce on a voluntary, industry-led basis, due to the cost-savings and benefits to customers. EROAD is also a leading provider of health and safety compliance services, including vehicle management and driver behaviour and performance measures.

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