



MEDIA RELEASE

Improving health and safety management behind technology uptake

6 April 2017 Two of New Zealand's leading companies are installing new, sophisticated in-vehicle technology in their transport fleets to further improve their management of health and safety.

Transport technology service provider EROAD will provide Kiwi companies Fulton Hogan and Waste Management NZ Limited with more than 4,500 EROAD in-vehicle units as the companies look to further improve their health and safety management.

"The EROAD system has delivered many benefits for Fulton Hogan from reducing our Road User Charges to monitoring truck idling times to reduce fuel costs," said Fulton Hogan's Mechanical Engineer Graham Eaton.

"EROAD's addition of driver behaviour features to help improve driver safety made the decision to install EROAD's technology in more of our fleet very easy. As a business with more than 6,700 people on our team, it's important we stay safe at all times," he said.

"One of our key Health and Safety policies is to, 'Set objectives and targets to manage, measure and improve our performance'. EROAD makes this measurement and management simple by interfacing with our existing systems," said Mr Eaton.

Waste Management's decision to install EROAD technology has also been motivated by the ability to use Health and Safety services, said Waste Management's National Fleet Manager, Jitesh Singh.

"EROAD delivers a range of capabilities to improve driver safety from the electronic logbook, including providing accurate information regarding driver rest periods and the pre-start inspection programme, which helps our drivers identify vehicle faults before they become a problem," said Mr Singh.

"The safety of our people, our customers and our communities is paramount to us and we continue to invest in technology like EROAD to improve safety outcomes," he said.

EROAD CEO Steven Newman said developing a suite of health and safety services had been a feature of the company's recent R&D investment, including features such as driver behaviour and driver logbook as well as vehicle-focused services like the EROAD Inspect app.

Mr Newman said the market response to EROAD's in-vehicle device Ehubo2, which enables customers to access its full suite of health and safety services, had been very positive. Around 4,300 units were now used by fleets throughout the company's Established market of New Zealand and Australia, since the product's launch a year ago.

In particular, being able to use EROAD's data from a large population of drivers and vehicles enabled customers to benchmark against industry 'norms' and to reward good driving to improve performance.

"Our customers tell us that benefits to health and safety management are a strong motivator to use our services, alongside economic benefits, like lower maintenance costs and improved fuel economy."



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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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