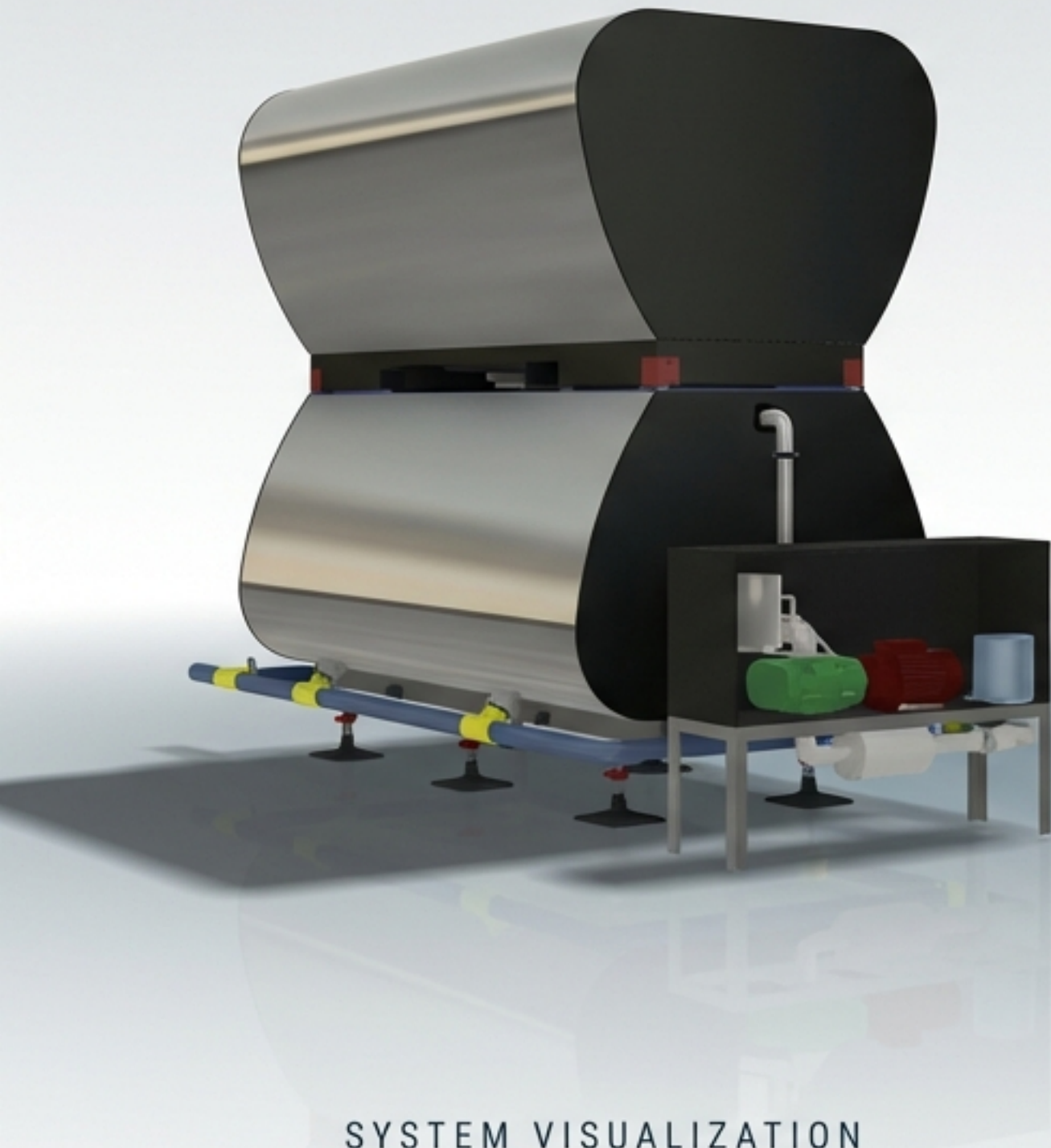




SYSTEM VISUALIZATION

IS THE VBTS HOURGLASS RIGHT FOR YOUR OPERATION?

Is Hourglass Operationally and Economically Justified?

Answer **Yes/No** to the following 10 statements to determine your alignment.

8–10 YES

Highly Aligned Solution.

Proceed directly to lane-level and site-level engineering plus commercial modeling.

5–7 YES

Strong Candidate.

Targeted pilots on specific high-volume lanes; focus on sites with clear safety/ESG upside.

3–4 YES

Monitor and Prepare.

Consider low-risk trials or co-loading opportunities, but major infrastructure commitments may be premature.

≤2 YES

Not Yet a Fit.

Constraints favor retaining pneumatic/FIBC solutions; revisit if volume or ESG pressures change.

Operational Diagnostics: Logistics & Infrastructure

Items 1–5: Evaluate your immediate physical and logistical constraints.



1. Driver Bottlenecks

Our current operation is constrained more by driver/tractor availability than by material supply.

☐ Yes



2. High, Repeatable Volume

We have at least one lane delivering **≥10 loads per week** to the same site (ready-mix plant, terminal, industrial facility).

☐ Yes



3. Cost-of-Ownership Pressure

Reducing end-to-end cost per ton by **~15–25%** over a 5-year horizon would materially impact margins or competitiveness.

☐ Yes



4. Safety & Compliance Exposure

Silica dust, noise (**>100 dB**), or hot, blower-driven unloading are active concerns in HSE audits or OSHA monitoring.

☐ Yes



5. Site Capabilities

We can operate **≥20,000 lb forklifts** (or plan to acquire them) and reserve dedicated pad space without disrupting core operations.

☐ Yes

Strategic Diagnostics: Tech, ESG & Culture

Items 6–10: Evaluate technical feasibility and long-term corporate alignment.

 6. Material Characteristics Materials handled (e.g., cement, frac sand, moisture-sensitive powders) suffer from bridging or heel loss, making 99%+ recovery and sealed handling economically meaningful. ☐ Yes	 7. Power & Reliability Planning Facilities have reliable electric power and/or an established strategy for backup generation for critical equipment. ☐ Yes	 8. Strategic Intent We seek differentiation on safety, ESG metrics, and driver experience—not just lowest spot freight rate—especially for infrastructure customers. ☐ Yes
 9. Emissions Reduction Driver Reducing on-site diesel emissions (idling tractors, PTO blowers) is a formal ESG objective; we are willing to shift to electric site-based equipment. ☐ Yes	 10. Innovation Culture Our organization has a track record and executive sponsorship for piloting new operating models and automation. ☐ Yes	 Count your 'Yes' answers and refer to the Scoring Guide on Slide 1.