

**MAXON'S SHU-PAK
MAKES QUICK WORK
OF YOUR
DIRTY WORK.**

Shu-Pak is a remarkable one-man, curbside rubbish removal system. The only true one-man system available.

One man does everything — drive, load and compact trash. And he does it faster and more economically than multi-man crews on other collection vehicles

Here's How It Works

Simply stated, our Shu-Pak's packing blade paces the man — unlike rear loaders, where the men must match the machine's slower pace.

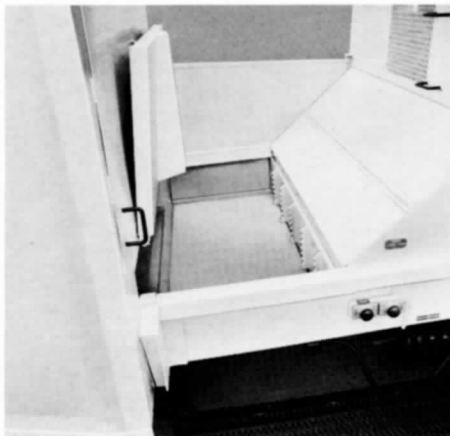
Our Shu-Pak system provides special right-hand, stand-up drive. One man drives down a residential route, stops at a curbside collection point, steps out, places the trash in the loading hopper directly behind the cab, presses the compaction button, gets back in the cab and drives to the next collection point.



As he drives, trash is continuously compacted into the Shu-Pak's container body.

The entire process is done with a minimum of wasted effort.

Continuous packing while driving or loading



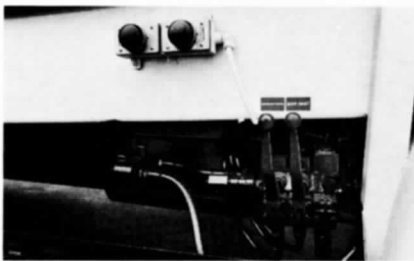
Our Design Components

We build the Shu-Pak to work harder and last longer. With special features like a push button control which automatically activates the hydraulically-powered packing blade behind the cab for one complete cycle.

Shu-Pak's crusher panel provides greater displacement per stroke by forcing refuse in front of the blade. It's great for items like tree trimmings, wooden crates and boxes.



Other features include a continuous-operated compactor blade which allows continuous pitch-in of trash without waiting for compaction cycle completion.



Our packing blade operates with pressure of more than 6900 pounds per square foot. At a speed of 11 to 13 seconds per



cycle. Easily operated stand-up, right-hand drive with both handy cab and hopper close push button controls. And twin dumping cylinders that raise the lightweight body to 46° for easy unloading. Hopper and body are mounted on dropped frame chassis so only body raises during the dumping cycle.

Our low side pitch-in hopper can be installed and mounted on most chassis.

Plus options that allow haulers to select equipment to their specific needs.



Reduce Your Labor Costs

Obviously, fewer employees are needed with the one-man Shu-Pak system. With proper planning, though, no employee need lose his job.



We recommend that you reward your best workers by letting them drive the Shu-Pak and increase their wages to match their increased responsibility.

Extra employees can be transferred to other departments or given new duties. With the 30-70% general attrition rate common among sanitation workers, the situations will soon be eliminated.

The Daily Work Load

Day in and day out, our amazing Shu-Pak rubbish removal system proves that one man can do the same work as multi-man crews on either bag or can routes.

With the Shu-Pak, it's not unusual for one man to service 500-1000 homes a day, depending on the route structure.

50% Less Per Ton Per Man-hour Cost

A typical rear-loader crew consists of one man driving and one or two men pitching. The same amount of pick-up per day can be made by the Shu-Pak, the only true one-man system, producing man-hour savings of 50% and more.

THEM

MAXON
50% LESS



With a right-hand, stand-up drive cab and our Shu-Pak with low side pitch-in hopper, he just moves from home to home. Many Shu-Pak operators pick up 7-12 tons of trash per load depending upon the model used.



Bag route

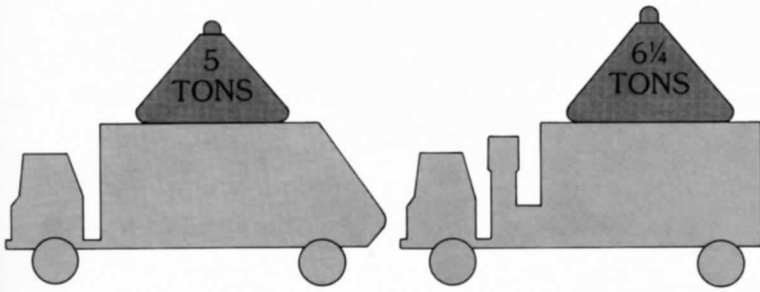


Can route



25% Less Per Ton Per Mile Cost

A 2-axle rear-loader will haul 5 tons legal payload or 10 tons per day. A 2-axle Shu-Pak will haul 6¼ tons legal payload or 12½ tons per day. That's a 25% improvement in per ton per mile cost with Shu-Pak.



We'll Help Convince Your Men

Until they've tried it, some drivers find it hard to accept a concept as revolutionary as our one-man Shu-Pak system.

So we developed a special program that many cities—including Albuquerque,

New Mexico and St. Petersburg, Florida—have found helpful.

We'll send Shu-Pak operators to speak to your men, conduct an introductory class and tell them about all the benefits that come with Shu-Pak.

We even recommend a couple things to you that seem small, but carry a lot of weight with drivers. Such as a year-end awards banquet.

And painting each operator's name on his Shu-Pak cab. We've found that something as simple as that raises his self-image and increases recognition on his route.



Once They've Tried It, They Love It

Nothing we can say about driver acceptance can match the unsolicited testimonials we receive from operators of Shu-Pak fleets.

For instance, Bob James, City Administrator for the city of San Fernando, California told us that his operators are happy because they have increased independence, salary, responsibility and recognition.

Jake Mynderse of Newport Beach, California agreed.

"Operator acceptance has been unusually good. We have a waiting list of employees who want to be assigned to a Shu-Pak."

Glowing commendations like these reach us every day, saying that drivers love our one-man Shu-Pak system.

More Good Words About Shu-Pak

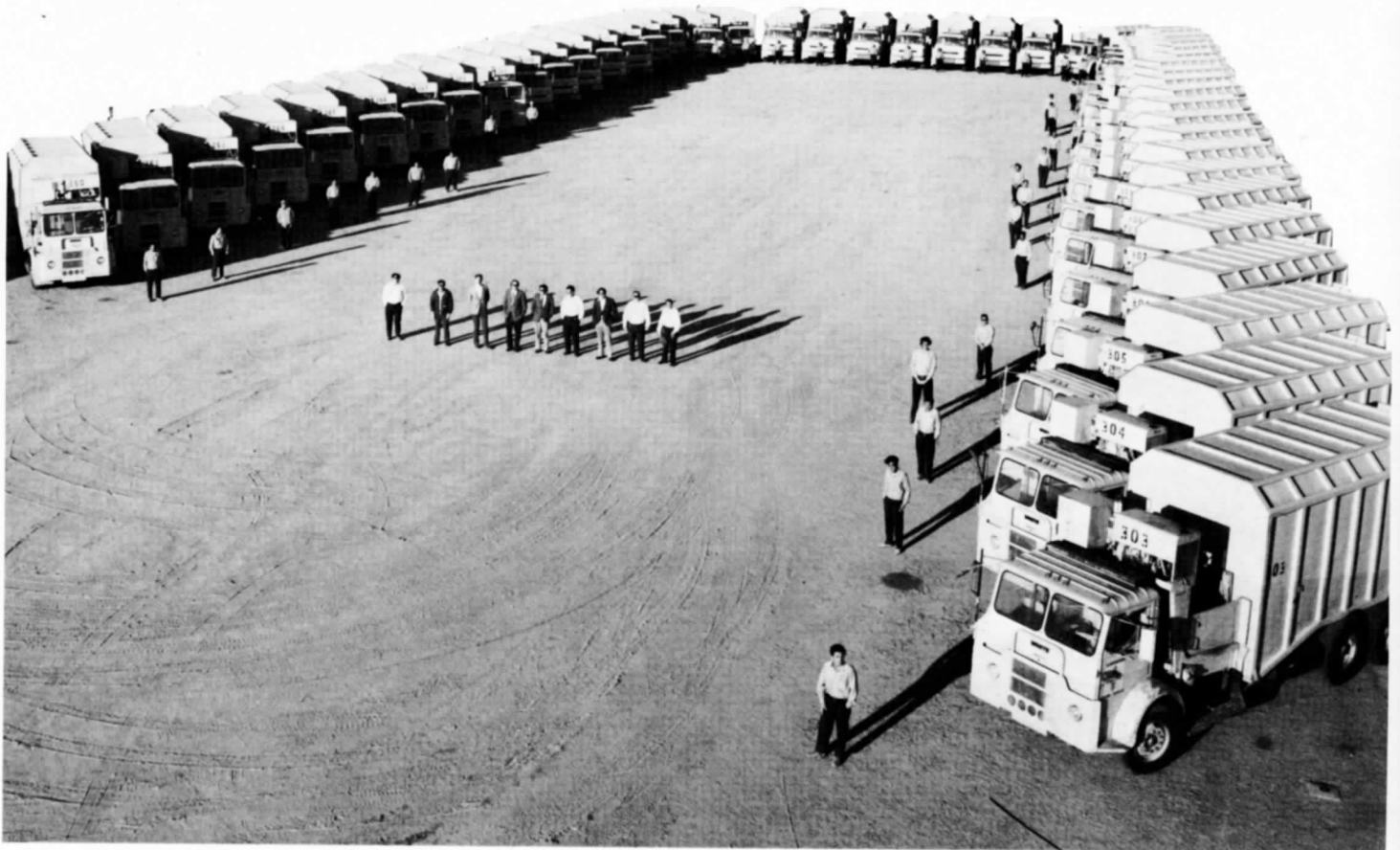
"...the one man crew can accomplish 90% of what the three-man crew accomplishes with 62% less salary expenditures and 20% less vehicle operating expense."

**I. E. Aragon, Jr., Department of Services,
Albuquerque, New Mexico**

"The success of our first Shu-Pak was instrumental in converting our whole operation to one man. Each year we have replaced a truck with a sideloader, and now we are operating with five sideloaders on our residential routes."

**Carrol Sander, Refuse Supervisor,
Covina, California**

"Before one-man operation, the city often paid refuse collectors for many hours of overtime work due to machinery breakdown and heavy collections. Now the men finish their routes, take their load to the land fill and then clean their trucks in as little as six hours. Moreover, the service is more



efficient. Previously, using three-man rear loading trucks, the cost ran about \$68.40 per hour of collection service. Under the new system the cost is \$45.60 per hour."

From the American City Magazine, July, 1972, discussing Shu-Pak use in Banning, California

"The one-man truck is a new conception which other cities are beginning to experiment with, but we are convinced of the savings it can provide."

David Wilfong, City Manager, Huntington Woods, Michigan

"...a replacement driver who had never used the truck before, collected 478 stops between 8:00 a.m. and 2:30 p.m., plus making one trip to the incinerator and taking one hour for lunch."

Robert L. Jewell, Administrative Assistant to the City Manager, Miamisburg, Ohio

"In our opinion, the one-man refuse collection unit has a tremendous potential..."

John Lomerato, Assistant General Manager, Southeastern Oakland County Incinerator Authority

"You would perhaps expect to find disenchantment among the employees following the instituting of such changes, but you will be interested to know that the situation is just the opposite; the morale of our employees has never been better."

Willie Case, Superintendent of Solid Wastes, Visalia, California

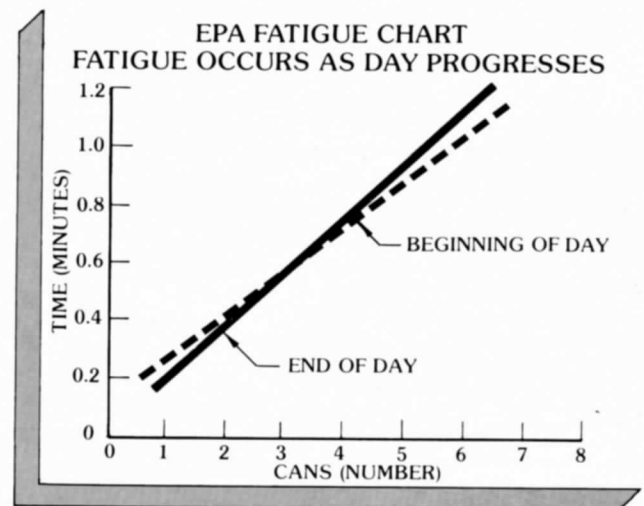
Fatigue Is Reduced

Shu-Pak operators become no more fatigued than members of multi-man crews. This has been verified in studies conducted by the Environmental Protection Agency and the Sanitation Industry Yearbook.

Basically, these studies found that fatigue increases as the day progresses, no matter which system is being used.

Obviously, though, multi-man crews continue getting in each others way as the day progresses. As fatigue increases, so do costly and time consuming accidents.

But the Shu-Pak operator maintains a high efficiency rate and low fatigue rate because he sets his own pace and doesn't have to contend with fellow workers.



Reduce Your Maintenance Costs

It costs a bundle to have a truck out of operation for repair for a whole day. So we designed the Shu-Pak with the simplest, yet most effective and dependable, components available.

It has fewer moving parts for fewer problems.

For instance, like all collection vehicles, our units do occasionally require repair.

However, most collection vehicles have complex, multiple hydraulic and electrical systems. Many times, you can repair one system and get the truck back on its route. And before you know it, a different system has broken down, requiring more down time for that vehicle.

That can't happen with the Shu-Pak. Because we have single, simple-to-repair systems. Once a repair is made, the Shu-Pak is ready for action. Trouble-free action.

The Shu-Pak also has the most even weight distribution available. So tire wear is reduced.

Transmission repair is reduced, too, because the vehicle and the compactor have separate power sources.

Plastic Container Routes Work Great

Many municipalities around the country have also passed laws requiring the use of special plastic rubbish containers.

Special hydraulic lifters are easily installed in the Shu-Pak. They pick the

plastic container up, dump it in the hopper and return it to the ground.

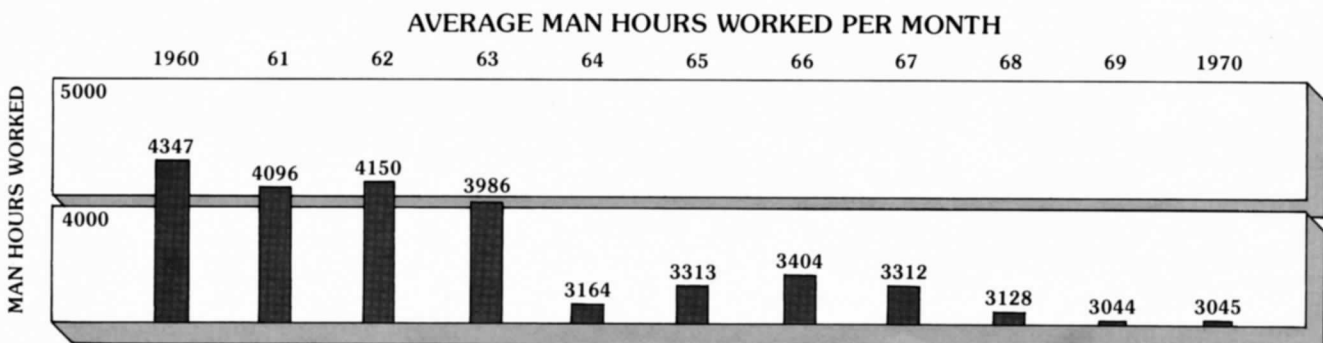
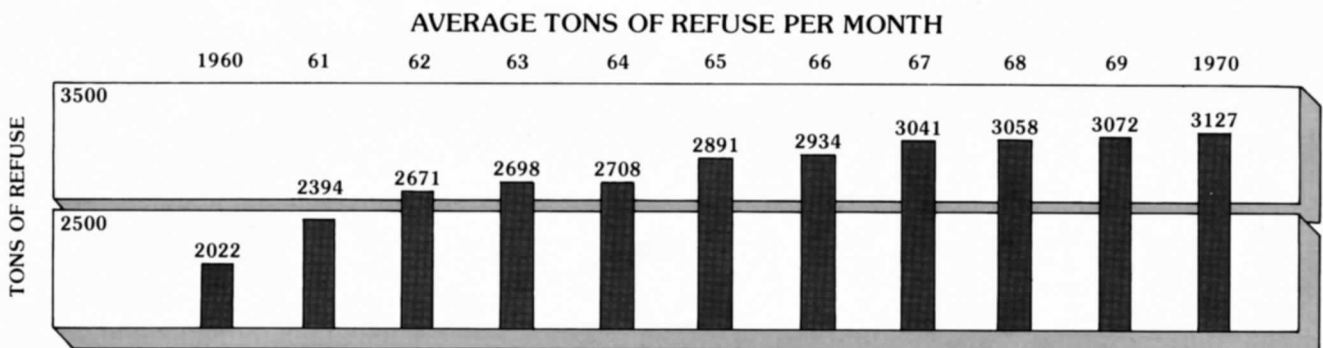
All the operator has to do is roll the container on the lifter and remove it after dumping is completed.

Studies Show How To Save Money. Lots of It.

Inglewood, California conducted a study that shows population and refuse volume are increasing, but the average collection hours per man decreased after Shu-Pak was put into operation.

INGLEWOOD, CALIFORNIA OFFICIALS REPORT INCREDIBLE SAVINGS!

	<u>1/1/60</u>	<u>1/1/71</u>	<u>% INCREASE OR DECREASE</u>
POPULATION	66,598	95,000	+42.6%
DWELLING UNITS	25,330	38,031	+50.1%
ANNUAL TONS OF REFUSE	24,265	37,531	+54.7%
TOTAL TRUCK LOADS (OR TRIPS TO LANDFILL SITE)	5,855	4,335	-26.0%
ANNUAL MANHOURS	52,167	36,534	-30.0%
MANHOURS PER TON	2.19	.97	-55.7%

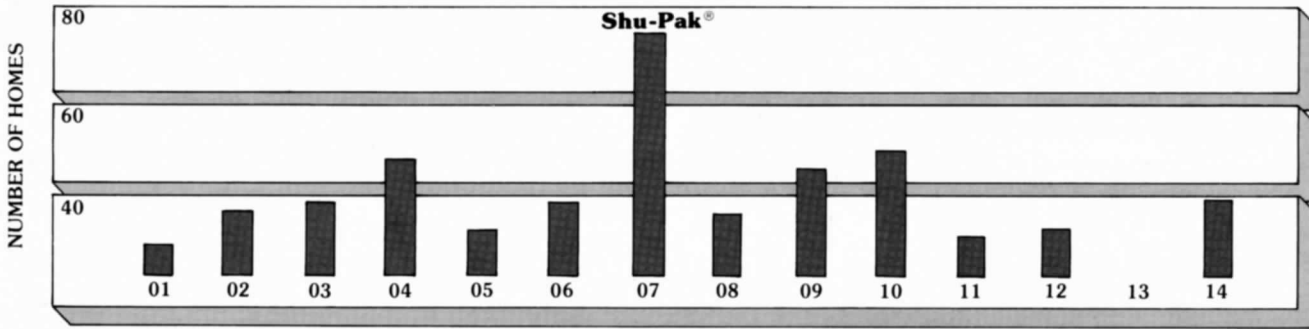


Another study, done by the Southeastern Oakland County Incinerator Authority, shows that Shu-Pak can service more homes

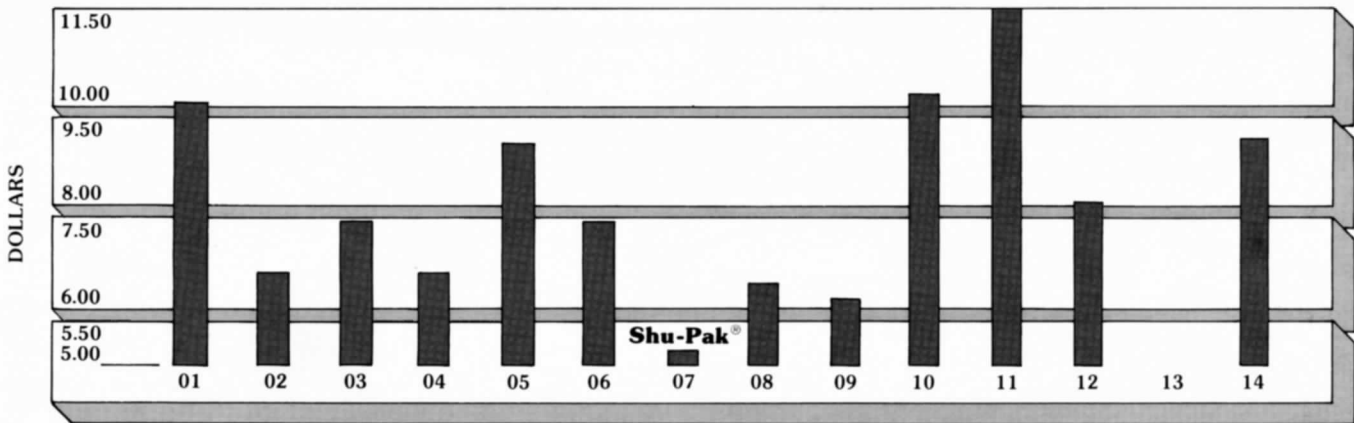
per hour per crewman, while cutting the average collection cost per ton and cost per average home per collection.

SOUTHEASTERN OAKLAND COUNTY INCINERATOR AUTHORITY
SOLID WASTE COLLECTION STUDY

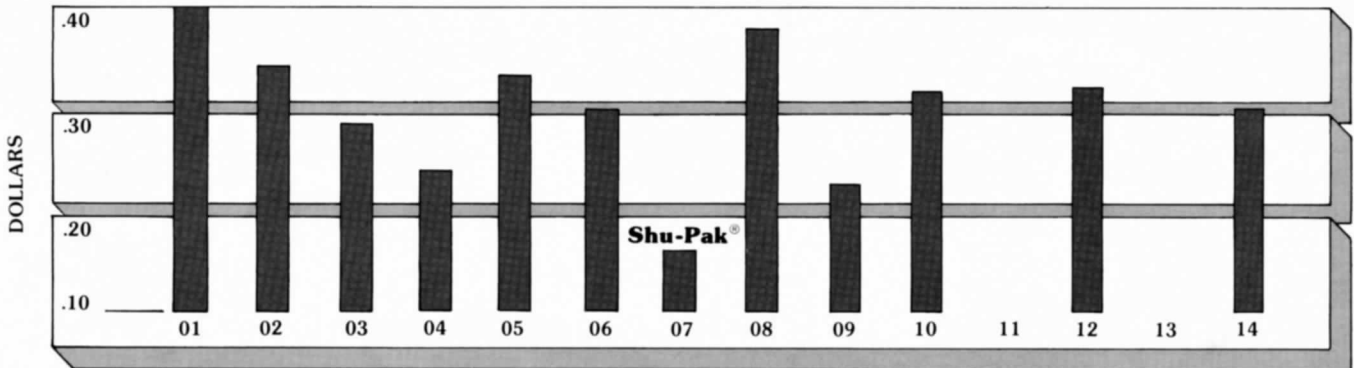
AVERAGE NUMBER OF HOMES SERVICED PER CREW MAN PER COLLECTION HOUR



AVERAGE COLLECTION COST PER TON



AVERAGE COST PER HOME PER COLLECTION



BERKLEY
BEVERLY HILLS
BIRMINGHAM
CLAWSON
FERNDAL
HAZEL PARK
HUNTINGTON WOODS
LATHRUP VILLAGE
MADISON HEIGHTS
OAK PARK
PLEASANT RIDGE
ROYAL OAK-CITY
ROYAL OAK-TWP.
TROY

Finally, a report by the Citizen's Research Council of Michigan favored the one-man Shu-Pak system above all others, saying that it substantially reduces refuse collections costs in residential areas.

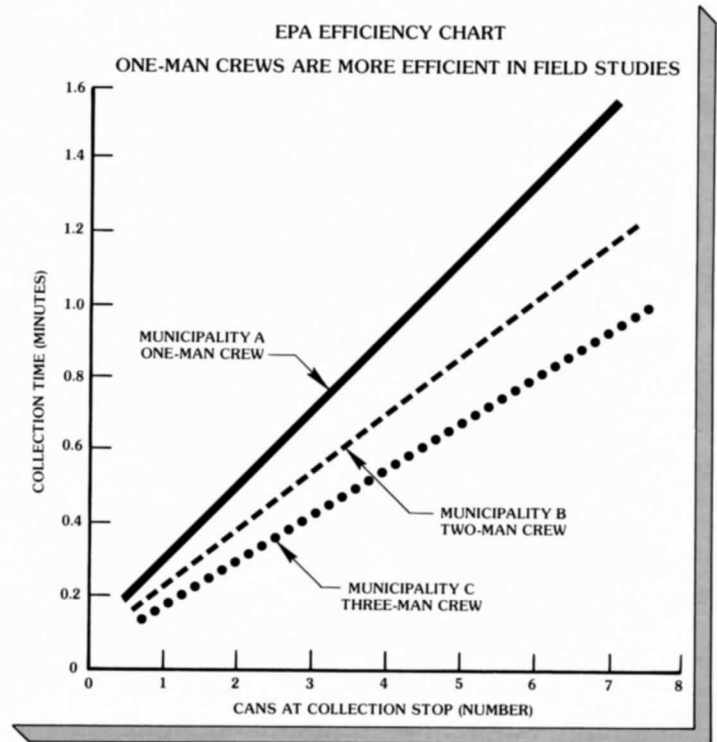


A Government Study Backs the Shu-Pak

If all those independent surveys haven't convinced you, an official government report should.

The Environmental Protection Agency did an exhaustive study of trash disposal problems. They concluded that one way to reduce trash collection costs is to reduce manpower and pay higher wages to remaining workers.

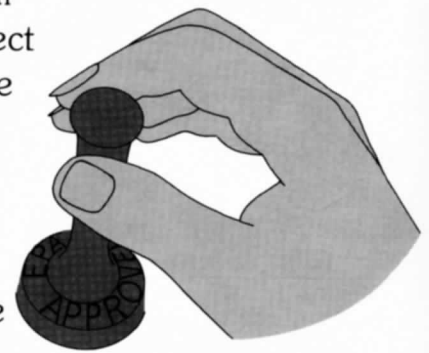
They found that while one-man systems cost slightly more initially, their operating costs are 25-45% lower than two-man systems and 35-50% lower than three-man systems.



They also concluded that one-man crews are more efficient and can collect residential curbside trash faster than multi-man crews.

And finally, the EPA recommended that more cities investigate one-man systems to increase their efficiency and decrease their costs.

Before we go any further, we would like to thank the EPA for saying so many nice things about our Shu-Pak system. Of course, they didn't mention Maxon's Shu-Pak by name, but we knew who they were talking about. After all, Shu-Pak's the only true one-man rubbish removal system available.



You Can't Go Wrong With Shu-Pak

The National Commission On Productivity, an independent research organization, investigated ways to improve productivity in solid waste collection.

One of their most important conclusions substantiates our claims for the Shu-Pak. They found that reduced crew size can substantially increase productivity—because operators tend to be higher paid and are less likely to suffer injuries.

Re-Orders Prove Our Point

People always want more of a good thing. That may explain the startling re-order rates racked up by the Shu-Pak system.

Consider Albuquerque, New Mexico. They ordered 25 Shu-Paks in June, 1972 and six months later, ordered another 25.

Phoenix, Arizona decided to upgrade their conventional-style collection vehicles

at an even faster rate. They first ordered 19 Shu-Paks in May, 1972. Since then, they've re-ordered several more times for a total fleet of 78 Shu-Paks.

The people who buy Shu-Pak once don't hesitate to buy again. What more can we say?

Send For More Information

There's an old saying that you shouldn't believe everything you read in the newspaper. We think the same thing goes for brochures.

So if you'd like to check up on us, or if you have some doubts about some of the claims we've made, just mark the enclosed postage-paid mail-in card. We'll be glad to send you documentation and results of the studies you request.

And all the information is free.



Cab partition provides normal driver comfort in colder climates.

The Shu-Pak System Is Right For You

From the largest to the smallest, cities and private contractors believe in the Shu-Pak system.

For instance, Browning-Ferris Industries, Inc., Waste Management, Inc. and SCA

Services, Inc. are currently using Shu-Paks in a number of cities.

Once a city discovers the Shu-Pak's unique advantages, the word spreads quickly to surrounding communities.



In 1972 Miamisburg became the first city in Ohio to order the Shu-Pak. Now several cities throughout the state are using them.

It's the same story in Michigan, where city after city and hauler after hauler have followed Huntington Woods by ordering Shu-Paks of their own.



One More Study

The Garden City Disposal Company, a private hauler in Rosemont, Illinois, was interested in purchasing Shu-Pak. Before investing their capital, though, they wanted to verify all our claims for themselves. So they questioned officials from 29 Shu-Pak

using cities across the country.

We came through with flying colors.

Here are the results—proof positive that Shu-Pak is the rubbish collection system for you.

Garden City Disposal Co. Survey

TOTAL NUMBER OF RESPONDANTS 29 (1=3.5%)

	POOR		AVERAGE		GOOD		OUT- STANDING		NO ANSWER	
	No.	%	No.	%	No.	%	No.	%	No.	%
1. Acceptance by employees towards 1 man operation	0	—	6	20.7%	18	62%	3	10.3%	2	7%
2. Ease of maintenance	0	—	8	27.5%	19	66%	2	7%	0	—
3. Replacement parts availability	2	7%	9	31.3%	17	59%	1	3.5%	0	—
4. Life of equipment under normal maintenance conditions	2	7%	6	20.7%	17	59%	2	7%	2	7%
5. Weight distribution compared to local weight laws	0	—	7	24.0%	19	66%	2	7%	1	3.5%
6. Ability to handle all types of residential output	0	—	9	31.3%	16	55%	2	7%	2	7%
7. Crew safety	0	—	6	20.7%	18	62%	3	10.3%	2	7%

SUMMARY OF JOB TITLES:

Sanitary Superintendent	34.0%	General Service Director	3.5%	Street Superintendent	3.5%
City Manager	3.5%	Assistant City Manager	3.5%	Other	41.0%
Assistant City Engineer	3.5%	Superintendent of Public Works	7.0%		

Don't Wait! Place Your Order!

The proper time to order your first Shu-Paks will vary, depending on your size and situation. You should schedule your purchase to fit your needs.

Either way, we'll help you plan a purchase schedule that's best for your individual needs.



We Believe Seeing Is Believing

We're pretty confident about our Shu-Pak system. That's why we're willing to demonstrate our product in your town, on your routes, with your man.

You choose one of your own men to test it; we'll show him everything he needs to know; and we'll even take one of your supervisors along to verify the results.

Because you may find them hard to believe.

Sam Egigian, our Vice President, is the man to contact for a free demonstration.

Call him collect at (213) 598-7321.

Then get ready. Because seeing is believing.

For further information, write Maxon, 1960 East Slauson Avenue, Huntington Park, California 90255. Or Maxon, Highway 11 South, P.O. Box 1089, Monroe, Georgia 30655. Telephone (404) 267-7549.



MAXON

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