

Diesel Particulate Filter (DPF) Retrofit Installation

www.emissions-services.com / 888-550-9293

Emissions Services Unlimited



The ESU Way

We care about your spending - making sure your business is financially impacted the least is our primary goal.

How to Choose a DPF Installer?

You have many choices these days for DPF installers, so why does it matter which ARB certified installer you choose?

At ESU, our mission is to ensure customers make it through emissions compliance the most economical way possible. We go far beyond the installation - we consider the total cost of ownership for the life of the product.

Our STANDARD Retrofit Process:

- 1 - Customer Introduction
- 2 - Pre-Installation Compatibility (PIC)
- 3 - CAD Design/Structural Analysis
- 4 - DPF Model Selection Meeting
- 5 - ESU/Customer Revisions to Design
- 6 - Pre-Fabrication Installation Kit
- 7 - Install DPF/Customer Training



Pre-Installation Compatibility (PIC):

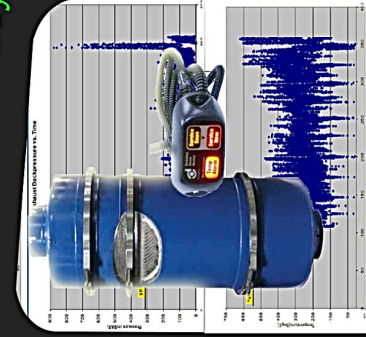
- 1 - Detailed Design of DPF System
- 2 - Engine Diagnostic and ECM Adjustments
- 3 - Engine Maintenance Schedule w/Customer
- 4 - Exhaust Temperature Data Logging
- 5 - Engineering Supervision/Review
- 6 - ARB/CalOSHA/DOT/etc Compliance Assessment
- 7 - A Whole Lot More (Trade Secrets That Save You \$\$\$)



DPF Installers	DPF Installation	Installation at Customer Site	24/7 Available	All Makes & Models Proficient	CAT Engine Certified	Cummins Engine Certified	Detroit Engine Certified	Most Other Engine Certified	Full PIC Assessment	CAD Design	Engineering Supervision	Engineering Review
Emissions Services Unlimited Inc.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dealer A	✓				✓		✓					
Dealer B	✓		✓									
Dealer C	✓	✓	✓									

ESU will find you the MOST ECONOMICAL DPF solution!!

24 Hours a Day, 7 Days a Week!



We can Answer ALL of your Questions!

Questions You Ask Today Will Save You Thousands Tommorrow!

We are NOT attempting to sell you on ESU's ability - we are simply giving you the facts. Challenge your DPF Installer to answer these questions to prepare you for making the RIGHT DECISIONS in moving forward with your DPF needs:

- 1) Is temp data logging the only step needed in choosing a DPF?
- 2) What is the difference between Active and Passive systems?
- 3) What if I choose the wrong DPF (for my engine)?
 - A) Can Passive systems cause more headaches than Active systems?
 - B) Maintenance cost - Active vs. Passive?
 - C) Are all myths about Active systems true?
- 4) Will I be charged for the assessment/PIC? Am I locked into using the DPF dealer that installs my data logger for completion of the DPF installation?
- 5) What is your DPF assessment process, and how does it meet ARB laws and DPF manufacturer requirements?
- 6) What engine diagnostics are used to identify engine issues that will affect the DPF I choose?
- 7) Is there a guarantee the quote will not vary after the DPF assessment, even if the assessment shows a larger DPF size required?
- 8) How do you guarantee your work, through stress analysis and other methods, to meet manufacturer and ARB regulations?
- 9) What free and discounted services do you offer during and following the DPF installation?
- 10) Do you offer DPF-specific financing or grant funding options?
- 11) What experience and/or training is required of your installation technicians relating to:
 - ARB rules and regulations
 - CAL/OSHA
 - EPA
 - CHP
 - DOT
- 12) Are you actively involved in any trucking, refuse or diesel association?
- 13) As my DPF installer and emissions compliance expert, what is your primary goal for me?

To SAVE me as much money as possible and ensure I am in FULL ARB compliance!

You Owe It To Yourself!

You are about to spend up to \$15,000 per retrofit. Don't you owe it to yourself to make sure you have selected a DPF installer that will save you money long-term?

ESU has many years of experience in the diesel emission industry, and we ensure your fleet is fully compliant with all ARB rules and regulations.

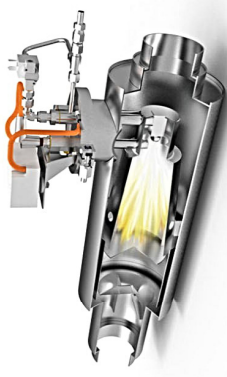
Save dollars today or spend thousands tomorrow! Selecting the correct installer and device is an integral part of saving you the most amount of money possible!

Did You Know?

1. ARB now legally requires DPF manufacturers to create pre-installation requirements in addition to temp data logs.
2. Most DPF installers do not charge for temp data logging because they lock the customer into using them for DPF installation (watch the fine print!)
3. If an incorrect DPF is chosen, you could be faced with cleaning the DPF weekly at a cost of approximately \$300+travel.
4. Most DPF installers will quote a smaller DPF than required. After you have agreed to the quote, there is a strong chance the assessment results will show a larger DPF is necessary, costing you significantly more money!
5. The DPF manufacturer is NOT legally required to warranty a DPF that did not undergo a proper PIC per their requirements.
6. The first step the DPF manufacturer takes in assessing a DPF warranty claim is auditing the PIC completed for the application. Many do not pass, and DPF manufacturers can and will void warranty claims accordingly, in fact they plan on it!



Diagnostic equipment used at EVERY PIC



DPF systems are becoming increasingly complicated and require PIC!



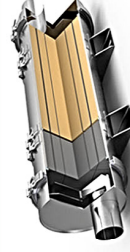
Coming to you anywhere in California!

Our Guarantee

We provide you with honest work full of integrity and fact. We do not give up until you are in full diesel emission compliance and have left you satisfied.

Contact us today:
888-550-9293
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DPF assessment results will show a larger