RAND McNALLY

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RAND MCNALLY UNVEILS GAME-CHANGING EOBR
Mobile communication and truck navigation in a single device for less than $800

Skokie, Ill., August 4, 2011 – Rand McNally has developed a next-generation in-cab EOBR device that combines award-winning navigation with a robust mobile communication system – all for $799.

The Rand McNally TND™ 760, Fleet Edition, seamlessly integrates into a truck's on-board computer and sends and receives information via both Wi-Fi and cellular. The TND™ 760 is designed to be set up in less than 30 minutes and does not require the installation of a separate "black box" monitoring unit like traditional mobile communication systems.

Despite its compact design, the TND™ 760 features a broad array of capabilities including fleet communications via email, driver and vehicle performance monitoring, electronic hours of service (HOS) compliance, and truck-specific navigation. Information on fleet activity is managed via Rand McNally's significantly enhanced FleetWatcher web-based portal.

The TND™ 760 is the result of the 10-month business partnership between Rand McNally and DriverTech of Salt Lake City. In September 2010, Rand McNally took an investment stake in DriverTech and acquired an exclusive license to DriverTech's technology in the trucking space. Since then the development teams at both companies have been working closely together to port DriverTech's software over to Rand McNally's hardware platform.

"This product is one of the main reasons we did the deal with DriverTech," said Dave Muscatel, CEO of Rand McNally. "We thought if we could port their software over to our hardware platform, we could create a product that leverages the best of both companies while at the same time fundamentally altering the cost paradigm in this space."

"The new TND™ 760 accomplishes that goal and provides 90% of the functionality of higher-end mobile communication systems for less than half the price," Muscatel continued.

Mark Haslam, founder and CEO of DriverTech, explained further: "Two months before we announced our business partnership, Dave and I plotted this concept out on a white board. The TND™ 760 is truly the next generation of mobile communication products and we here at DriverTech are very excited about it."

Jim Rodi, who heads up Rand McNally's Commercial Transportation group, pointed out that Rand McNally has been sensitive to evolving EOBR regulations, developing a solution that is affordable for fleets and potentially owner operators.

"The ROI on this platform is fantastic. Our IntelliRoute® TND™ is already a hit at retail with drivers looking for a solid navigation solution. For only $350 more than what drivers are already paying for the TND™ 710 navigation device, fleets can get a full EOBR with multi-mode mobile communications and driver performance tools. This is a great deal for customers looking for an affordable, feature-rich, in-cab solution," Rodi said.

At a private customer event recently held in Chicago, Rand McNally demonstrated the new TND™ 760 for trucking executives. During the summer *Cubs & Clubs* event, executives got a first look at how the TND™ 760 – combined with a Rand McNally web portal called FleetWatcher –provides a full fleet management solution at a sub-$800 price.

As with other connected devices, there is a monthly data plan required. The $799 price excludes applicable taxes.

"I came away surprised and impressed by the breadth and scope of the products Rand McNally is bringing to the marketplace," said Randy Valentino, a participant at the event and VP and CTO of Bekins Van Lines. "I look forward to continuing to develop what we learned at the meeting as we explore options for use at Bekins."

Key features of the TND™ 760 include:

- 395.15 compliant
- Automated Hours of Service
- HOS alerts and warnings for drivers
- Simplified log certification and correction
- Real-time access to HOS data via FleetWatcher portal
- Wi-Fi and cellular communication
- Over-the-air programmability
- Rand McNally Workflow
- Text and form-based messages
- Text-to-speech email playback and verbal turn-by-turn route guidance
- Truck-specific routing based on loads and other metrics, powered by Rand McNally's award-winning IntelliRoute® TND™ navigation
- Detailed mapping and vehicle proximity search
- More than 200 distinct vehicle-specific metrics
- Comprehensive fuel- and driver-performance reporting
- Visibility to engine diagnostics

The TND™ 760 is designed and manufactured in the USA.

For more information regarding TruckPC, IntelliRoute® TND™, and the new TND™ 760, fleet managers should call 1-800-641-RAND (7263).

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