

About Waldo's Widgets Demo

This demo includes sample reports and transactions that are typical for an organization, specific products and activities that represent some of the most common uses of **ContainerTRACKER®**. The application and effective use of **ContainerTRACKER®** is limited only by the imagination.

Waldo's Widget Manufacturing is a medium size manufacturer with a variety of products and services. Waldo's uses **ContainerTRACKER®** to manage and control their cyclic assets. Cyclic assets are assets (containers, items, vehicles) that regularly move between facilities controlled by the owner of the asset and facilities controlled by non-owners of the asset or from areas of high control to areas of lesser control. Waldo's primary activities are identified below.

Manufacturing of Widgets

Waldo's makes aluminum widgets for automobile, truck and heavy equipment manufacturers. It sends them parts on a Monday-to-Friday schedule. The schedule is very stable. These parts are in returnable packaging of totes and skids. The totes and skids are tracked by quantity. There is no identification on them to distinguish one blue 18 x 36 tote from another. The customers return containers on the same trucks that deliver parts to them. From time to time they return containers on dedicated trucks.

Greenhouse Products

Waldo's has a commercial greenhouse that ships agricultural plants and agricultural chemicals. Their schedule is seasonal and on-demand. They use a large number of IBCs internally to hold various growing solutions. In the four month period represented by the demo one style of IBC, the 330 gallon painted carbon steel container, was taken out of circulation between the plants and customers. After that time they were used internally by the greenhouse.

Chemical Sales

Waldo has a chemical plant that makes a variety of industrial chemicals. It ships these chemicals to its customers (including other Waldo facilities) in IBC (intermediate bulk containers) of various sizes and material. All the IBCs have a serial number and **ContainerTRACKER®** tracks them by the serial number. Chemical shipments are demand based. Although orders are relatively consistent day-to-day, the products shipped varies with their customers sales, and with the seasons. These containers have US DOT requirements that they must be tested every two and one-half years.

IBC Leasing

When Waldo's realized the large capital investment they had in IBCs, they created a leasing company to manage the assets. All the IBCs in the system are owned by their leasing company. Every month they bill the various organization for their use of the IBCs. They use **ContainerTRACKER®** to manage the rental agreements and to calculate the IBC rental. Almost every customer has a different rental plan. Some have a fixed number of days that are rent free; some have escalating rates that increase as time passes; some have a fixed rental price per day.

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Waldo's customers are some of the best in the world, but they don't always return the totes, pallets, IBCs and containers as agreed. There are a lot of reasons for this, but regardless of the reason, failure to control returnable containers costs Waldo's Widgets significant money. Those costs were running between \$5,000 - \$12,000 per month before they controlled their returnable fleet with **ContainerTRACKER®**.

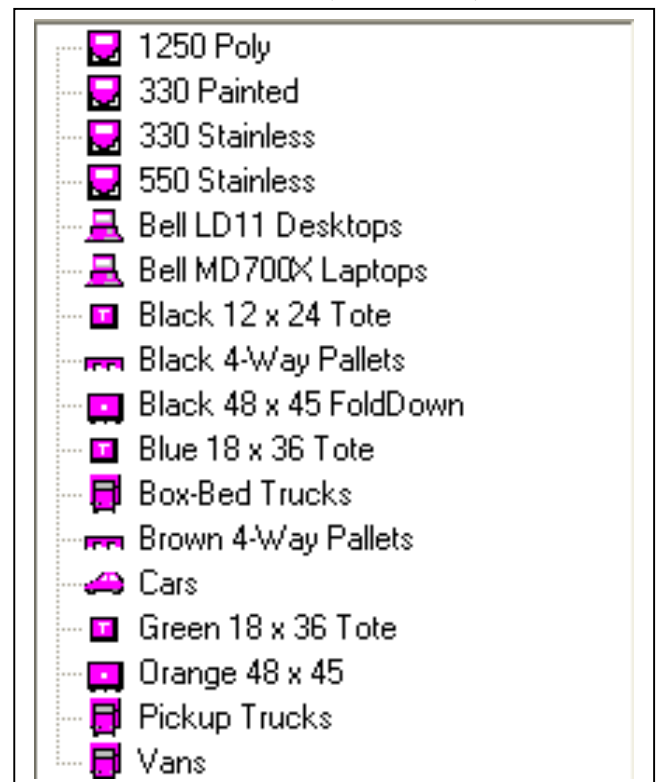
The **ContainerTRACKER®** demo simulates the real world of distributed manufacturing and high value cyclic assets (IBCs). In the demo, the manufacturing schedule is absolutely stable. Accumulated losses are not removed from the system. That means that everything in the system is considered overdue rather than lost and won't be recovered. The challenge of tracking cyclic assets is sometimes more complex than represented in the demo. However, the demo represents the largest losses common to cyclic asset systems. Although the demo does not represent all the complexity possible in cyclic asset systems, be assured that **ContainerTRACKER®** can address them. It is a solution that can't be outgrown.

What Waldo's Manages

Waldo's manages the following assets with **ContainerTRACKER®**

- Serialized Tanks to transport, hold and dispense liquid chemicals, (1070 total tanks).
 - 1250 Poly Tanks, (662 items)
 - 330 Painted, (124 items)
 - 330 Stainless, (120 items)
 - 550 Stainless, (164 items)
- Non-serialized pallets, plastic bins and totes
 - Black 4-Way Pallets, (988 items)
 - Brown 4-Way Pallets, (1039 items)
 - Black 48 x 45 Fold Down, (1573 items)
 - Orange 48 x 45, (524 items)
 - Black 12 x 24 Totes, (1960 items)
 - Blue 18 x 36 Totes, (2142 items)
 - Green 18 x 36 Totes, (2471 items)
- Vehicles (trucks, vans, cars)
 - Box-Bed Trucks, (2 items)
 - Pickup Trucks, (6 items)
 - Cars, (5 items)
 - Vans, (3 items)
- Computers, Serialized (desktop, laptops)
 - Bell LD11 Desktop Computers
 - Bell MD700X Laptop Computers

Waldo's Items (Tree View)



These assets together represent approximately \$1,800,000. Before they started managing and controlling their asset inventory, they were losing 12% of their tanks, 13% of their plastic bins, 16% of their totes and 21% of their pallets per year. They also lost several laptop computers. Although they did not lose any vehicles, they wanted to keep better records of who was using their vehicles.

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Waldo's is engaged in several businesses. They supply agricultural and industrial chemicals; grow commercial plants; lease chemical tanks; and make a variety of parts for automotive, truck, and heavy equipment industries. All the liquid chemicals are shipped in tanks of various sizes. The tanks must be DOT tested and must be inspected and tested every 30 months. Since there is an inventory of 1070 tanks, generally some IBCs need to be sent to the DOT testing vendor each week.

Waldo's Asset Locations

Waldo's uses their tanks and returnable packaging within their organization and externally at their customers' locations. The 'Tree' below shows their customers and locations with which they do business. As you enter transactions within **Container TRACKER®** you will notice that all items cannot be sent to all locations. Often, cyclic assets are dedicated to certain customers or products.

Container TRACKER® allows you to prevent unintentional administrative losses that occur from sending an item to a location where it doesn't belong. This protection occurs during the setup process. The demo reflects these 'protective rules' in the way they would be used in an organization.

