

Transport and Logistics

All the Measurements You Need



12 News

Freight Dimensional-Weight Pricing Changes the Game



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100% Pallet Dimensioning Improves Revenue for Carriers

Thanks to new dimensioning technology, 100 percent dimensioning in high-throughput freight terminals is now a reality. For the first time, dimensional weight pricing and all of its benefits are possible for freight and LTL.

Traditional freight-pricing models are on the way out, making way for fairer and more profitable dimensional-weight pricing. While the express industry has invoiced based on size for decades, the freight industry is only just reaching its tipping point.

Pricing model of choice

Only by pricing for space can a trucking or air-freight company be sure that it is paid properly for its service. Charging based on weight doesn't make economic sense if a vehicle's space is consumed before its capacity in weight. Although freight companies often use dimensioners to check shipment classification

or to measure a certain percentage of shipments, the available technology has not been fast enough to process all pallets in high-volume terminals without slowing things down. With the industry's first dynamic pallet dimensioners hitting the market, measuring 100 percent of pallets is finally possible.

Ripple effect for shippers

Shippers can avoid unplanned back-charges by implementing their own method for determining dimensions. There are pallet dimensioning solutions available for carriers, warehouses and shippers with operations of different sizes and throughputs.

METTLER TOLEDO



Four Reasons to Choose Dimensional-Weight Pricing

For the first time, 100 percent dimensioning of pallets is possible. This allows for the use of a dimensional-weight pricing model, which is more representative of the real cost of transport and thus more fair. Still not convinced? Read on to learn more.

Limitations of Alternative Pricing Methods

North American freight classification

Because the system is complicated, shippers don't always know how to classify their freight. This results in time-consuming reclassification at extra cost for the shipper and inconvenience for the carrier. The outdated system does not accurately reflect the type of goods that carriers are transporting today, sometimes resulting in over- or under-charging for freight.

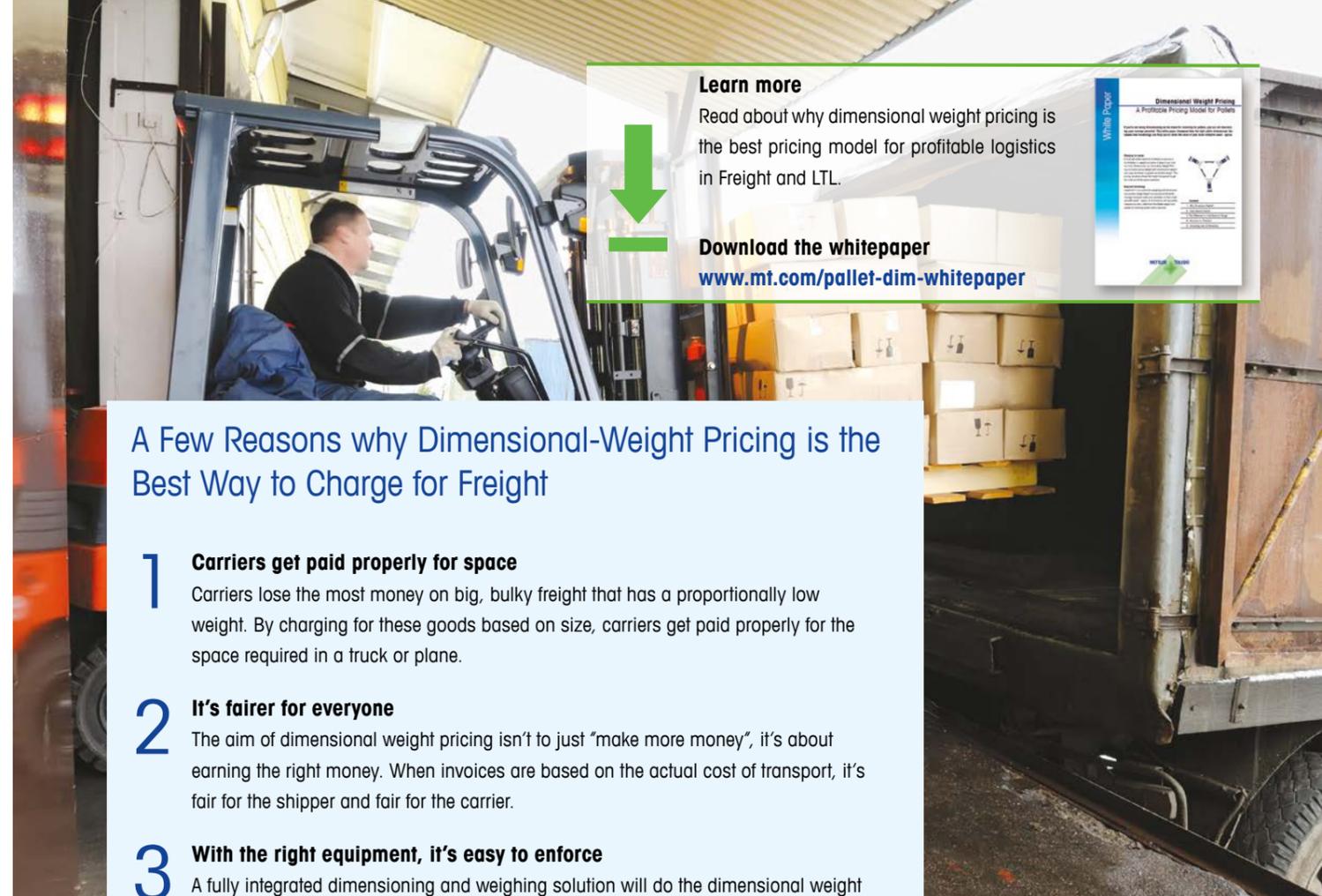
Weight-based pricing

Imagine you are shipping a pallet loaded with gold bars and a pallet loaded with feathers. Should they both cost the same to ship? Both will take up the same space in a vehicle, but if you charge for them based on weight, one will be very expensive and the other will be way too cheap.

Contractual profiling

Contractual pricing works if you know exactly what a shipper is going to send. If your customer is a washing machine supplier and each delivery is identical, profiling that freight and invoicing based on a contract makes perfect sense. If the weight and size of shipments vary, you need a more flexible pricing model to ensure that all your costs are covered.

Should These Pallets Cost the Same to Ship?

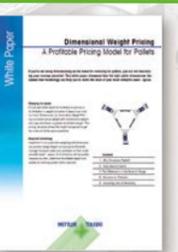


Learn more

Read about why dimensional weight pricing is the best pricing model for profitable logistics in Freight and LTL.

Download the whitepaper

www.mt.com/pallet-dim-whitepaper



A Few Reasons why Dimensional-Weight Pricing is the Best Way to Charge for Freight

- 1 Carriers get paid properly for space**
 Carriers lose the most money on big, bulky freight that has a proportionally low weight. By charging for these goods based on size, carriers get paid properly for the space required in a truck or plane.
- 2 It's fairer for everyone**
 The aim of dimensional weight pricing isn't to just "make more money", it's about earning the right money. When invoices are based on the actual cost of transport, it's fair for the shipper and fair for the carrier.
- 3 With the right equipment, it's easy to enforce**
 A fully integrated dimensioning and weighing solution will do the dimensional weight calculation for you. Invoicing systems are automatically updated.
- 4 It's difficult to cheat**
 A shipper can state a false classification, incorrect weight or breach a contract. When the right systems are in place to calculate dimensional weight, any revenue that would have been lost because of incorrectly declared data can be easily recovered.

Measure 100% of Pallets Non-Stop Revenue Recovery

To keep efficiency at its peak, you need a pallet dimensioner that puts no restrictions on operations. The TLD970 requires no slow-down, measures trucks traveling at 8 mph, with no careful positioning and no markings on the floor or truck. In fact, it is so seamlessly integrated, you'll hardly know it's there.

► www.mt.com/TLD970

All pallet data in one dynamic process

Chances are you're already using forklift scales for weighing. Combine that scale with dimensioning and you have one process for creating a complete data profile for every pallet. Use that data for invoicing, planning and customer communication, all from one single, seamlessly integrated solution.

No slow-down in operations

Forklift trucks can approach the dimensioner from any angle, from the front or the back or even in reverse. The large field of view means you don't need to spend time positioning the forklift truck for measurement. Dimensioning can be achieved at speeds up to eight miles an hour for high pallet throughput.

Measure any shape and size

Irregular pallets, black plastic, tires, clear or shiny wrapping



No obstacles on the floor

Anything positioned on the ground of a fast-paced freight handling environment is in the way and prone to damage. The TLD970 is mounted overhead with nothing to restrict forklift traffic.

Low-cost maintenance

Take one dimensioner and multiply it by four. Having only one key component to dimension and measure both forklift speed and tilt makes the system easy and cost-effective to maintain. By eliminating the need for floor markings you save time and hassle with up-keep.

Measure any pallet first-time

Some dimensioners struggle to measure pallets covered with certain materials such as black plastic. The large optics of the TLD970 ensure that every pallet is measured with ease, even at high speeds.

Suitable for customers with high volume requirements. Requires certain process and infrastructure optimization.

Smart Integrated Solutions Maximize Operational Efficiency

Dimensioning is only one part of the puzzle. A fully integrated dimensioning, weighing and scanning solution for pallets will help you take your efficiency to the next level.

There isn't a one-size-fits-all solution when it comes to pallet data capture. Your weighing and dimensioning requirements depend on volumes, processes and measurement time windows. Understanding the different solutions that are available will help you determine what is best for your operation.

www.mt.com/freight-solutions



Our solutions	Static dimensioning with a floor scale	Static dimensioning with a forklift scale	In-motion dimensioning and weighing
Throughput Description	Up to 180 pallets per hour Dimensioning and data merging are automatic. Pallet must be placed on the scale and barcode scanned manually.	Up to 240 pallets per hour Weighing, dimensioning and data merging are automatic. Pallet must be placed under the dimensioner manually.	Up to 720 pallets per hour Fully automatic. Drive-through solution that automatically captures and merges weight, dimensions and ID.
Configuration	Add dimensioning to your choice of floor scale and hand-held barcode reader.	Add dimensioning to your choice of forklift scale, programmed to your workflow and ID method.	Dynamic dimensioning is combined with forklift weighing. Data management is optional.
Pallet processing time	60–90 seconds	40–60 seconds	20 seconds
Typical application	Low-mid volume, non-time-critical operations	Mid-volume, time critical operations	High-volume, time-critical operations

Learn more, visit our website
For more information on creating your own seamlessly integrated solution, visit:
www.mt.com/freight-integration

Make the most of your data
Regardless of the solution, there are a number of features that help you to make the most of your data...

<p>Data management Sophisticated data management software merges, stores and transfers data from different components. Statistical data can be used for planning, trend analysis and operational optimization.</p>	<p>System health data Remote system monitoring keeps an eye on the performance and health of your system, helping you to plan for maintenance, service and eventual replacement in advance to keep operations running at peak efficiency.</p>	<p>Image capture Take a picture of each pallet as it is measured for customer claims, communication, proof of measurement and to justify non-stackable surcharges.</p>
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“No matter how large or small your operation, you can improve pallet handling with the right solution.”

Discover Your Perfect Fit Solutions for Different Throughputs

720
Pallets per hour

The biggest carriers in the business need a solution that allows non-stop measurement of pallets, without restrictions.

- Recover revenue on 100 percent of pallets
- No slow-down in operation
- No measuring restrictions

High-throughput facilities capture data on every pallet

Industry pioneers are leading the way with the introduction of dynamic pallet dimensioning. Driven by the need for a fairer, less complicated pricing model, these companies aim to measure 100 percent of pallets.

Benefits

- A fairer pricing model that reflects the real cost of transport
- Measurement of every pallet with no slow-down or change to operational processes
- Data-driven operations: Having data on every pallet supports planning, trend-analysis and process optimization

240
Pallets per hour

A fast static dimensioner combined with forklift scales will keep efficiency high and investment costs low.

- Reduce handling steps per pallet
- One operator for dimensioning and weighing
- No paperwork or human error

Medium-throughput facilities with forklift integration

For companies looking to improve efficiency in medium-throughput facilities, a combination of forklift scales and static pallet dimensioning automates the data capture process without the need for significant process changes. The dimensioner is triggered from the forklift truck and so there is no need for an operator to get down off the truck.

Benefits

- Measurement of up to 240 pallets per hour
- One button to trigger all data capture processes
- No need to get out of the truck

180
Pallets per hour

Lower throughput operations may have more time, but the need for accurate data is just as high. Choose a static dimensioner and robust floor scale.

- Automatic data capture
- No paperwork or risk of error

Medium-throughput facilities with floor scales

In European terminals, forklift drivers are trained to keep efficiency levels high. Forklift trucks weave in and out, placing each pallet onto a floor scale where someone is waiting to quickly scan the barcode, triggering the dimensioner above.

Benefits

- Efficient data capture in medium-throughput terminals
- Measurement of up to 180 pallets per hour
- Dimensional, weight, ID and image data all in one process

Day-One Performance Starts with Professional Installation

To ensure your equipment runs optimally from day one, choose an installation service that is performed by expert technicians along with equipment that is configured to meet your individual operational requirements.

Our new StarterPac bundle gives you expert installation, site configuration, operator training and professional documentation for peace of mind.

► www.mt.com/tl-service



Training for Efficient Use

To get your teams familiar with newly installed equipment, we provide initial training and familiarization.

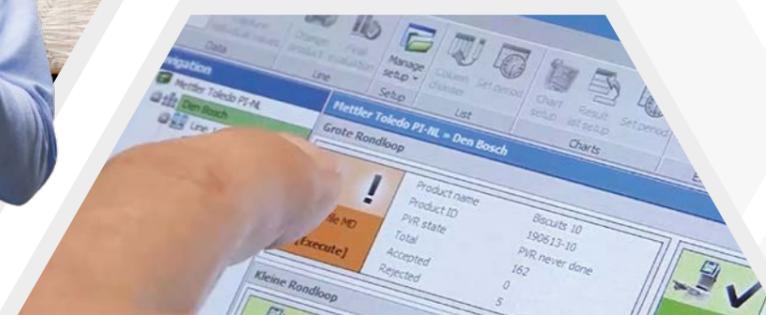
- Reduce operator error and uncertainty
- Be sure equipment is being used for maximum efficiency
- Understand maintenance requirements for high performance over time



Ensure Performance

Once you've decided on the right solution, you want it up and running as efficiently as possible. Expert technicians ensure your equipment performs optimally from the moment it is installed.

- Quick release into routine operation
- Compliance peace of mind
- Clear, auditable documentation



Documentation for Peace of Mind

Each installation is clearly documented by certified service technicians, giving you peace of mind and a clear audit trail.

- Proof of professional installation
- Clear installation and testing procedures
- Maintenance recommendations for continued high performance





Dimensional-Weight Pricing All You Need to Know

The trend towards dimensional-weight pricing continues to evolve and shape how the industry invoices for space. We have developed two white papers to help you to stay on top of the latest information.

Dimensional-weight pricing A profitable pricing model for pallets

Explore the reasons why dimensional-weight pricing is the best pricing model for freight and LTL and how the right technology can help you to make the most of your most valuable asset space.

► www.mt.com/pallet-dim-whitepaper

Dimensional-weight pricing A winning strategy for charge changes

Learn how to stay in control of transport costs as the dimensional-weight pricing structure of large carrier companies continue to evolve.

► www.mt.com/dim-weight-pricing



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