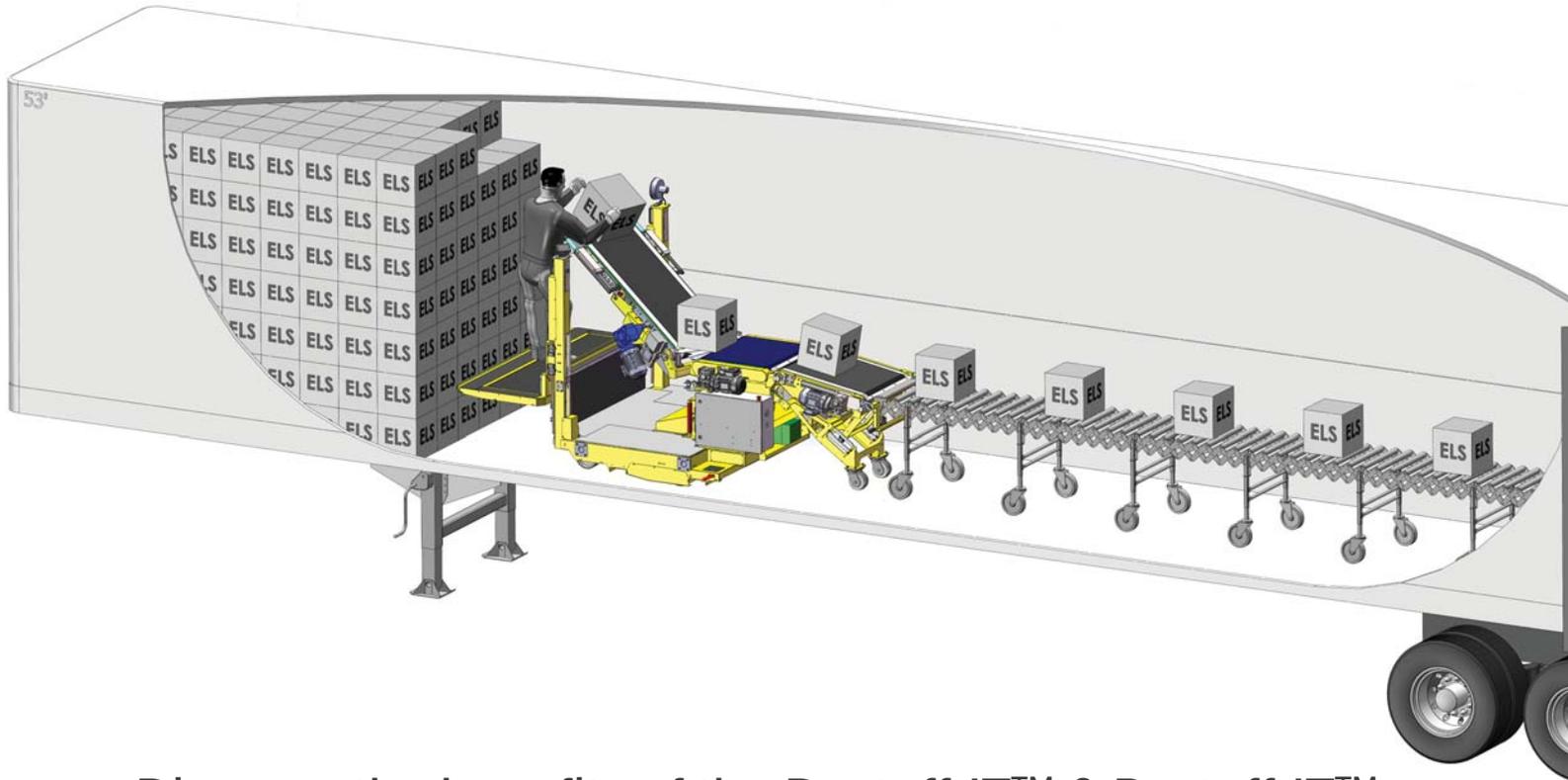


LOAD & UNLOAD

Making Material Handling in the Can Safer & Faster for your Employees



Discover the benefits of the Destuff-IT™ & Restuff-IT™ machines. Ergonomic assists for manually loading & unloading floor-loaded product.

As the pressure to improve productivity rises, new technology is being adopted within DCs & 3PLs. Change throughout the supply chain is happening at an unprecedented rate and companies are focusing on ways to improve dock efficiency.

Destuff-IT™ machines are revolutionizing how DCs & 3PLs are handling floor-loaded product in trailers & containers around the globe. From the Americas to Europe and Australia, organizations like yours are realizing the benefits of using a Destuff-IT™. Whether your goal is to increase the health & safety of your workforce, increase productivity and/or improve worker morale, the Destuff-IT™ is designed to make working in the can easier, safer and faster.



INCREASE PRODUCTIVITY:

By optimizing a worker's positioning to the box wall, users achieve faster unload times. This translates into higher throughput. Greater throughput means more trailers can be unloaded each shift, and because there are more trailer turns per door, operations may see a reduction in the number of doors required. Busy DCs & 3PLs can realize even greater productivity as the robust construction of each Destuff-IT™ makes it ideal for multi-shift operations.

Typically, companies who start using a Destuff-IT™ machine over their usual step-stool method see a reduction in unload times of 50%. The total man hours required to unload a trailer are reduced by a similar amount. The unit can also be connected to an auto palletizer for even higher case rates and further labor reductions.

Results achieved by a Destuff-IT™ customer during a time study:

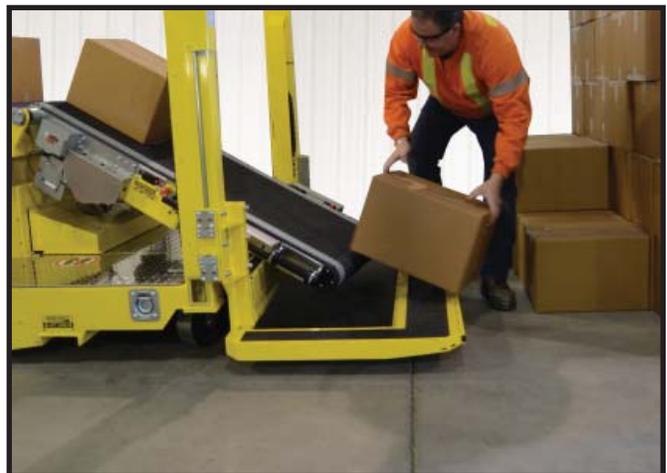
| | WITHOUT DESTUFF-IT™ | OFFLOADING WITH DESTUFF-IT™ | DESTUFF-IT™ PILOT RESULTS | |
|-----------------------------|------------------------|-----------------------------------|------------------------------|---------|
| # of Loads | 31 | 15 | | |
| Average # of People | 2.7 | 3.7 | 1.1 | 39.40% |
| Average # of Man Hours | 11.1 | 4.8 | -6.3 | -57.00% |
| Average # of Cases/Man Hour | 283 | 402 | 119 | 42.10% |
| Average # of Cases/Hour | 677 | 1540 | 864 | 127.60% |

DESTUFF-IT™ PILOT RESULTS IDENTIFIED:

- 1.1 more people to offload container
- 57% reduction in man hours
- 42% improvement in cases/man hour
- 128% improvement in cases/hour

IMPROVE HEALTH & SAFETY:

A recent ergo study conducted by Ohio State University confirmed workers experience fewer injuries using a Destuff-IT™. Because workers slide floor-loaded product onto the machine's pivoting conveyor, the amount of lifting, twisting, carrying & overhead reaching required is minimized. Also, by optimizing the worker's positioning to the box wall, operators experience greater handling capacity with less fatigue and muscle strain.



IMPROVE BOTTOM LINE:

By reducing the overall costs to unload a trailer, organizations can realize significant savings.

For example, if it takes 3 dock workers 4 hours to unload a trailer. At a burdened labor rate of \$16 per hour, it would cost the organization \$192 to unload each trailer it receives. If the organization unloaded an average of 10 trailers per week, each month it would cost \$8,320 to unload the containers (\$99,840 per annum).



CURRENT UNLOAD COSTS:

| | | | | | | |
|-------------|---|-----------------|---|---------------------|---|--------------------------|
| <u>3</u> | x | <u>4</u> | x | <u>\$16</u> | = | <u>\$192</u> |
| # of People | | Hours to Unload | | Burdened Labor Rate | | Cost/Container to Unload |

UNLOAD COSTS WITH DESTUFF-IT™:

| | | | | | | |
|-------------|---|-----------------|---|---------------------|---|--------------------------|
| <u>4</u> | x | <u>1.5</u> | x | <u>\$16</u> | = | <u>\$96</u> |
| # of People | | Hours to Unload | | Burdened Labor Rate | | Cost/Container to Unload |

Because the Destuff-IT™ optimizes the worker's position to the box wall, operators using the machine can experience higher throughput. By increasing the unload pace, additional workers are required to palletize product on the dock. In the above example, although the number of workers was increased by one, the total number of man hours is significantly reduced. Using the same burdened labor rate, the cost to unload each trailer is reduced by 50%!

If the organization unloaded the same number of trailers each month, the total cost to unload using the Destuff-IT™ would be \$4,160 (\$49,920 per annum). **That is a savings of \$4,160 each month or an annual savings of \$49,920!**

In addition to the direct labor associated with loading or unload containers, the Destuff-IT™ can also impact other areas of your warehouse. By increasing the number of turns per door, organizations experience a reduction in the overall expenses required to operate their docks. These include lower demurrage and storage charges and less shunting in the yard.

While some of these charges may seem insignificant as a single expense, depending on the number of doors and frequency of the charge, these expenses may have a large effect on your operating budget.

In the example above, if the organization leased a Destuff-IT™ machine for \$2,500 per month, during the lease agreement period, it would still realize savings of \$1,160 each month or almost \$20,000 per annum.

RETURN ON INVESTMENT:

While your ROI will depend on factors such as number of containers unloaded, current unload time, labor costs, etc., organizations who purchase a Destuff-IT™ machine typically see an ROI of less than 24 months. A ROI calculation can be completed based on your operation. Contact one of our technical sales reps to find out more!



Each Destuff-IT™ machine is easily moved from dock to dock under its own battery power. These self-propelled machines have an integrated DC drive and steering system capable of negotiating dock leveler slopes and transition plates. Operators use easy to reach controls to travel forward, reverse, left and right.



CONVEYOR SYSTEM INTEGRATION:

Destuff-IT™ & Restuff-IT™ machines can be integrated with a variety of conveyor types. Our engineers will assess the product to be conveyed and recommend an appropriate solution, or determine if integration to existing conveyor is possible.

BRINGING INNOVATION TO YOUR WORKFORCE:

“If I had asked my customers what they wanted, they would have said faster horses.”

Henry Ford

Don't invest in higher step stools & back braces. Now is the time to bring innovation & efficiency to your operation. Increase productivity, reduce operating expenses and reduce the number of injuries on your warehouse floor with the Destuff-IT™.

Contact the knowledgeable Destuff-IT™ team today at 1.800.263.9823 or destuffit.com and find out how your organization can reduce its unload costs by 50%!



MANUFACTURED BY:

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