



**PROMAT**

**2015**

McCormick Place South | Chicago

March 23-26, 2015

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# Size DOES Matter: Why Everyone is Talking About DIM Weight

Sponsored by:



Presented by:

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**Vice President - Retail Logistics**

**Datalogic Industrial Automation**

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- What is DIM Weight?
- How DIM Weight impacts Parcel Carriers, Shippers, and Retail Distribution
- How should my company respond to the industry changes?
- Available Solutions for Shippers

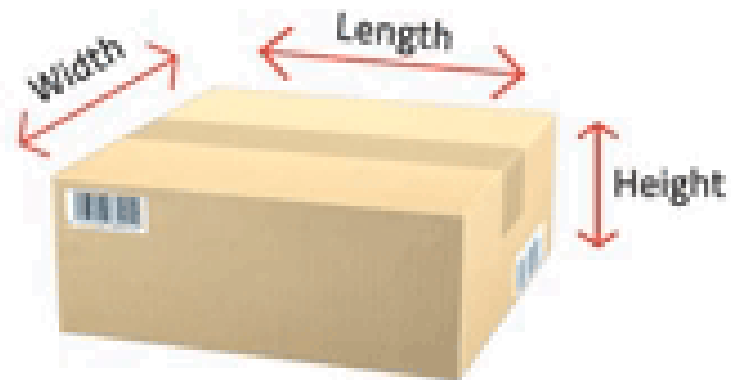


## What Is DIM Weight?

The minimum weight for the volume a package occupies

Domestic Parcels  
$$\frac{L \times W \times H}{166 \text{ in}^3/\text{lb}}$$

International Parcels  
$$\frac{L \times W \times H}{139 \text{ in}^3/\text{lb}}$$



# FIND WHAT'S NEXT.



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- Vendor cartons change
- SKUs change / add
- Packing process changes
- No accounting for irregular / special packaging
- Errors are made

Shippers historically calculate shipping costs based on:

- Weight Only
- WMS data



Parcel carriers capture DIM-WEIGHT of all packages and charge additional freight charges to shipper's account.





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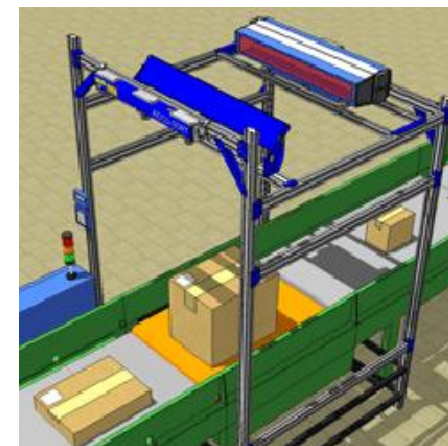
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### SAMPLE INDUSTRIES, INC



Box Weight 5.0 LB  
Shipping Charge: \$7.00



DWS



Box Weight 5.0 LB  
Box Dim 16x14x8  
Shipping Charge: \$8.25



X Millions of packages  
X Thousands of shippers



## How should my company react?

- Evaluate and, when possible, redesign packaging
- Change processes to right size packaging
- Capture dimensional data to:
  - Establish accurate shipping cost
  - Identify packages
  - Gather package intelligence to drive various aspects of your business in addition to manifesting



## Why is DIM Weight is important to Shippers?

By capturing DIM Weight, shippers can realize significant savings themselves!



- Accurately calculate shipping charges; eliminate unexpected charge-backs
- Apply accurate shipping charges to customers
- Facilitate rate shopping for lower shipping costs

FIND WHAT'S  
NEXT.



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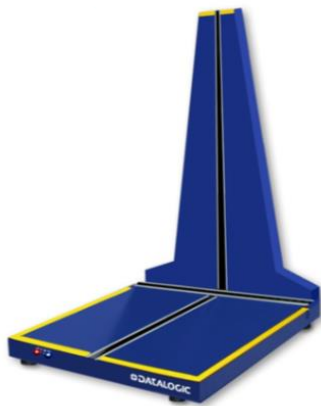
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# How can I capture package dimensions?

## Dimension, Weigh & Scan Solutions

Wide range of semi-automatic and automatic solutions

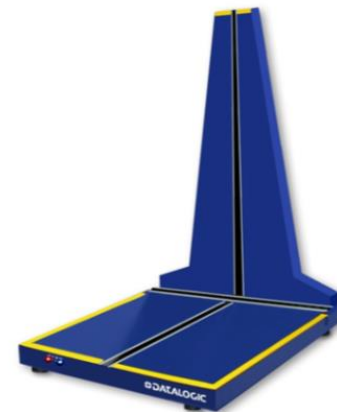






## Semi-Automatic

- Bench top or attended roller top solution
- Lower volume operations (8- 10 cpm)
- Integrated scale and scanning
- Cartons, irregulars, softpacks





## Semi-Automatic

Well suited for: E-Commerce Fulfillment, 3PL and smart mail consolidation

Applications: Pick/Pack Verification, Fulfillment, Shipping,  
Revenue Recovery

| STATIC DIMENSION WEIGH AND SCAN |  |
|---------------------------------|--|
| Package Length                  | 1.5-48 in. (38-1220 mm)                                    |
| Package Width                   | 2.4-30 in. (61-762 mm)                                     |
| Package Height                  | 1.5-36 in. (38-915 mm)                                     |
| Package Weight                  | 1-150 lbs (0.37 – 112 kg)                                  |
| Package Types                   | Cartons, Softpacks   |
| Throughput                      | up to 10 PPM   |
| Induction                       | Manual   |
| LFT Certification?              | Desktop models: Yes<br>Roller bed model: Pending (Q1 2015) |
| Scanning standard               | Hand scanner input, or<br>Overhead scanner                 |
| Scanning options                | 2D codes<br>Imaging  |





## Automatic

- Unattended in-line solution
- Moderate and high volume operations (30 - 90 cartons per minute)
- In-Motion scale and fixed position scanning
- Cartons, Irregulars, Softpacks

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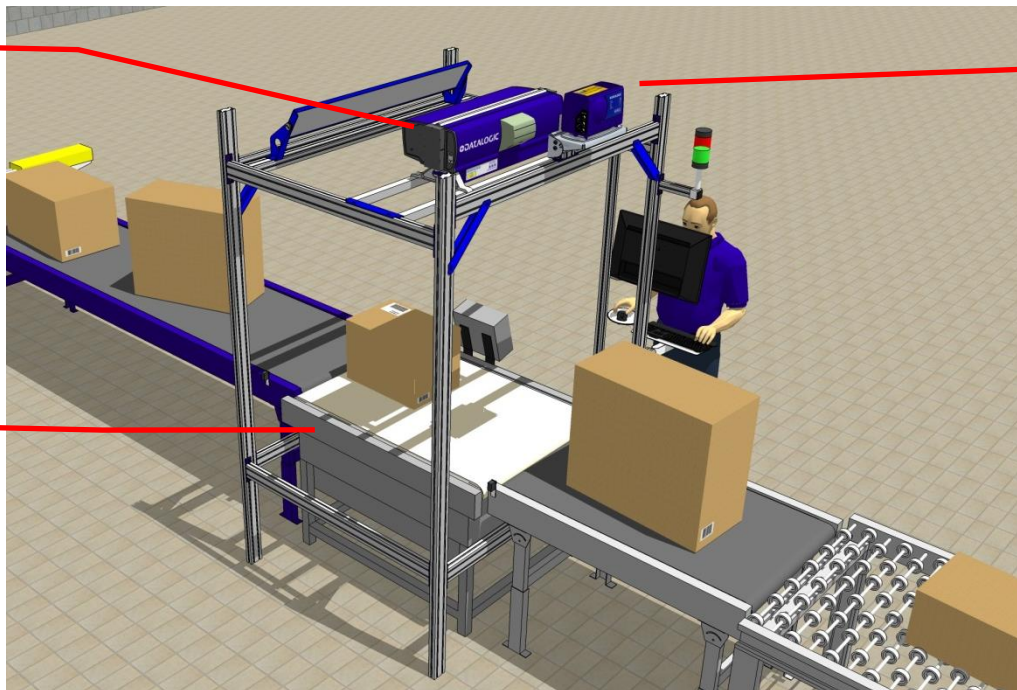
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Fixed Position  
Scanning

In-Line  
Dimensioner

In-Motion  
Scale



## Large Range

- 1 lb to 100 lb standard (0.37 kg – 37.3 kg)
- Speed up to 250 FPM (1.25 M/s)

## Accuracy

- Certified Legal-For-Trade
- +/- 0.1 lb. (37g)
- +/- 0.2 inch (5 mm)



Measurement Canada  
An Agency of Industry Canada



## Automatic

Well suited for: E-Commerce Fulfillment, 3PL, Retail & Parcel Distribution

Applications: Receiving, De-Palletizing, Cross-Docking, Fulfillment, Shipping, Revenue Recovery

### AUTOMATIC DIMENSION WEIGH AND SCAN

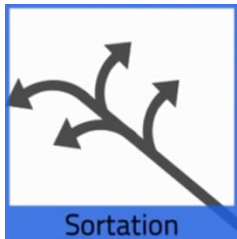
|                    |  |
|--------------------|--|
| Package Length     | 12-36 in. (300-900 mm)                 |
| Package Width      | 12-30 in. (300-760 mm)                 |
| Package Height     | 2-30 in. (50-760 mm)                   |
| Package Weight     | 1-100 lbs (0.37-37.3 kg)               |
| Package Types      | Cartons, Softpacks                     |
| Throughput         | 30-90 PPM                              |
| Conveyor Speed     | u250 FPM (up to 600 FPM)               |
| Induction          | Singulated                             |
| Error handling     | Beacon, Stop Belt                      |
| Optional handling  | Reject divert                          |
| LFT Certification? | Yes                                    |
| Scanning standard  | 1D codes, top read                     |
| Scanning options   | 2D codes, Imaging ,<br>Multi-side read |







## Leverage technology platform to include value added functionality



Sort Packages by Carrier/Class of Service



Manifest parcels and automatically print and apply shipping labels



Verify Accurate Case Pick

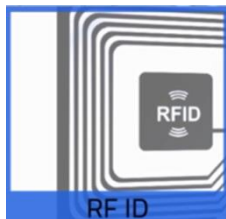
## Leverage technology platform to include value added functionality



Recognize/Verify Hazmat Markings



Interface with WMS and Fulfillment systems



Capture and Tag Cartons with RFID Technology



## Typical Application

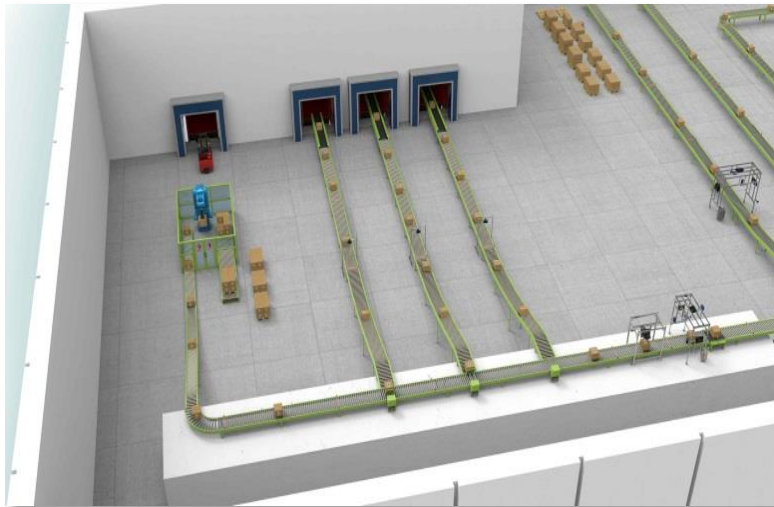


### Revenue Recovery

- Legal-For-Trade certified for invoicing on DWS dimensional weight.
- Add efficiency to operation
- Parcel distribution, e-commerce, third party logistics
- Very fast ROI



## Extended Applications



### Efficient Trailer Loading

- Package Intelligence for WMS systems for sortation and load planning
- Optimized trailer loading reduces transport costs
- Intelligence for load verification and auditing



## Extended Applications



### Fulfillment Systems

- Pick and pack verification
- Package characteristics versus expected DWS values
- Package intelligence for rate shopping and manifesting systems
- Package intelligence for sortation, reject handling and manual reconciliation systems



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## ***For More Information:***

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