

What does CargoWiz Do?

CargoWiz takes data about cargo that you have previously entered into a simple grid that looks like this: (You may have imported it from Excel or some other source)

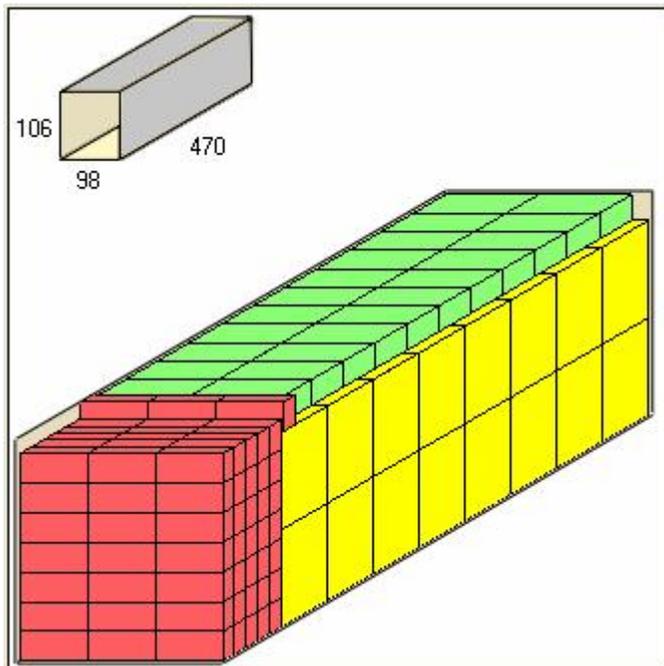
1. Truck Size		2. Cargo Size		3. Load Truck		Options		Tips and FAQ	
Tip: Hover mouse over column heads for Cargo Grid requirements.									
Part Number or Short ID	Qty	Description	Width (In)	Length (In)	Height (In)	Max Can Stack	Weight of Cargo Item lb	Orientations Allowed Show Me...	Bottom Only
MK334	122	Mess Kits, one per box	15	10	10		22	2	<input type="checkbox"/>
BG409	45	Hiking Boots	25	15	20		17	6	<input type="checkbox"/>
PT1092	43	Pup Tents	35	54.7	10		25	6	<input type="checkbox"/>
TP189	25	Tent Poles	25.3	90	16		32	6	<input type="checkbox"/>
Stakes1834	24	Tent Stakes	41.7	25	39		22	6	<input type="checkbox"/>
UT12-12	9	Umbrella Tents, 12 x 12	26	45	32		42	6	<input type="checkbox"/>

You have set the quantities as needed for the shipment. (If an item is not needed you set the quantity to zero.)

1. Truck Size		2. Cargo Size		3. Load Truck	
Description	Length				
40' x 8' 6"w Std. Enclosed Dry Van	474				
48' x 9' 6"w ABF	570				
55' x 9' 6"w Our Company Truck #1	654				
50' x 9' 6"w Our Company Truck #2	594				
40' x 8' 10"w Enclosed Dry Van	474				
40' High Cube Dry Container	474				
45' High Cube Dry Container	535				

Also, you chose a truck or container size from built-in sizes, or you can define and add your own:

Then you press a button to create a tightly fit load:



How does CargoWiz do it?

There is no formula in existence to deal with this type of challenge. CargoWiz uses proprietary methods, "algorithms", which are procedural steps combined with trials, sometimes millions, to find a tight fit. Some call it artificial intelligence. Only in the past few years have computer speeds allowed this technology to reach everyday business desktops.

Does our company need this?

You may not need CargoWiz if:

- Shipments are always the same— the best loading patterns may have already been worked out.
- Many of your cargo items are not rectangular, but are cylindrical. CargoWiz only works with rectangular cargo.
- You routinely do not fill a truck or container because you have encountered the maximum weight limit, there is not too much benefit from the program as the focus is on optimizing space usage.

What departments could benefit?

Customer Service (Sales, Order Entry, Inside Sales) is often where CargoWiz plays a key role

Shipping (Transportation, Logistics)

What are the uses and benefits?

1. To quickly answer customer questions about the truck/container space taken by some proposed order or shipment.

2. To make “On the Phone” (or very quick) adjustments to the quantities to just fill a truck or container. Often this is a back-and-forth process with the customer and in the Information Age customers think poorly of sources who say “I’ll have to get back with you later on that”.

(If you want your customers to have CargoWiz and be able figure out shipments on their own contact, us for special pricing arrangements)

3. To select a best truck or containers size to match a given shipment.

4. To determine how many truck or containers are needed on large shipments.

4. To be absolutely sure nothing will be left on the dock If CargoWiz says it will fit, it will fit.

5. To let a customer know the exact cost of a tightly packed truck or container load of his desired cargo or cargo mix in advance. This can be important for advance financial arrangements like letters of credit, payment in advance and so on. Also for customs documents on international shipments.

6. Determination of landed costs—Obviously a key to calculating the answer requires a determination of how many will fit.

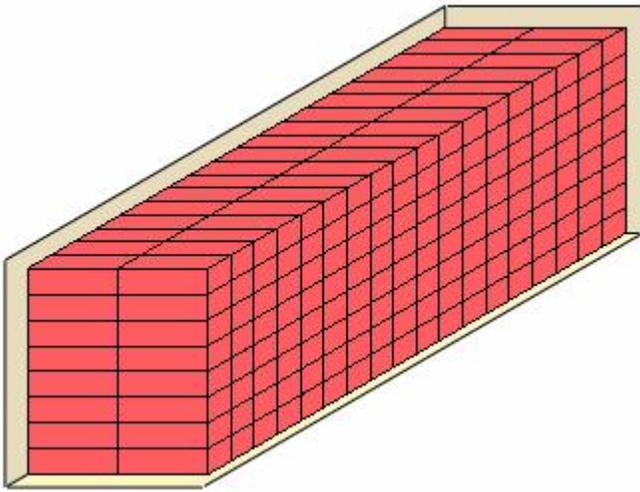
7. Advise shipping companies, when quantities are LTL or LCL how much room your shipment will take. Or if you are a freight forwarding or transport company you may want CargoWiz to determine the same after gathering info from your customers. Freight and transport companies are one of our largest categories of buyers.

8. To save shipping costs by loading more.

Does CargoWiz really load more?

No singular percent saved number can be given. Articles written in the logistics industry press suggests numbers like “up to 8%”. It always depends on the particular case, and who can be sure? But very little space savings is needed to justify the purchase price of our software. Even very conservative assumptions provide a rapid return on investment. Lets look at an example.

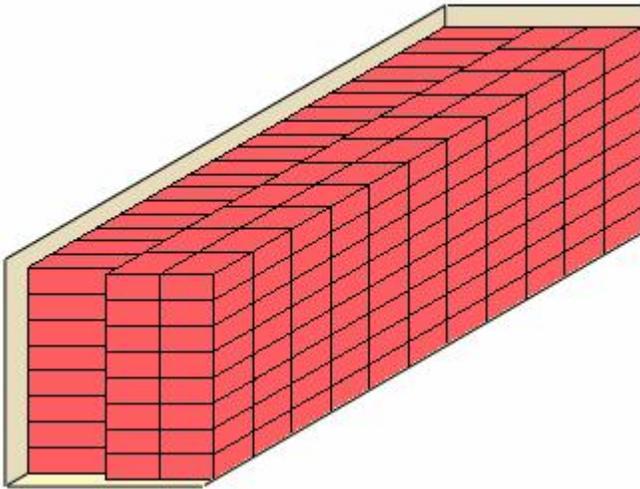




For simplicity, let's look at a load where all of the cargo items are the same

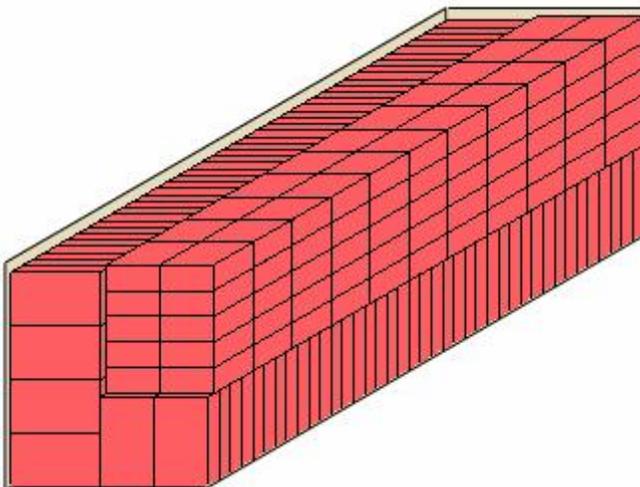
Many would simply load it like this:

79% of the truck or container space is utilized and 288 pieces are loaded.



A good shipping department might study the matter and proudly sketch a solution like this:

87% of the truck or container space is utilized and 320 pieces are loaded.



But look at CargoWiz! In 8 seconds it presented this solution:

94% of the truck or container space is utilized and 344 pieces are loaded.

Return On Investment:

Let's say an average truck or container shipment costs \$1500 USD. The cargoWiz solution used 7% more space and loaded **7% more** cargo than the solution discovered by the shipping department.

The savings would be over \$100 per shipment. So for most companies, **the full investment cost in CargoWiz is returned in weeks or even days.** **Forever after, the savings become profit.**

Is CargoWiz the best loading software?

“Ease of use” has been the guiding tenet in the development of CargoWiz by Softtruck. While others may suggest users attend seminars (at your expense) to learn their software, users should be **running CargoWiz with your cargo within minutes**. It is easy for multiple users with no computer expertise to learn, perhaps like “Word”, for example. No re-training issues when employees change positions or move on.

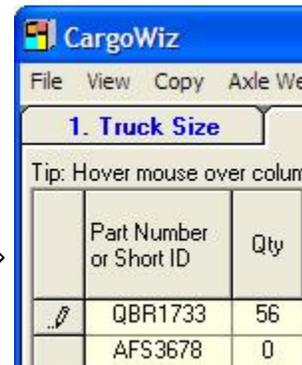
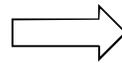
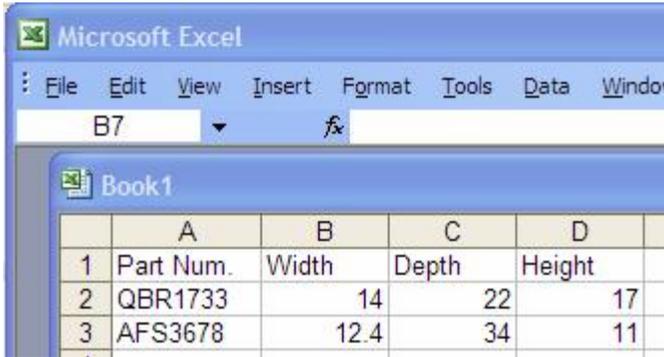
*“We tried many.
CargoWiz is indeed the
easiest—and most fun to
use.”*

With programs by others you may need to designate and train an expert, much like with “AutoCad” or “Adobe PhotoShop”

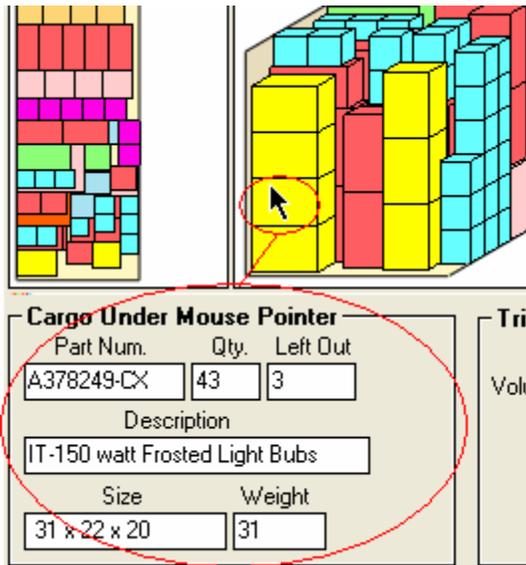
We urge you to try CargoWiz first, and when you try others you will fully appreciate our intuitive simplicity.

Just a few of the things we are proud of:

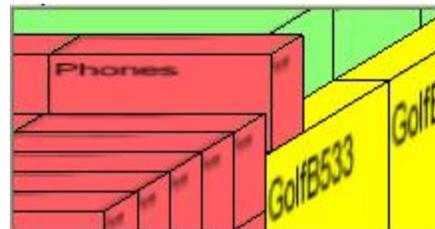
Easy Import—from data you may already have in Excel or a database, with a Wizard like guide to help you with each copy-and-paste step. (Of course if you do not have the data in another source you can type directly into the Cargo grid.)



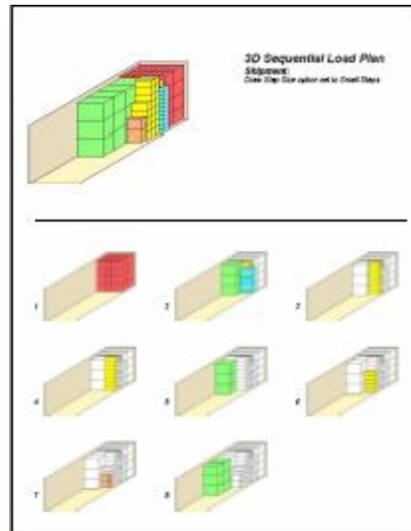
Magic ID—Displays details of the cargo under the mouse pointer:



Advanced Views—Zoom in and explore your load—see your cargo with labels:



Reports, Reports, Reports...



Including step-by-step sequential load drawings and many more.

Does our competitor have CargoWiz already?

Here are some of the products of our customers:

AC units	Evaporative coolers	HVAC	Printers
Air cleaners	Exercise equipment	HVAC vents	Pumps
Air compressors	Extrusions	Ice cream	Pumps - car wash
Air Handling Units	Fans	Ice cube machines	Pumps - high pressure
Animal enclosures/cages	Farm implements	Ice machines	PVC pipe fittings
Appliances	File cabinets	Jacuzzi - filters	Radiators
Appliances - cook tops	Filters - air	Kitchen - disposables	Radiators – automotive
ATV's	Filters – water	Kitchen - plates and cups	Recreational vehicles
Audio equipment	Fire fighting equipment	Kitchen Appliances	Refractory products
Automotive parts	Floor scrubbers & sweepers	Kitchen cabinets	Refrigerators
Backpacks	Floral - wholesale	Kitchen sinks	Refrigerators - RV
Baking ovens - commercial	Foam shapes	Lamps	Roof ladder outlets
Bath & Kitchen Hardware	Food - bread, cereal etc.	Lawn Equipment - attachments	Roofing
Bathroom appliances	Food - dairy	Lawn equipment - Seed Spread-ers	Safes - residential
Bathroom products	Food - frozen baked goods	Lawn Machinery	Scales - home and medical of-fices.
Beverages - frozen	Food - Hot Sauce	Lawn Mowers	Scooters
Bicycles - components and parts	Food – macaroni	Lawn Mowers - riding	Sheets, comforters
Bicycles	Food – snacks, candy	Lawn Tractors and Mowers	Signs - large
Bike racks – automobile	Food - warmers	Light bulbs	Smokers
Billiard equipment	Foods - health	Lighting - home	Snack foods
Blankets	Forgings	Linens	Speakers
Bottling machines	Fork lifts	Livestock feeders	Sporting goods
Bowling equipment	Fountains	Marine – parts and supplies	Stairs - spiral
Cabinets - metal	Freezers	Mattresses	Stationary Bikes
Camping gear	Furniture	Medical - bandages	Store displays
Candy	Furniture - bedroom and dining	Medical - image viewing equip-ment	Stoves – residential, commercial
Car parts	Furniture - components	Medical - Latex gloves	Stoves – RV
Chairs	Furniture - custom	Medical disposables - test tubes, tubing etc	Televisions
Chocolate	Furniture - file cabinets	Medical equipment - wheel chairs	Tents - for events
Clocks, home & office	Furniture - hospitality rooms	Medical supplies	Tents - Pop Up
Clocks, Grandfather	Furniture - massage chairs	Military products	Tobacco
Clothing - hunting	Furniture - medical, powered	Mobility carts - electric	Tools - hand
Clothing - Intimate apparel	Furniture - metal & wood	Mobility scooters	Tools – power
Clothing - shirts	Furniture - mobile folding tables	Monitors	Towel bars
Clothing - socks	Furniture - office chairs	Mowers - riding	Towels
Clothing - various	Furniture - patio	Ovens - commercial	Toys - large
Clothing – Work	Furniture - pinewood	Packaging - various	Toys - tricycles
Coffeemakers	Furniture - resilient	Paints	Toys -various
Computers and computer compo-nents	Furniture - various	Paper - Contact	Trade show exhibits
Cooking stoves- residential	Furniture - wicker	Papers - special	Treadmills
Coolers- retail stores	Furniture - wooden garden	Pasteurization equipment	Turkey fryers
Copiers	Furniture- office chairs	Personal Flotation Devices	Veterinary instruments & equip-ment
Corrugated boxes	Games - box	Pesticides	Video Cameras
Cosmetics	Games - coin operated	Pet Food	Vitamins
Counter top materials	Games - wooden & plastic	Phones	Wake boards
Decoys	Garden equipment - sprinklers	Pianos - children's	Water filters
Defense & Aerospace products	Garden machinery	Pianos - Imported	Water Heaters, gas & electric
Defense & Aerospace products	Generator sets	Pillows	Water purifiers
Dental chairs and cabinets	Gifts	Planters	Water Skis
Display carts	Glue	Plants - artificial	Weed Eaters
Display stands	Hair dryers	Plasma cutters	Welding machines
Displays - trade show	Hardware - bath & kitchen	Plastic organizers	Wheel Chairs
Doors and Frames	Hazmat Containers	Plumbing - faucets	Windows
Dry wall accessories	Heat exchangers	Plumbing - PVC pipe fittings	Wood moldings and millwork
Electric Motors	Heaters	Plumbing - sinks	Wooden paneling
Electrical power cords	Home décor items	Power tools	Woodworking equipment
Electronic machines	Hosiery	Printed materials	
Electronics	Household items		
Electronics - Consumer	Hunting clothes		
Environmental Chambers			

Is buying CargoWiz worth the risk that it won't work out for us?

We have endeavored to remove any risk for you by:

- Offering a 20 day fully functional free trial download from www.softtruck.com
- Promising a 90-day “No Questions Asked” return policy.

OK, how much is it? Where can we buy it?

Please take a look at http://www.softtruck.com/ordering_info.htm

If you have any questions please email support@softtruck.com

Thank you!