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)

<table>
<thead>
<tr>
<th>Post Number or Shot ID</th>
<th>Qty</th>
<th>Description</th>
<th>Width (In)</th>
<th>Length (In)</th>
<th>Height (In)</th>
<th>Max Can Stack</th>
<th>Weight of Cargo Item lb</th>
<th>Orientations Allowed</th>
<th>Show Me...</th>
<th>Bottom Only</th>
</tr>
</thead>
<tbody>
<tr>
<td>MK334</td>
<td>122</td>
<td>Mess Kits, one per box</td>
<td>15</td>
<td>10</td>
<td>10</td>
<td>22</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EG409</td>
<td>45</td>
<td>Hiking Boots</td>
<td>25</td>
<td>15</td>
<td>20</td>
<td>17</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PT1092</td>
<td>43</td>
<td>Pup Tents</td>
<td>35</td>
<td>54.7</td>
<td>10</td>
<td>25</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TP185</td>
<td>25</td>
<td>Tent Poles</td>
<td>25.3</td>
<td>90</td>
<td>16</td>
<td>32</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stakes1634</td>
<td>24</td>
<td>Tent Stakes</td>
<td>41.7</td>
<td>25</td>
<td>39</td>
<td>22</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UT1212</td>
<td>9</td>
<td>Umbrella Tents, 12 x 12</td>
<td>26</td>
<td>45</td>
<td>32</td>
<td>42</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Description</th>
<th>Length</th>
</tr>
</thead>
<tbody>
<tr>
<td>40' x 3' 10&quot;w Std. Enclosed Dry Van</td>
<td>474</td>
</tr>
<tr>
<td>48' x 3' 6&quot;w ABF</td>
<td>570</td>
</tr>
<tr>
<td>55' x 3' 6&quot;w Our Company Truck #1</td>
<td>654</td>
</tr>
<tr>
<td>50' x 3' 6&quot;w Our Company Truck #2</td>
<td>594</td>
</tr>
<tr>
<td>40' x 3' 10&quot;w Enclosed Dry Van</td>
<td>474</td>
</tr>
<tr>
<td>40' High Cube Dry Container</td>
<td>474</td>
</tr>
<tr>
<td>45' High Cube Dry Container</td>
<td>533</td>
</tr>
</tbody>
</table>

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

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.

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

6. **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.

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

8. **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.

9. **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.

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.

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