

DAIMLERCHRYSLER

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Concerning: The use of the Clip-Lok re-usable packaging system for the transport of MB-Sprinter metal parts between the Bremen Warehouse Company and Mercedes-Benz Argentina (MBA).

Dear Herr Neidhart, Herr Kaufmann,

Please find enclosed our opinion, as an appendix to your documentation. We hope it helps towards your efforts.

Enclosure

Yours sincerely

Wolfgang Kurth

Wolfgang Radtke

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DAIMLERCHRYSLER

Mercedes-Benz Transport
Factory Dusseldorf

The use of the Clip-Lok re-usable packaging system for the transport of MB-Sprinter-metal parts between the Bremen Warehouse Company (BLG) and Mercedes-Benz Argentina (MBA).

DaimlerChrysler AG decided at the beginning of 1996, on the basis of estimated rates of return, to use the Clip-Lok re-usable system for the CKD forwarding of the Model T1N "Sprinter" from Germany to the assembly plant in Argentina.

Approx. 5,000 boxes and dunnages were designed for 82 assembly parts. The freight savings (including the unpacking and handling costs) amount to approx. DM 6 million per year against the steel SLT.

In this regard, stand-alone dunnages similar to the available special steel carriers were developed simultaneously by the Neidhart company, in co-operation with DC-Dusseldorf, for the protection and transport security of the metal body parts. As a result of the stand-alone dunnages, the boxes can be packed from all sides. Thereafter, the side and end panels are fixed one at a time and the box is closed with the lid. At the assembly plant, the outer panels are removed and the pallet, together with the dunnages, is brought directly to the assembly line, ready to be unpacked. Subsequently, the boxes are flatpacked for the return journey in accordance with the packing instructions and stowed in a box.

Thanks to the very good assembly and dismantling instructions for both the boxes and the dunnages, together with the simultaneous training by Clip-Lok Neidhart of the staff involved, there are no handling problems in Germany at the supply end, with the operators nor in Argentina.

As a result of the tight and compact stowage of the flatpacked boxes and dunnages, the return costs are very favourable.

A particularly positive aspect is that, due to the great tightness of the boxes, no additional protection against corrosion is necessary during transport (approx. 50 days). The boxes and dunnages have been in daily use for 3 years and have not shown any damage. Meanwhile, on the basis of a turnaround time of 96.5 days, they have made between 8-12 return trips.

The boxes are still all in perfect condition. We are undertaking certain modifications to the dunnages as a result of model changes to the Sprinter.

The need for replacement parts was estimated at 10% per year - at present the proportion is approx. 3%. The simple exchangeability of all boxes and dunnages is a big advantage here.

Overall, we are very happy with the Clip-Lok packaging system, because of its long lifespan, the extremely tight fit of the boxes (no corrosion protection needed), the easy exchangeability and the substantial cost savings.

We particularly wish to emphasise the good co-operation experienced during this project with the Neidhart and BLG Companies, which behaved in an extremely co-operative, correct and reliable manner at all times, with regard to both technical and commercial matters.

Wolfgang Kurth

Wolfgang Radtke