



Company Introduction

Logistics Innovations

ECLIPS

inventive engineering



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AUSTRALIA



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Safety share



One of our goals is to ensure that there is no reason for a person to enter or manually handle products in a container.

Musculoskeletal disorders (MSD) accounted for about 33 per cent of all injury and illness cases reported by workers.



Lets remove **Dull, Dirty, Dangerous and Demanding** work to allow or people to focus on their core tasks.

This presentation introduces the
Container Roll Out Warehousing
System (CROWS)



Logistics and packaging invention and innovation – Container Roll Out Warehousing System (CROWS™)





CROWS™ converted this....



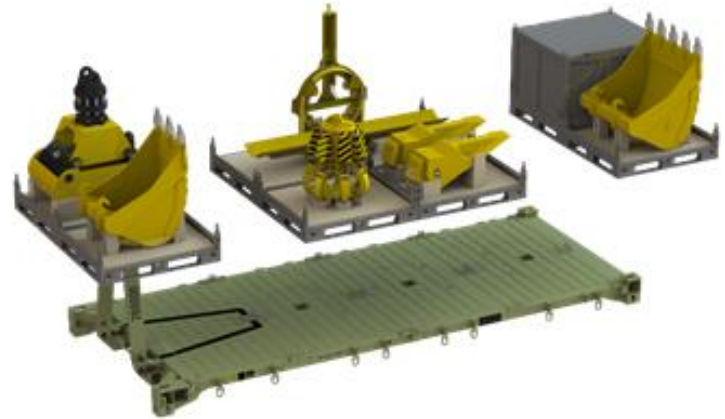
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.....To this

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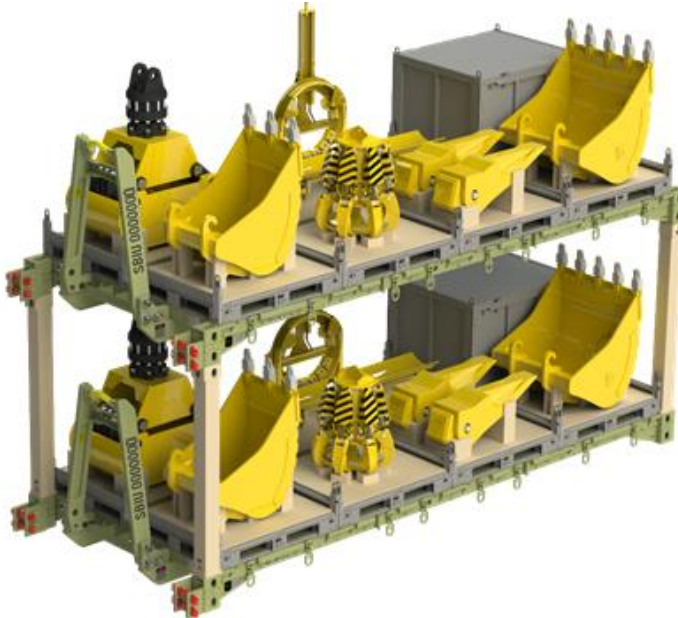
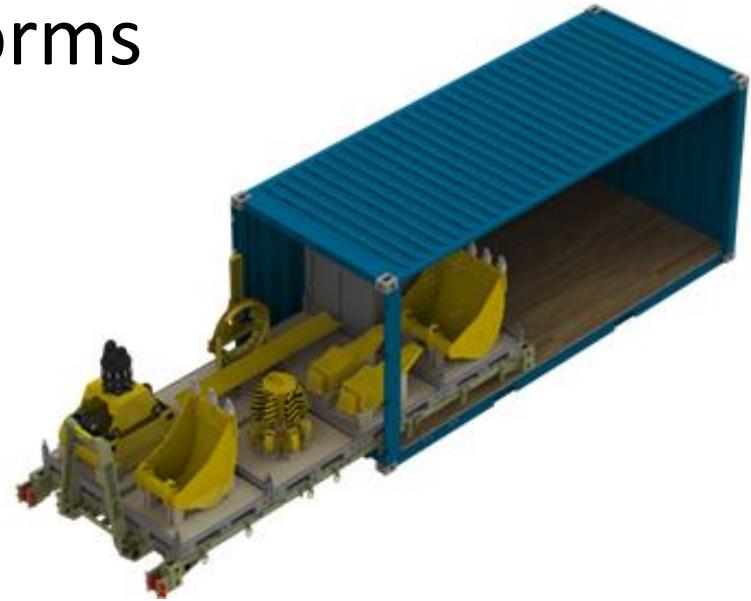
Equipment Platforms

- ECLIPS recently worked with the world's largest OEM for Construction equipment to respond to an Australian Defence Tender.
- These platforms are based on the dimensions of the CROWS™.



Equipment Platforms

- The platforms fit into a standard ISO container and can be mezzanine stacked for transport and warehousing.



Motivation: The Project Data

– cost benefits

When CROWS™ was used on an Australian resource project it achieved:

- ROI returned in 12 months (~\$40M) and compounding
- Cost per tonne reduced by 75%
- Crane plant hire reduced by 91% (22 down to 2)
- Specialist lift operator (crane and rigger staff) savings
- 60% reduction in laydown and warehousing space
- Wrapping and Quarantine Inspection costs reduced by 90%
- Reduced trucks on the road



Motivation: The Project Data – time benefits

In addition to the financial benefits of using CROWS™ there were significant time benefits including:

- Loading/unloading time reduced to ~ 3 minutes
- 30% increase in TEU payload reduced number of loads
- Less time conducting crane lifts – forklift & reach stacker lifts expedite loading
- Quarantine Inspections reduced by 75%
- Unmeasured time saved locating stores



CROWS Screen Pipe Project - 2018

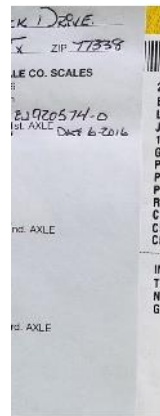
- In 2018 CROWS were used for the shipping of Screen Pipe From Texas to a Sth America Project.
- 40' CROWS were used for the Pilot.
- ECLIPS sent personnel from Australia to Houston to provide technical support
- Benefits included:
 - Improved safety
 - Faster Loading
 - Reduced handling of material
 - Improved storage
 - Reduced packaging costs/ waste



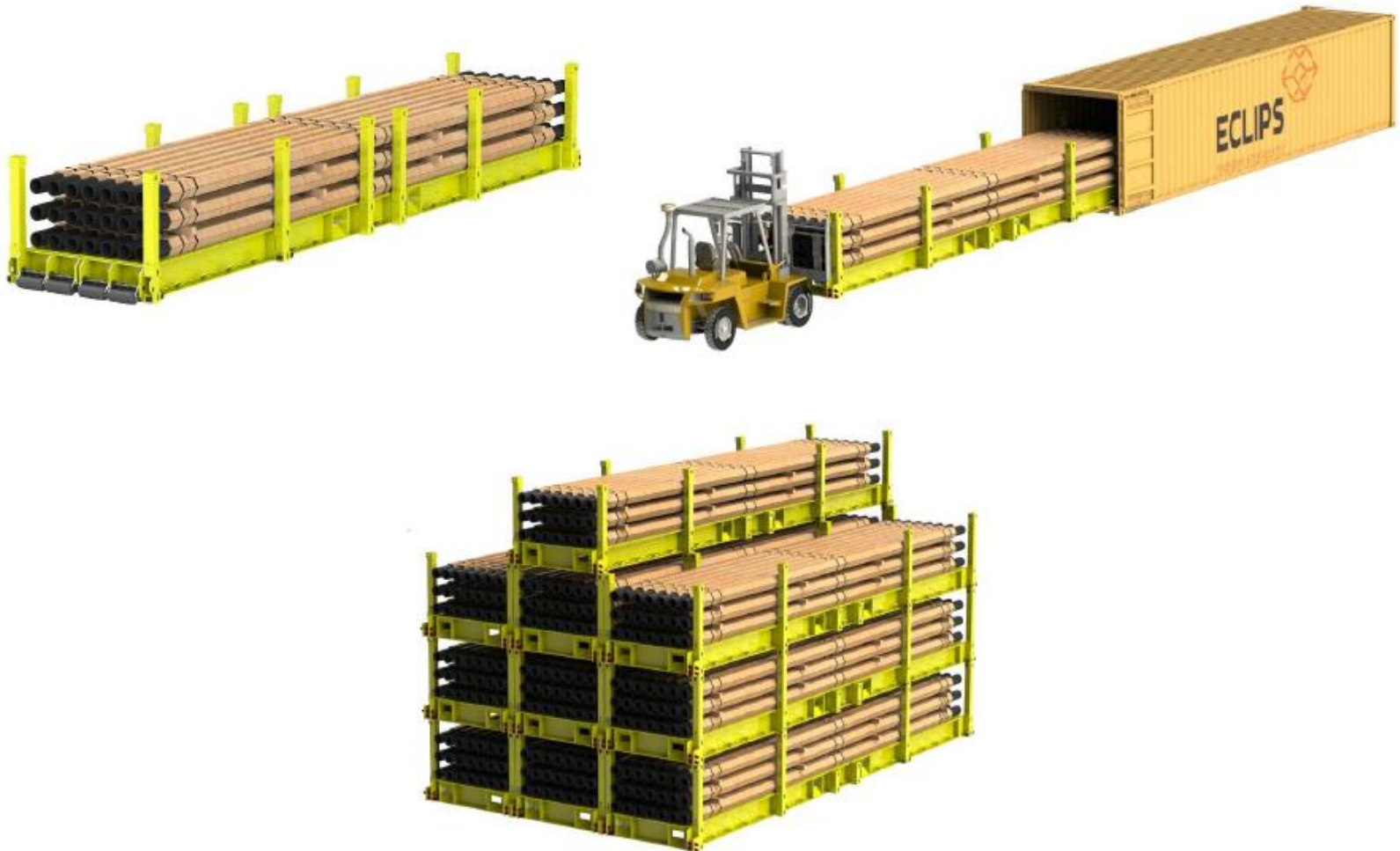
Previous Methodology

Previous process to ship screens involves:

- Difficult to load/unload crates requiring slings
- Risk of damage to screen pipe due to frequency of handling and failure of wooden crate packaging
- 4 screens per box/16 per container (planning figures based on previous experience)
- Packaging/dunnage/restraint require workers to enter and work in confined area of container, which is a safety hazard for up to two hours
- Difficult to stuff and de-stuff payload
- Crates difficult to reuse in global supply chains and represent quarantine risk and environmental impact
- Construction of storage racks for returned screens



CROWS™ Transporting Pipe Screen



CROWS™ Transporting Pipe Screen



CROWS™ Transporting Pipe Screen

Benefits:

- 1 Forklift and two personnel took 3 minutes to load and secure each CROWS into a shipping container. Reduced from 6 personnel for two hours.
- Same for unload
- Less waste
- Improved storage
- Reduced damage to screen pipe
- 21 screen pipe container, increased from 16



Case Study

Current container usage



ECLIPS CROWS™ solution



Case Study

Current container usage

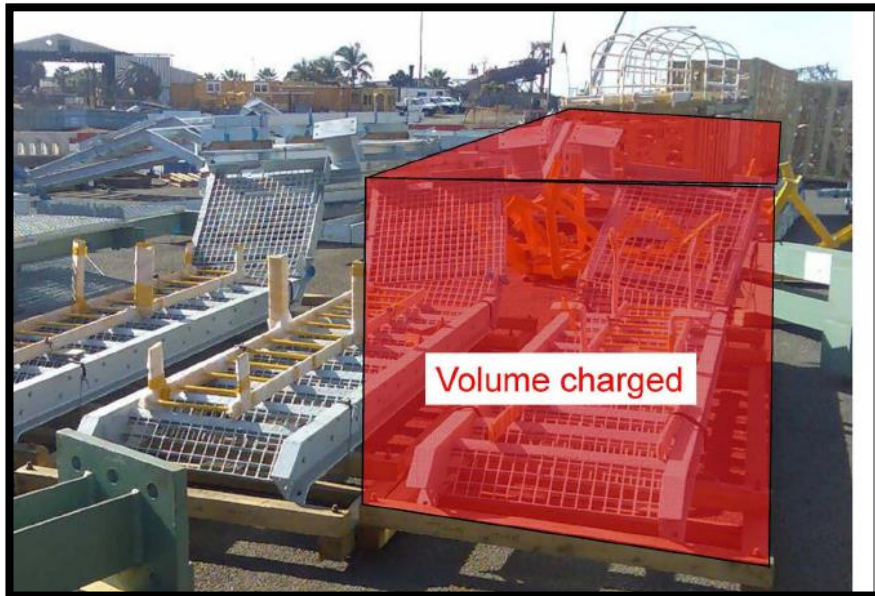


ECLIPS CROWS™ solution



Case Study

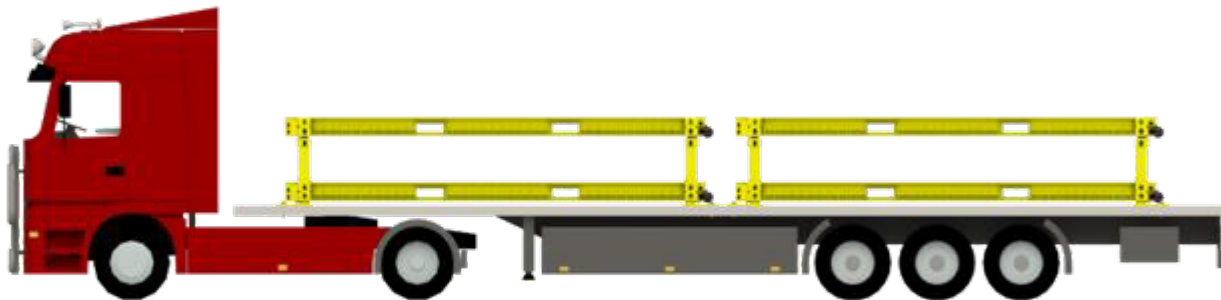
Current container
usage



ECLIPS CROWS™
solution



Case Study

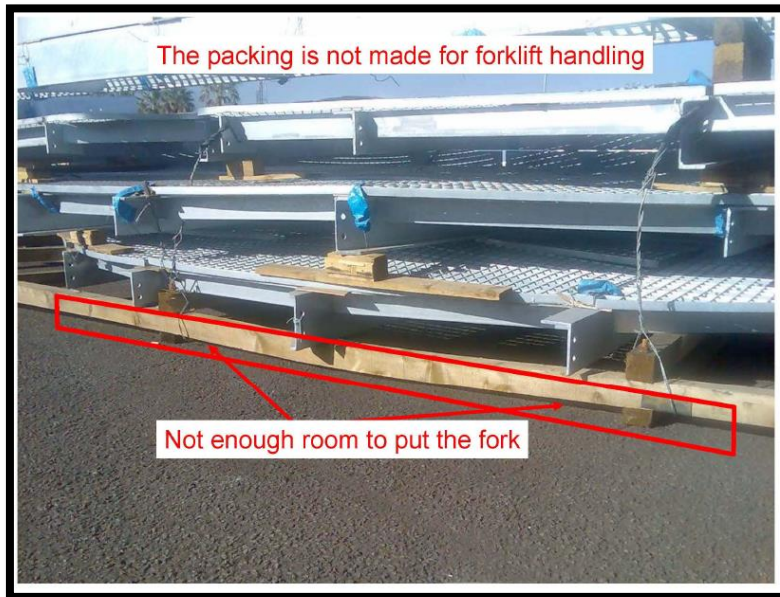


Case Study

Current containerisation /
palletisation.

Not engineered.

ECLIPS CROWS™ solution to
allow safe forklift handling



Case Study

Current packaging. Not engineered or rated.

ECLIPS CROWS™ solution
CROWS removes the need for
non engineered handling

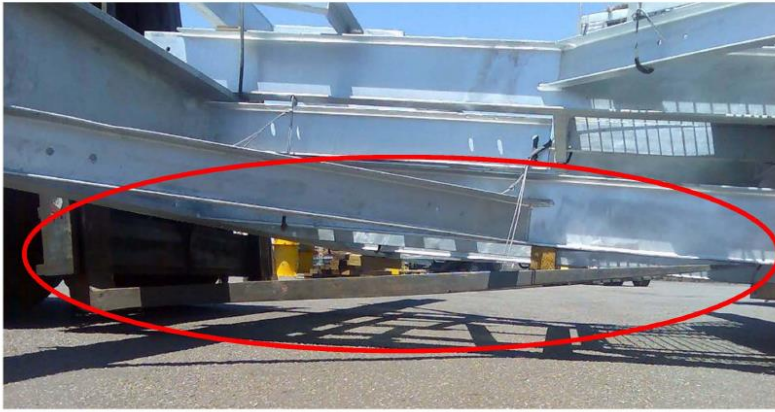


Case Study

Current packaging.
Not engineered or rated.
No certification.

ECLIPS CROWS™ solution

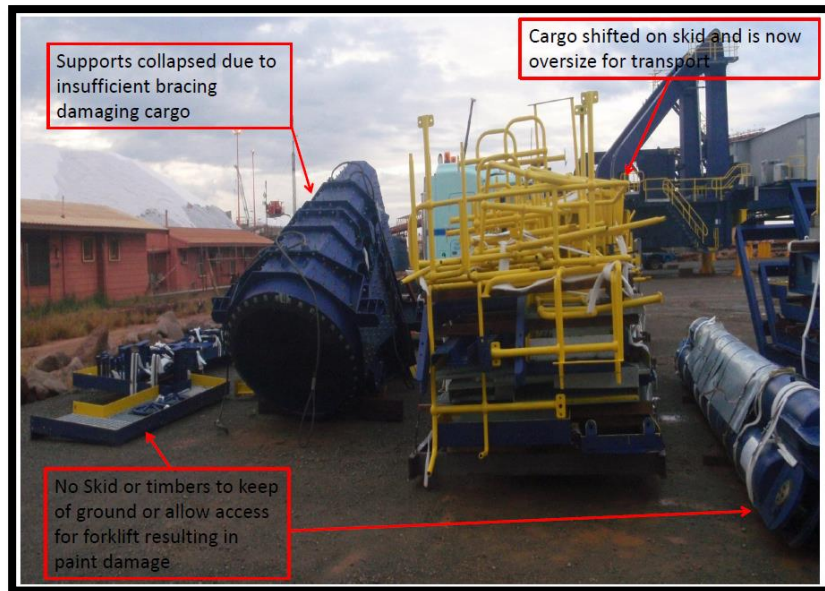
The packing is not made for forklift handling



Case Study

Current transportation of odd shaped loads and hand rail.

ECLIPS CROWS™ solution for storage in ISO container for transport of odd shaped hand rails.



Case Study



By matching each work package to the most appropriate logistics platform we are able to minimise the rehandling, maintain equipment accountability and minimise waste. As components come together they are matched into work packages.

Case Study

Packaged into work packages at the OEM level ensures that when the equipment arrives on site it is complete, undamaged and ready to install.



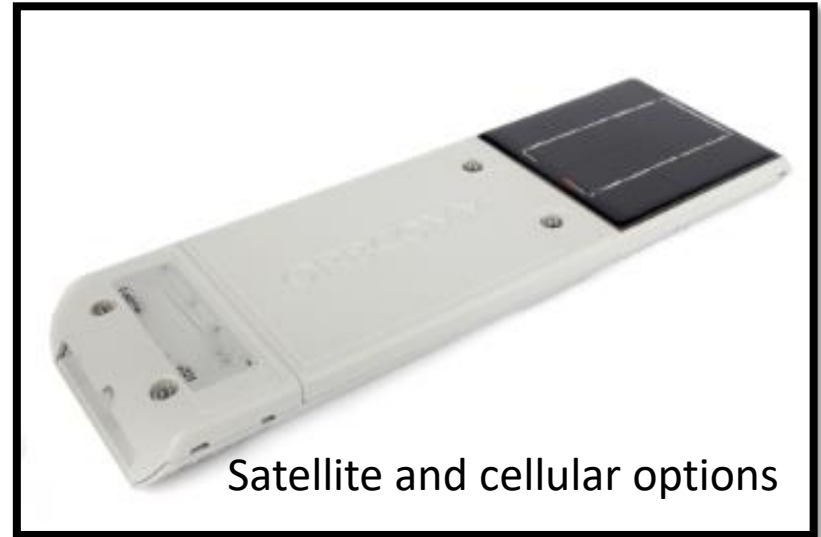
Case Study

The modular nature of the ECLIPS designs make back loading simple and cost effective.



CROWS Tracking

- ECLIPS offer a range Ruggedised RFID, cellular and a cellular/satellite tracking solution for CROWS and material
- Ruggedised Barcode for assets (20 year life)
- Buy or Lease options available
- User requirements and coverage locations to be confirmed before selecting tracking solution
- 12 month warranty
- Long life/ Solar recharge
- Minimal maintenance
- Integrated web application that delivers near real time alerts
- Updates include: device status, location, history, arrival and departure
- Simple to self install



Ruggedised Barcode

Conclusion

- ECLIPS can assist you to make your project freight and logistics simpler and more efficient.
- The earlier we are involved the greater the savings a client and project team can generate.
- Cost cutting can only go so far – enduring cost savings have to come through new and innovative ways of doing business.
- ECLIPS bring military solutions to the commercial sector, and commercial solutions to the military sector.
- Standardisation and container utilisation is the innovation that can unlock hidden value in projects.
- ECLIPS Logistics systems will lower the costs of your logistics, increase safety and reduce the number of trucks on the road.



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