



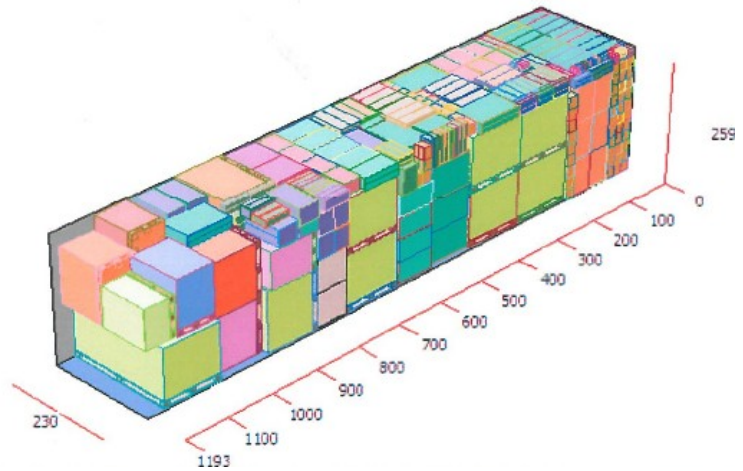
CONTAINER MIXING - THE BENEFITS OF FINDING THE RIGHT MIX

SECO International Inc. - North America utilizes a high tech software program to maximize the utilization of a container of MHE goods, therefore lowering the freight cost per item. A container has both a volume limitation and also a weight limitation. Once either limitation is reached, you can no longer add any more products to that container. The cost per container is fixed, whether there are 1,000 units or 1 unit inside the container. The secret to this mixing is to find a combination of bulky products and combine them with heavy products. For example, Drum Lifters (Bulky) and Fork Extensions (Heavy) would potential make a good mix.

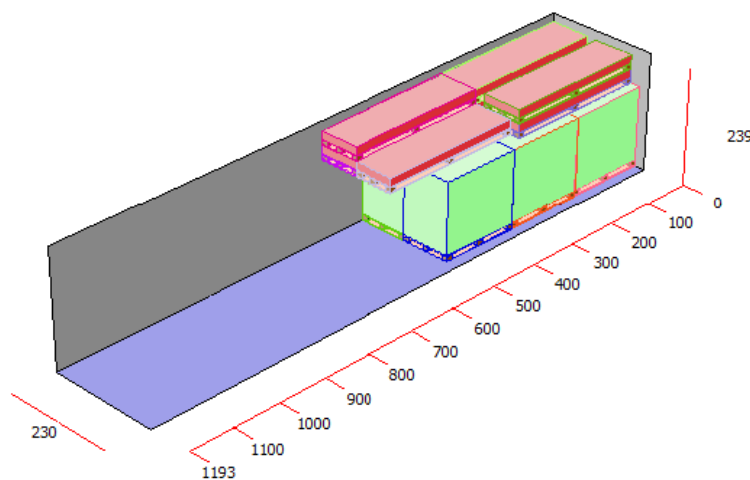
GOOD MIX

This sample is a good mix of both Heavy and Bulky Products, like Hand Trucks, Wooden Dollies, Skid Lifters & Fork Truck Accessories.

Typical* Result:
10% to 20% Savings



For example, if it costs \$5,000 to ship a container from Hong Kong to Houston, and there are just 10 units of a product inside, that is \$500 Freight per unit. Whereas if you can fit 1,000 units into a container, you have now lowered the freight cost to \$5 freight per unit. SECO maximizes the number of products through **intelligent mixing** and passes the savings on to their customer.



BAD MIX

This sample is a bad mix with only heavy products, like carpet poles and Guard Rails.

Typical Result:
No Savings

* Savings are based on a specific mix and not guaranteed although it is quite typical to see considerable savings through mixing. Savings can be significantly adjusted by the replacement of even one product line from the mix.



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