

Pickdelso

Picking and delivery solutions

Arguments – Why the concept is useful?

Henry Ford: “If I had asked people what they wanted, they would have said faster horses.”

There are numerous innovations which people, i.e. customers, didn't wish and in spite of that the innovations became popular and finally replaced previous practices. As well known, cars have almost completely replaced horses in passenger and cargo transport.

An innovation replacing the previous practices is termed a 'disruptive innovation'. Delivery trailer is not a disruptive innovation in such sense that Delivery trailers would fully replace conventional packet automatons, i.e. fixed packet automatons.

Next is presented a problem related to fixed packet automatons and a solution that essentially mitigates the problem.

Problem is unnecessary expensive delivery cycles, especially in parcel delivery. The number of packet automatons has grown and the growth seems to continue. Then delivery cycles last longer, or more delivery cycles are needed. Usually, the more delivery cycle includes stops the more it requires time, because each stop at a packet automaton causes quite much manual work.

Solution to the problem is scheduling of delivery. A packet automaton is a resource for a logistics company as an airplane is a resource for an airline company. Airline companies schedule air traffic by proactive pricing so that each flight would have as many passengers as possible. In a similar manner, delivery can be affected by proactive pricing so that a) a packet automaton becomes filled (almost) completely and b) the packet automaton gets (almost) fully emptied within its delivery time window.

Delivery trailer concept is a new tool for delivering, for example, (postal) parcels or grocery goods.

Delivery trailer has such mechanical structure that the scheduling of delivery succeeds better with it than with a fixed packet automaton. Therefore, Delivery trailer provides more efficient solution to the 'last mile' problem than a fixed packet automaton when the efficiency is measured in delivered parcels per working hour.

Due to its mobility, Delivery trailer is usable on a large geographical area, for example, such that Delivery trailer is parked at seven different villages on different week days. On suburban areas or at countryside a fixed packet automaton is too expensive investment, if there are not enough inhabitants at its neighborhood. Then Delivery trailer may be the only profitable delivery method.

The concept is useful because in certain purposes Delivery trailer is the most efficient and/or the most economic delivery method.