

## Concept features – What the concept includes?

Delivery trailer concept concerns also other things than trailers. The concept may further include at least one of the following things: a new kind of sorter, conveyors, short delivery windows, proactive pricing.

**Delivery trailer** is a moveable packet automaton, in more detail, a trailer which can be dragged by a road vehicle and which includes racks, or picking carts, for parcels or other products to be delivered.

Because of the mobility, Delivery trailer can serve customers in several delivery addresses within a certain time period, such as a week.

The total delivery cost will be reduced when Delivery trailer is dragged by a delivery vehicle that has simultaneously another delivery task to be performed.

The concept does not exclude such option that the vehicle dragging Delivery trailer is an autonomous vehicle.

**A new kind of sorter** is a system intended for parcels.

The parcel handling, which is nowadays performed at the sites of packet automatons, is performed in the Delivery trailer concept in a sortation hub.

**Conveyors** are, for example, the following means: AGV (automated guided vehicle), a roller conveyor, an automated forklift. This kind of conveyors are utilized in many sortation hubs, dark stores, and other robotized halls.

Outdoor logistics is avoided in Delivery trailer concept as much as possible and indoor logistics is preferred. The indoor logistics is preferred because robotizing is easier and more inexpensive to implement in halls than on streets, or at other public places.

**Short delivery time windows** are already in use in e-grocery. A delivery time window is few hours in e-grocery, but in parcel delivery to packet automatons a delivery time window may be a week, or even a longer time period.

A long delivery time window worsens the utilization rate of a packet automaton. When the packet automaton empties slowly, only few new products can be placed into it.

Generally speaking, a large unit size enhances efficiency in transportation and delivery. The unit size is large in the concept, i.e. one Delivery trailer. The delivery is boosted even more when the delivery time windows are short (at most 48 hours).

**Proactive pricing** means that customers' selections are affected by pricing. Example: a customer gets a discount when, instead a fixed packet automaton, the customer collects a parcel from Delivery trailer.

Delivery trailers provide for a logistics company an opportunity to significant cost savings. Thus, the proactive pricing would prefer Delivery trailers.