



## Case Study

### *First Alert/BRK Brands*

#### **Plastics company looks to improve its transportation logistics via remote monitoring**

Kistler-Morse (KM) helps plastics company improve its transportation logistics.

#### **Problem**

First Alert, Juarez, Mexico, was faced with transportation logistics problems. They had no real time inventory data in which to schedule delivery of its HDPE pellets from a well known chemical company located in Texas as well as another facility located in Mexico.

Fred Shaw, Tooling Coordinator, found that by not being able to accurately monitor material levels, they were experiencing financial losses from trucks arriving too late or too early with the product they needed for production of their smoke and carbon monoxide alarms.

Because of this, they would have to send an employee out to the silos to manually tape them for level readings. This caused erroneous data readings and was a potential hazard to the employee.

#### **Application**

First Alert had two 30' high, 12' diameter steel silos used for receiving storage of HDPE plastic pellets.

Personnel at First Alert would place an order with the chemical supplier for new product when they believed the silos were going empty. Due to miscalculations, there were occasions that the delivery request was premature as they still had material on hand, or they had occasions where they did not order in time, and ran out of material causing a production shutdown.

#### **Solution**

KM supplied ultra-cell™ continuous level sensors that were designed specifically for the plastics industry for their silo inventory information. They also supplied PC based remote monitoring software to allow First Alert's suppliers to successfully execute a Vendor Managed Inventory program with First Alert.

The First Alert purchasing agent in El Paso, TX dials the KM PC based remote monitoring system to retrieve the silo inventory in Juarez, Mexico. He then places orders to the chemical supplier for product. The chemical supplier in Texas sends the product via railcar to El Paso, TX which then transloads into trucks and ships to Juarez, Mexico. The supplier in Mexico sends product direct to First Alert.

With this system in place, they have realized improved efficiency in managing transportation logistics for rail to truck transloading. Turn around time from order release to delivery to Juarez silos is typically within 48 hours from the Texas supplier.

Another benefit they have experienced is excellent customer relations with their chemical suppliers by ensuring value added services to them. This has given them noticeable market differentiation.

Finally, this has allowed the chemical suppliers to maximize their cash flow by supplying their customer with product on a real time basis and effectively manage their production planning and logistic requirements.

Fred Shaw has appreciated KM's superior customer service and system accuracy.

Fred next plans to meet with the chemical suppliers regarding invoicing on a silo usage basis in order to enjoy a paperless system which was not possible prior to this system installation.

Contact KM at 1-800-426-9010 or visit online at [www.kistlermorse.com](http://www.kistlermorse.com) to learn more about how KM can ensure your plant receives the same World Class service as provided to First Alert/BRK Brands.



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