

Case Study Taiwan



In early 1996, Rollins long standing export partner, Navistar, presented Rollins with a unique opportunity and challenge. Navistar had just procured an order from the Taiwan Military that required shipment of 4800 CKD (Completely Knocked Down) trucks delivered by sea containers. The delivery requirements were explicit in that Rollins was given 60 days to complete the first shipment.

The Rollins purchasing team went to work placing PO's on the Navistar supply base. Upon receipt and verification of incoming material, the Rollins export staff began picking, packing and designing crates that would be used to protect Navistar's product. 45 days from receipt of order saw the first containers leave the Rollins facility headed to Taiwan.

The CKD trucks were crated and packed in kits that were designed by Rollins. All kits were designed to mirror each other to make unloading, inventory control, and line sequencing easier for the customer. The wood crates were designed and approved to maximize the container space and weight restriction.

The scope of the project was to last for 4 years. The Rollins team completed the last shipment in a total of 3 years. Shipments consisted of 32 CKD units being shipped in 10 containers or a total of 1500 containers throughout the project. Rollins shipped an average of 10 containers per week over the 3 year period with no late deliveries or customer issues.



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