

Get a grip on freight management

Rockwool, the manufacturer of insulation material, plans forwarder's vehicles

The world-wide manufacturer of insulation material Rockwool International A/S has four factories in Germany alone. Two other plants in Denmark and the Netherlands also produce for the German market. "Sales organisations in several East European countries and a plant in Hungary are also part of the German Rockwool", explains Volker Christmann, manager of development in Gladbeck. "Every plant used to have its own dispatching department, the responsibility for freight lay at the individual plants. That was often at the cost of the customer service, as the plants themselves were able to define their own delivery processes," remembers Christmann.

User: **Rockwool International A/S**, world-wide manufacturer of insulating material, over 1,500 employees work at the four German factories which manufacture around 365,000 tons i.e. 6 million m³ rockwool a year.

Task: Daily dispatching and trip planning of all orders in the four German factories.

Solution: The professional trip planning program PTV Intertour

Simplification through centralisation

This problem was solved through the centralisation of planning in Neuburg, which had the largest dispatching department. The advantages for Rockwool are enormous. "Four dispatchers used to call the same forwarder", says Christmann. Today there is only one contact person for all forwarders. The loading of HGV's is also planned in Neuburg. Not only the degree of vehicle capacity was improved by the increased purchase power, the freight tariffs were also reduced.

The production and dispatching planning is performed for all orders arriving before midday in Gladbeck. The production planning is supported by a data processing system programmed by Rockwool, dispatching and trip planning is performed by PTV Intertour. Philipp Lenz, manager of logistics in Neuburg says: "We are very impressed with PTV Intertour."

From R/3 to PTV Intertour

The delivery trips are compiled before vehicle assignments. The orders are imported into PTV Intertour from SAP R/3. Complete loads with only one delivery point are separated immediately. All other orders are compiled into loads with optimal use of capacity and the shortest distance possible between stop-off points.



The savings for Rockwool were considerable: 15 years ago in Neuburg two employees dispatched around 30 loads a day, now only one employee manages up to 130 loads. Only one employee per factory is enough for dispatching. This success is now to be applied for the entire enterprise. Christmann: "We were pilot users of PTV Intertour and R/3 in the Rockwool Group. Now our associates in the whole of Europe will be using the same system as us."