



Tilt Indicators

Program Implementation Guide



SHOCKWATCH®
DAMAGE PREVENTION. WE'RE ON IT.

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Introduction to Tilt Indicators



Tilt Indicators, together with this simple implementation program, will allow you to monitor rough handling and reduce product damage via transport.

Tilt Indicators

- Provide immediate proof of rough handling
- Is a tilt indicator that adheres directly to your shipments
- Come in two versions for a variety of applications
- One indicator turns from white to red when tilting occurs
- One indicator shows the angle of tilt using a ball bearing
- Is a visual deterrent to mishandling

The ShockWatch program encourages all handling personnel to be more careful, helps to reduce damage, pinpoints rough handling areas and is a Win-Win for the shipper, carrier and consignee.

What is TiltWatch XTR and TiltWatch Plus and how do they work?



WHAT IS TILTWATCH XTR

The TILTWATCH XTR is a “state-of-the-art” tilt indicator. This indicator turns red if the product it is affixed to is tilted past 80° or is completely up-ended. It remains unaffected by movement due to normal handling conditions or aircraft takeoff.

HOW DOES TILTWATCH XTR WORK

By peeling the adhesive backing from the unit, the sensor is automatically armed. When a shipment is tilted over 80° or is completely up-ended the sensor will turn red to indicate tilting over these thresholds.

WHAT IS TILTWATCH PLUS

This indicator provides 360° monitoring. It indicates the exact angle of tilt or whether complete overturn has occurred.

HOW DOES TILTWATCH PLUS WORK

By peeling the adhesive backing from the unit, the sensor is automatically armed. When a shipment is tilted over 30° or upended the TiltWatch Plus will show the angle, direction of tilt and/or if upended by where the ball bearing is housed.



The tilt indicators now become:

- A “MEANS” OF DEFINING “FRAGILE” for handlers
- A “TILTING” warning that cannot be ignored
- A “PREVENTION TOOL” to eliminate abusive handling
- A “DOCUMENTATION TOOL” to assist in timely claims
- A “MARKETING TOOL” advertising “Quality” and a “We Care More” attitude

How do I know which Tilt Indicator to use?

HOW DO I KNOW WHICH TILT INDICATOR TO USE

TILTWATCH XTR

if you only need to monitor tilt when the shipment is tipped over completely then this is the device you will need. The TiltWatch XTR will activate when the shipment is tilted over 80° or it is completely upended.

TILT PLUS

If the angle of tilt or whether the shipment has been completely overturned is what you want to prevent and know if it has been exceeded then the Tilt Plus is the device that is most suitable.

Product Characteristic	Tiltwatch	Tiltwatch Plus
Sensor Type	Steel Disc, non-magnetic	Bronze Balls, non-magnetic
Arming Method	Automatic	Automatic
Customizable	Yes, product color and logo	N/A
Serialized	N/A	Yes
Indicates Tilt Direction	N/A	Yes
Indicates Degree of Tilt	N/A	Yes
Inversion Indicator	N/A	Yes
Activation Angle	80° Degree	10° increments

Where should the Tilt Indicators be placed?

WHERE SHOULD THE TILT INDICATORS BE PLACED ON THE SHIPPING CONTAINER

TILTWATCH XTR

The TiltWatch XTR should always be placed near a corner of the container where it is most rigid and should not be higher than 305 mm from the base of the shipment.

Two (2) TiltWatch XTR's must be mounted on adjacent sides to monitor all tilting planes.

See the "How to Mount A TiltWatch XTR" information page (a copy of this document is enclosed with every box of TiltWatch XTR sold)



TILTWATCH PLUS

The TiltWatch Plus should always be placed near a corner of the container where it is most rigid. Two (2) TiltWatch Plus's must be mounted on adjacent sides to monitor all tilting planes. Place the companion label provided next to the TiltWatch Plus.

See the "How to Mount A TiltWatch Plus" information page (a copy of this document is enclosed with every box of TiltWatch Plus sold)



WHERE SHOULD THE "ALERT STICKER" PROVIDED WITH THE TILTWATCH XTR BE PLACED

With each box of TiltWatch XTR there are "Alert Stickers" enclosed. If possible, the self-adhesive Alert Sticker should be attached to the waybill or packing slip. Alternately, the sticker can be placed adjacent to the TiltWatch XTR on the shipping container.

An alert sticker is not available for the TiltWatch Plus.



How do I mount a Tilt Indicator?

HOW TO MOUNT A TILTWATCH XTR

TiltWatch® XTR Mounting Instructions

TiltWatch XTR is a tilt indicator designed to detect unacceptable tilting of goods that must remain upright.

1. Peel the adhesive liner from the back of the TiltWatch XTR while holding it in an upright position. Once the adhesive liner is removed, the TiltWatch XTR is armed. Apply the TiltWatch XTR to an oil-free surface in an environment above 10°C / 50°F for best results.
2. Place the TiltWatch XTR in an upright position near the lower corner of the shipping container. Mounting as low as possible provides the best response.



3. Press the TiltWatch XTR firmly in the center and around the edges to ensure strong adhesion to the container to which it is being applied.

When using a companion label:

Remove the TiltWatch XTR companion label from its adhesive liner and carefully place it over the TiltWatch XTR so that it protrudes through the opening.

TIP:

Rough wood and heavily waxed wood containers may require special attention. If the wood is extremely rough, ShockWatch recommends the use of a spray adhesive to increase bonding strength.

ALERT STICKERS:

Every carton of 100 TiltWatch XTR indicators also contains 100 alert stickers. Place the alert sticker on the packing slip as a reminder to customers to check the TiltWatch XTR immediately upon arrival.



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Part# TWM002

HOW TO MOUNT A TILTWATCH PLUS

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Tiltwatch Plus – How to Mount it Guide

This indicator incorporates three separate indications - two that determine the exact angle of tilt and from what direction the shipment tilted, and one that indicates whether complete overturn has occurred - providing complete 360 degree monitoring. The TiltWatch Plus will not activate under normal handling conditions such as take-off angles.

RULES OF THUMB:

Once the TiltWatch Plus Indicator is armed:

1. Do not tilt left or right
2. Affix to carton immediately in upright position

TILTWATCH PLUS APPLICATION INSTRUCTIONS

1. Peel the adhesive liner from the back of the TiltWatch Plus. Make sure you hold it in an upright position. Once the adhesive liner is removed, the TiltWatch is armed.
2. Place the TiltWatch Plus in an upright position near a corner of the shipping container. This placement helps to align the TiltWatch Plus properly and adds rigidity.
3. Remove the TiltWatch Plus Companion Label from its adhesive liner and place it next to the TiltWatch Plus (Fig 4)
4. Press firmly in the centre and around the edges of the TiltWatch Plus and TiltWatch Plus Companion Label to make sure the adhesive makes good contact with the container to which it is being applied.
5. On the Companion Label mark the "DO NOT TILT THIS CARTON PAST ..DEGREES" with the degree of unacceptable tilt.
6. Repeat the above steps to place another TiltWatch Plus on the adjacent side of the one just applied to monitor all planes.

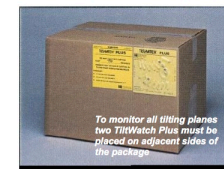


Fig 4.

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How do I implement the Shockwatch Program?

IMPLEMENTATION PLAN

Implementation of this damage prevention program provides psychological reinforcement of proper handling procedures and changes the behaviour of material handlers.

It provides a highly visible deterrent to mishandling throughout the supply chain.

This program is most successful with the collaboration of your people, carriers, and customers.

ACTION STEPS

- educate your people (shipping, warehousing, and packaging departments)
- educate your carriers
- educate your customers
- Introduce the program and monitor the results (may include a structured trial)

TILTWATCH XTR AND TILTWATCH PLUS PLACEMENT RULES OF THUMB

- Remove the backing paper to arm the TiltWatch XTR and Tilt Plus
- Place the TiltWatch XTR or Tilt Plus near any corner of the shipping container
- Two (2) TiltWatch XTR or TiltWatch Plus need to be mounted on adjacent sides to monitor all tilting planes.

PLACE THE TILTWATCH XTR OR TILTWATCH PLUS AS PER THE “HOW TO MOUNT” Instructions in each box of TiltWatch XTR or TiltWatch Plus.



Tilt Indicators Companion Tools

A key element in the success of the Tilt indicators are the companion tools available. Used in conjunction with the TiltWatch products, these tools include companion labels, alert stickers, alert tape and supporting documentation.

This complete product offering constitutes a highly effective damage reduction and prevention program.



TILTWATCH XTR COMPANION LABEL

The Companion Labels provide an additional visual warning and instructions on what to do if mishandling occurs. The TiltWatch XTR is placed on the shipment first and then the Companion Label is placed over the TiltWatch XTR after removing the cutout. The TiltWatch Companion Label is purchased separately.

TILTWATCH PLUS COMPANION LABEL

The TiltWatch Plus® companion label is included at no extra charge



ALERT STICKER

In each box of TiltWatch XTR, Alert Stickers are included free of charge. The Alert Sticker should be placed on the delivery documents under “Special Instructions” or as close as possible to where the shipment is signed for when changing hands.

An alert sticker is not available for the Tilt Plus



ALERT TAPE

Provide an added visual warning against mishandling using Alert Tape placed across the package



Inform Customer and Carriers when using TiltWatch XTR

SAMPLE CUSTOMER/CARRIER LETTERS FOR TILTWATCH XTR

Use the sample letters shown below to inform your customers and carrier/s that you are using TiltWatch XTR to reduce in transit damage. Amend these documents to include the procedures involved when receiving or moving shipments.

These sample letters are available for download from our website www.shockwatch.com.au (see the tilt indicators webpage)

SAMPLE CUSTOMER LETTER

(Company Name)
(Company address)

Dear Customer:

In an effort to reduce in transit damage and safeguard our shipments, **(Company Name)** is adopting the use of the Shockwatch products. Instructions on the units are self-explanatory; however, for your protection and ours, please institute the following procedures to afford us the maximum benefit from the Shockwatch program.

Procedures for Receiving Shipment:

- Please do not refuse to accept shipment.
- An activated (RED) indicator on the TiltWatch XTR does not mean that damage has occurred. It only indicates that the carton was tilted over. Only an inspection can determine if any damage has occurred.
- If the indicator is RED, please make a notation to that effect on the bill of lading or delivery receipt or document.
- Examine contents immediately for possible damage.

If damage is discovered, inform carrier immediately (within **XX*** days) and follow normal procedure for a carrier inspection and filing of a concealed damage claim.

The Shockwatch program is our way of protecting your interest in receiving quality product and protecting our goods from the time they leave our facility until they reach the final destination. It is our way of telling you that we care about you, our customer.

Thank you.

SAMPLE CARRIER LETTER

(Company Name)
(Company Address)

Dear Carrier:

In an effort to reduce in transit damage and safeguard our shipments, **(Company Name)** is adopting the use of the Shockwatch products. Instructions on the units are self-explanatory, however, for your protection and ours, please institute the following procedures to afford us the maximum benefit from the Shockwatch program.

Procedure:

- Please do not refuse to accept or handle any shipment
- An activated (RED) indicator on the TiltWatch XTR means that the carton was tilted over.
- If the indicator is RED, please make a notation to that effect on the bill of lading or the transfer document, noting date/time and signature of individual observing the activated TiltWatch XTR.
- Continue the movement of the carton(s) on to the specified consignee.

The Shockwatch program encourages your personnel to be more careful, reducing damage, pinpointing trouble spots in intermodal situations, and protects you, the carrier, from false accusations by negligent shippers. Your cooperation will be appreciated.

Thank you.

Inform Customer and Carriers when using TiltWatch Plus

SAMPLE CUSTOMER/CARRIER LETTERS FOR TILTWATCH PLUS

Use the sample letters shown below to inform your customers and carrier/s that you are using TiltWatch Plus to reduce in transit damage. Amend these documents to include the procedures involved when receiving or moving shipments.

These sample letters are available for download from our website www.shockwatch.com.au (see the tilt indicators webpage)

SAMPLE CUSTOMER LETTER

(Company Name)
(Company address)

Dear Customer:

In an effort to reduce in transit damage and safeguard our shipments, **(Company Name)** is adopting the use of the Shockwatch products to monitor tilting. Instructions on the units are self-explanatory; however, for your protection and ours, please institute the following procedures to afford us the maximum benefit from the Shockwatch program.

Procedures for Receiving Shipment:

- Please do not refuse to accept shipment.
- If the TiltWatch Plus indicator has passed the degree of Tilt specified on the companion label it does not mean that damage has occurred. It only indicates that the carton was tilted over the recommended angle of tilt. Only an inspection can determine if any damage has occurred.
- If the indicator has passed the recommended angle as specified, please make a notation to that effect on the bill of lading or delivery receipt or document.
- Examine contents immediately for possible damage.

If damage is discovered, inform carrier immediately (within **XX*** days) and follow normal procedure for a carrier inspection and filing of a concealed damage claim.

The Shockwatch program is our way of protecting your interest in receiving quality product and protecting our goods from the time they leave our facility until they reach the final destination. It is our way of telling you that we care about you, our customer.

Thank you.

SAMPLE CARRIER LETTER

(Company Name)
(Company Address)

Dear Carrier:

In an effort to reduce in transit damage and safeguard our shipments, **(Company Name)** is adopting the use of the Shockwatch products. Instructions on the units are self-explanatory, however, for your protection and ours, please institute the following procedures to afford us the maximum benefit from the Shockwatch program.

Procedure:

- Please do not refuse to accept or handle any shipment
- Check the TiltWatch Plus indicator to verify that the recommended tilt angle has not been exceeded
- If the indicator has exceeded the recommended angle of tilt, please make a notation to that effect on the bill of lading or the transfer document, noting date/time and signature of individual observing the exceeded angle of tilt.
- Continue the movement of the carton(s) on to the specified consignee.

The Shockwatch program encourages your personnel to be more careful, reducing damage, pinpointing trouble spots in intermodal situations, and protects you, the carrier, from false accusations by negligent shippers. Your cooperation will be appreciated.

Thank you.

Contact Us

If you wish to discuss your requirements further please do not hesitate to contact us.

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