



# DJJ CASE STUDY

## BACKGROUND

The year 2005 was an active one for hurricanes. Most people were touched in some way by the destruction left behind by Katrina, Rita, and Wilma.

The resulting debris from these storms led to an increase in the number of trucks bringing in scrap metal to scrap yards, especially in the South. The amplified number of trucks lining up at the scrap yards can lead to processing delays as drivers must go through an identification process in order to receive their payment.

Most scrap yards make use of SAI database software to identify their customers and process the payments. Even with the SAI software, a scrap yard employee has to meet the truck, obtain its identification, enter the information in a computer terminal and then process the driver. DJJ recognized that this procedure could be improved and contracted DBK to devise a solution.

## SOLUTION

To speed the procedure for processing inbound trucks to DJJ, DBK devised a solution using RFID tags. RFID is relatively new in the data collection sphere, whereas it has been used in transportation (toll road passes), for some time. DBK combined the data collection and transportation RFID concepts, to give DJJ a custom solution.

Trucks go through a one time registration process in which their information is collected and input, very similar to what they'd go through in a normal drop off. Once this information is collected, an RFID tag is encoded with a unique identification number, is printed on the spot and affixed to the truck's windshield.

Upon subsequent visits to the scrap yard, the truck simply drives to the scale where an RFID reader reads the tag. The information contained in the RFID tag interfaces with the SAI database, and the ID# is associated with the client's information in the database. The truck is weighed, the type of metal determined, and while the trucker off-loads his cargo, the check is printed and ready for pick up as they leave.

This auto-id process greatly reduces the time it takes to process each truck, thus improving productivity saving both the scrap yard and the driver time and money.

## RESULTS

With the increased scrap metal left in the wake of 2005's active hurricane season, scrap yards are seeing a rise in the number of trucks bringing in loads of material. New materials are in great demand to rebuild those cities most affected by the storms.

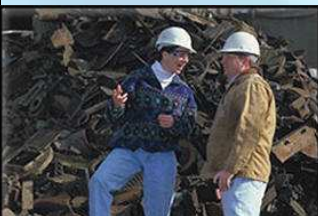
Because DJJ implemented the RFID solution outlined above, they are able to process trucks faster and thus create a quicker turn-around on the resale of their metals to their partners. By shortening the salvage cycle, in effect, DJJ is helping to speed the hurricane recovery process while improving their own bottom line.



## ABOUT DJJ AND DBK

The David J. Joseph Company has been working for the steel, foundry, scrap, and transportation industries since 1885. We broker ferrous scrap, pig iron, HBI/DRI, and metals; supply Ferro-Alloys; process ferrous and metal scrap. DJJ operates 11 ferrous brokerage offices, which deal routinely with several thousand domestic and international producers and consumers of scrap and scrap substitutes. DJJ's Metals Group brokers copper, brass, nickel, and stainless, in addition to a variety of aluminum products. DJJ operates 9 Ferro-Alloy and Nodular and Foundry Pig Iron brokerage offices serving the steel, foundry, and secondary aluminum industries. Through partnerships and its own operations, DJJ comprises a network of 25 scrap processing facilities in the United States.

**DBK**  
CONCEPTS, INC.



DBK Concepts, Inc. excels in delivering and developing complete, mobile data-collection solutions. With over 20 years in wireless software, hardware and services, DBK has built a base of Fortune 500 customers that depend on its "One Point of Contact" services. The company offers new and refurbished data-collection mobile computers, custom software development, maintenance and repair services, and professional / implementation services. DBK largely serves companies in the retail, grocery, wholesale and transportation industries. Privately held, DBK was founded by Danny Katz in 1989 and is based in Miami.

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