

The Pallet



Fun with Pallets

What's so great about fifteen pieces of wood and some nails?



“Face it Dad, pallets is boring,” said an elementary school child to his CEO father — a leader in the pallet business. He continued, “a pallet here ... a pallet there.” Did the kid have a point? Or have we missed something? Seven boards on the top, five on the bottom,

three stringers, and some nails make a standard pallet. But, an understanding of *how* a proper pallet program can save you both money and legal liability (due to risks from underinsured vendors) turns pallets into a cost effective and (yes) exciting prospect.

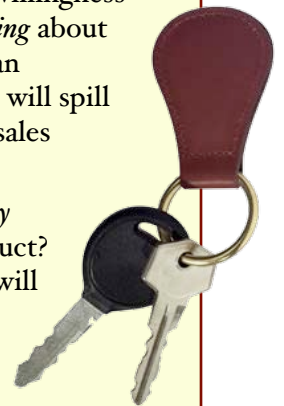
Can I have the keys to the forklift?

After she learned how to identify pallet types, a brand new sales employee wanted to learn how to drive a forklift — something which requires special certification.

Now ... what does forklift driving have to do with telling a client about the benefits of a *pallet buy back program* or the peace of mind offered by an *on site repair* setup? Probably not much.

However, her desire to learn showed a willingness to know *everything* about the product — an enthusiasm that will spill over into every sales presentation.

Do you *really* know your product? Your prospects will answer that for you within minutes of your sales pitch.



PALLET CONSULTANTS OFFERS A FREE —NO COST—EVALUATION TO LOCAL BUSINESSES

Pallet Consultants

offers a free — no cost, no obligation — assessment of your warehouse or distribution center. Our *Warehouse Renewal* team will do a walk-through of your facility and make sure you have the appropriate pallets, warehouse equipment, and

We can optimize your work flow and space so that you can do **more** with less.



packaging supplies at the right cost. Then, we offer our professional recommendations. On average, **Pallet Consultants** saves businesses about \$10,000 a year on pallet services alone. The benefits increase when you factor in 10% to 30% additional savings from higher warehouse efficiency. Schedule your free visit by calling (954) 946-2212.