

## FirmaLoad Savings Estimator

Number of pallets shipped annually:	50,000
Average weight in lbs. per current pallet (average is 40 lb +):	50
Average Price of Current Pallet:	\$6.00
Average Price of Current Slip Sheet, if applicable:	\$0.60
Percentage of total pallets shipped that are billed by weight? (ie. LTL- less than truck load)	100%
Average cost per pound of these shipments? (normal range for class 50 is \$.05 to \$.25)	\$0.25
Percentage of total pallets shipped via Air Freight?	0%
Average cost per pound on Air Freight shipments? (normal range is \$1.00 to \$1.55)	\$0.00
Percentage of total pallets exported on treated pallets:	0%
Average cost of "bug stamped" (heat or chemical treated) pallets for export use?	\$9.50
Annual total cost estimate of sorting and disposing broken wood pallets? (The latest corporate surveys revealed a cost of \$2.38 per pallet.)	\$0
Annual total cost estimates for damaged products due to broken pallets, protruding nails, contamination, and stacking heavy pallets on fragile product?	\$0
Annual total workman's compensation claims due to injuries from wood pallet?	\$0
<b>Total Cost Associated with Shipping on Pallets</b>	<b>\$955,000</b>
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<b>TOTAL Cost Per Current Pallet</b>	<b>\$19.10</b>
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Price of Appropriate FirmaLoad Carrier	\$7.00
Weight of FirmaLoad Carrier (lbs) (Note:Different size configurations have different weights.)	9
<b>Total Cost Associated with Shipping on FirmaLoad carriers.</b>	<b>\$462,500</b>
<b>TOTAL Cost Per FirmaLoad Carrier</b>	<b>\$9.25</b>
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Savings of FirmaLoad carriers over current pallets and slip sheets	(\$20,000)
Savings of FirmaLoad carrier for shipments billed by weight	\$512,500
Savings of FirmaLoad carriers for Air Freight shipments	\$0
Savings of FirmaLoad carriers for export shipments compared to export specific pallets	\$0
Savings of FirmaLoad Carriers due to reduction in damaged products, compensation claims, handling and disposal of wood pallets.	\$0
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<b>Total net savings using FirmaLoad carriers</b>	<b>\$492,500</b>
<b>Savings per FirmaLoad carrier over conventional pallet &amp; slip sheet:</b>	<b>\$9.85</b>