

Pallet Questionnaire

Market

- What is the market i.e. what products and which countries (SIC Codes)
- What is the market size by product and regions - sales (\$MM/BN) :
- What is the size of the US and Canadian (domestic) market.
- What is the size of the “overseas” market)broken down by regions if possible).

- What is the size of your company’s sales - sales (\$MM/BN) :
- Are those sales broken down into the respective products and regions proportionately (if not please indicate the profile).
- What is the size of your company’s sales in the domestic market.
- What is the size of your company’s sales in the overseas’ markets

Pallet Volumes

- How many palletized shipments does your company make each year
- How many palletized shipments does your company make each month
- What is the range of pallet sizes used.
- What volumes of each pallet size are shipped each month/year.

Distribution Network

- What is your total number of Ship From locations
- What is the number of North American (US and Canada) Ship From Locations
- What is the distribution of Ship From Locations around the world.

- What is the total number of Ship To Locations
- What is the number of North American (US and Canada) Ship To locations
- What is the distribution of Ship To Locations around the world.

- How many carriers do you typically use
- Do you contract with carriers in a particular fashion or do you spot hire
- How many pallets do you typically load on each truck
- How many FTL shipments do you make each month
- How many LTL shipments do you make each month

Known Costs

- What is the typical cost per purchased pallet

- How many pallets do you buy each month
- How much do you spend on repairing pallets each month/year
- What is the typical repair cost per pallet
- Do your carriers bear any of your pallet costs (e.g. do they provide pallets for you and cover the cost in their charges)

- How much do you spend on carriers per month/year
- What is your average carrier cost per FTL
- What is your average carrier cost per LTL
- What charges do your carriers make for pallets (where appropriate)

- Do you incur any Product Damages due to poor pallet quality

- Do you incur any Production Downtime due to poor pallet quality

General

Are there any general comments you would like to make to help us understand your pattern of pallet usage and the costs of that usage.