



# The Pallet



## Consequences of Letting Things Go *What needs our immediate attention for the sake of the future?*



A famous Miami lawyer used to say, "The road to tomorrow leads to never." This little saying would encourage both him and his employees to not procrastinate and take care of things in a timely manner. Now, we ignore this wise saying by letting things that we use go into disrepair ... and also by not utilizing what we do have. On the one hand, we use some things (and even some people) so much that we feel that we cannot afford to stop and either do

crucial maintenance (or allow for some needed rest). On the other, we don't use everything we could so that things just sit around ... and rust or fall apart. So, do the needed maintenance, and put unused things to use. If you can't, then give the unused equipment to others who will use it. Equipment ... or employees that just lie around do not help our businesses. So, take inventory and attend to these things. Summer may represent a good time to do it.

## Just One Great Product Can Keep Them Coming Back

One customer has gained the attention of a local Sam's Club by buying only one thing—and the very same thing— every single time they come to the store. What? Yes. They pay for a membership for the sole privilege of eating one item from the food menu in their indoor snack area.

As we talked about this with an associate, she communicated what someone else had observed: "If you have only one good product to sell, people will come in just for that product." Hmm... Does that make sense? Can we learn anything from this? Can a business really succeed on the basis of only one good product?



The lesson here probably relates primarily to caring about quality all the way across our product line. In the same way that one administrator can only supervise a limited number of employees well, a company can only assure high quality to the extent that they can oversee it. Ultimately, we want many clients—as happy as possible.

### PALLET CONSULTANTS WILL EVALUATE YOUR PALLETS AND PALLET PROGRAM FOR FREE

**Pallet Consultants** offers your warehouse or distribution center the pallet expertise we have gained through years of working with diverse industries and products—for free. We offer local businesses a free walk through evaluation of pallets, pallet program, and supply chain efficiency with no obligation to buy. At your invitation we come



to your warehouse, assess your current pallet program, and give you the opportunity to ask questions regarding costs, compatibility of your current pallets to your product, transport issues, and any other concerns. **Pallet Consultants** typically saves clients thousands of dollars on pallet costs alone. Schedule your free visit by calling (888) 782-2909 or (954) 946-2212.