

Bulletin 008 - Protect-it™ DELIVERS a HIGH RETURN ON INVESTMENT

When you last walked through your warehouse, did you take time to look at the state of the pallet rack uprights? How many pallet uprights in your warehouse are damaged and how often does damage occur? To answer these questions we recently conducted some research during visits to sites in Africa, North America, Europe and Australia.

Pallet Racking has the very important job of storing valuable inventory and optimizing space utilization. Pallet Racking requires maintenance just like any other asset and, if unchecked or un-protected, can result in costly rack collapse.

How much is pallet rack damage really costing you?

Let's assume that your warehouse does not have any rack protection installed. Our research revealed that every year as many as 10% of un-protected pallet rack columns are damaged by fork trucks and MHE's.

To put this into perspective an impact of 295 footpounds (400Nm) of energy, the equivalent of dropping 88 lbs (40kg) from 39"(1m), would be enough to severely damage a pallet rack column.

If you have 100 rack columns then you can expect 10 to require repair every year. Repairs will range from cutting and splicing in a new section to replacement of the entire column. Below is an estimate of this cost.



| Work required | Item | Cost Estimate (\$US) |
|---|-----------|-----------------------|
| Cost of a pallet rack column | Materials | \$60 - \$120 |
| Unload racks and remove beams | Labour | \$100 - \$200 |
| Splice a section or replace the entire column and re attach beams | Labour | \$100 - \$200 |
| Hire of an elevated working platform | Expense | \$0 - \$200 |
| Reload racks | Labour | \$100 - \$200 |
| Repair Concrete | Labour | \$0 - \$100 |
| Replace concrete anchors | Materials | \$0 - \$10 |
| TOTAL cost to repair one column | | \$360 - \$1030 |

The annual cost to repair 10 columns is between \$3600 and \$10300

Protect-it™ column guards will protect your assets and save you the unnecessary cost of column damage. Independent testing* proves that Protect-It™ can withstand the same impact energy and prevent column damage. The * independent test reports and test videos are openly available from our website.

The bottom line is "Protect-It can pad your pallet uprights and your wallet"

What Return on Investment will you see with Protect-it™ column protection installed?

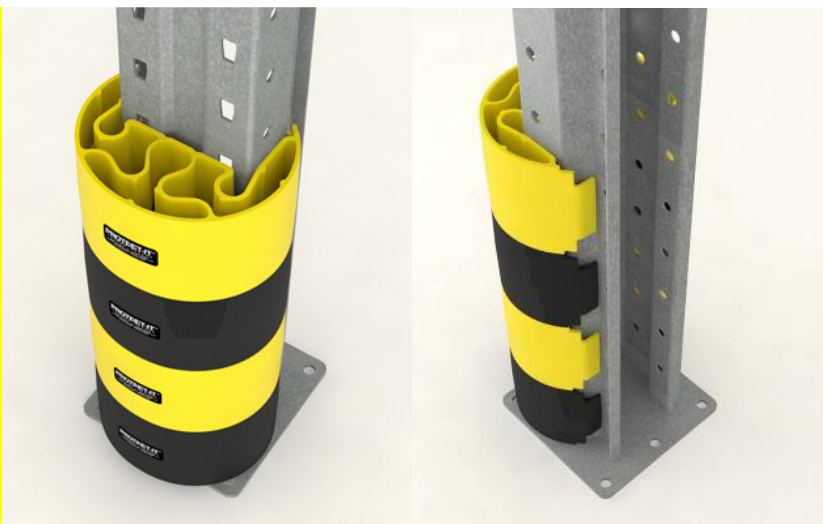
Rack collapse can be avoided in most cases with the installation of a suitable column guard. Protect-it™ pallet rack protectors deliver front and side impact protection that meets the International rack standards set out in FEM 10.2.02 (an impact equal to 295 footpounds or 400Nm) without damaging the column or Protect-it™

With Protect-it™ installed you will save

The Cost or repair of 10 columns = between \$3600 and \$10300. (an annual expense)

The Cost of installing Protect-it™ column guards on 100 Columns = \$3600* (a one off investment)

**Protect-it™
Rack Protectors
=
High Return on
Investment
18 - 52 weeks**



*Prices may vary depending of quantity and location



Protect-it™ - The worlds smartest rack protector now used in over 40 countries

www-protect-it.com.au

