



REUSABLE METAL PALLET TRIAL PROGRAM

Program Definition:

Pallet Systems of America (PSA) encourages our sales representatives to place samples of our reusable metal pallets at potential customer facilities (host sites) for evaluation within their workplace environment.

Program Rationale:

The objectives are to provide potential customers with the ability to perform unbiased in-house testing of our pallets against their current pallets; to provide them with the ability to develop justification or Return-On-Investment analysis; to obtain consensus from within their organization; and to increase our exposure in the marketplace.

We make it easy to qualify for the PSA Trial Pallet Program. Here's all you need to do:

- ✓ Agree to an initial site visit at your facility by a PSA sales representative.
- ✓ Appoint a sales representative from your company to complete a PSA Reusable Metal Pallet Design Criteria Checklist supplied by us.
- ✓ Allow a PSA sales representative to visit your facility a minimum of once a month during the evaluation period.
- ✓ Permit monthly inspection of sample pallets for misuse, negligence, abuse, improper service, improper handling, excessive loading beyond the rated capacity, vandalism and modifications.

TERMS & CONDITIONS:

Participating companies must agree in writing to the following terms & conditions:

- The trial pallet evaluation period is for a maximum of 90 days.
- A meeting between PSA and a sales representative from the host site company must take place at the host site company's offices at the conclusion of the evaluation period. At this time, PSA will be allowed to submit a purchase or lease Proposal.
- The customer agrees to pay for all damages (beyond normal wear and tear, as detailed above) or loss to the sample pallets.
- The customer agrees to provide PSA with all evaluation data generated throughout the evaluation period.
- The customer agrees that all evaluation data is proprietary, must remain confidential and cannot be divulged to any outside sources.

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