

The Mixed Pallet Program Saves You Money



By Dan Leiterman

The Mixed Pallet Program is designed to help producers save money when purchasing Crystal Creek® products and supplies. This program works by offering producers a volume discount on items being shipped on a pallet. The efficiency and reduced shipping rates on pallet orders,

coupled with volume discounts, can amount to substantial savings.

Objective

To organize your Crystal Creek® product purchases in quantities that qualify for volume discounts and the

mixed pallet program to take full advantage of discounts and efficient freight rates.

Mixed Pallet Program Requirements

For products to qualify for the mixed pallet program, the order must have a minimum pallet weight of 2,000 pounds. Some freight companies allow pallets weighing up to 2,500 pounds without additional charge. Most producers take advantage of the additional 500 pounds pallet capacity to maximize their order's efficiency.

If the pallet weight meets the 2,000 pound minimum requirement, most bagged products will receive the ton volume discount price.

FOR EXAMPLE:

A 50 cow dairy in western Minnesota calculated how much calf milk replacer, livestock mineral and other Crystal Creek® products they use in a four month period. By placing one grouped order they were able to save on freight costs as well as take advantage of volume discounts on many bagged products.

| Mixed Pallet Program Savings | | |
|-------------------------------------|---------|--------------------------|
| Swift Start™ 22/20 CMR: | 17 bags | \$2.00 per bag = \$34.00 |
| Swift Start™ Calf Pellets: | 19 bags | \$1.00 per bag = \$19.00 |
| Crystal Pellets™: | 3 bags | \$3.00 per bag = \$9.00 |
| Crystal-Min 2:1: | 51 bags | 2% discount = \$37.00 |
| Fuse 207: | 10 bags | \$3.00 per bag = \$30.00 |
| Total Saved: | | \$129.00 |

A box of smaller items containing Veterinary Dairy Liniment™, Calf 180™, Calf Shield® and Primary Care® was added to the top of the pallet and shipped at no additional cost.

The freight cost was \$170.00 to ship 2 pallets, with a total weight of 5,000 pounds to western Minnesota. The savings from the mixed pallet program offset the majority of the freight cost; and with next day delivery, the mixed pallet program provided prompt and economical product delivery to this producer.

