

PALNET Solves the Pallet Buyer's Dilemma

VINELAND, N.J., July 13 (SEND2PRESS NEWSWIRE) – The old adage goes, “buyer beware.” Michael Smith, President and C.O.O. of **PALNET**, a nationwide supplier of environmentally-friendly wooden pallets, thinks that’s especially true when it comes to pallets. According to Smith, “So much of the pallet purchase decision is based on the initial price quote that many of the other equally important factors don’t get the attention they deserve.”



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What are those factors? Most often, it’s the specs: wood quality, type, dimensions, moisture content, nailing patterns, special requirements, board spacing, inspection and safety. Those are a few of the important factors every pallet buyer should insist are consistent with their original purchase agreement.

Smith believes reining in the bottom line is so important today. Every penny is being pinched and that brings out a lot of lowball prices and promises that often get broken later. “To make those prices come in as promised, something’s got to go. That’s almost always the required pallet specifications,” Smith adds.

Smith believes the quality of the pallet and the quality of the pallet supplier go hand-in-hand.

“Penny per pallet savings is often a false value. Just imagine the economic impact of a compromised pallet or if a shipment is damaged, or worse, causes a warehouse injury,” he proclaims.

“The most important thing to look for,” says Smith, “is a pallet supplier who is consistent, transparent or, better yet, invisible. No problems, no issues, no discrepancies just pick-ups and deliveries as promised.”

Another dilemma for pallet buyers is sustainability and there are many voices out there telling a green story. Wooden versus plastic pallets has started sending some fur flying.

Smith adds, “Plastic pallets may claim sustainability, but wooden pallets are actually an environmental plus. They start by utilizing excess trims from the lumbering process and end up as garden mulch when they’re done.”

Smith suggests constantly checking your deliveries and your counts in and out. Examine a pallet from the middle of the stack to make sure all your specs are being adhered to. Check the wood grade and the nail count as well as board spacing.

“Keep in mind,” says Smith, “you’re not just purchasing pallets, you’re purchasing consistency as well as integrity.”

For more information, visit www.PALNETUSA.com or call 1-877-PALNET-1.

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