

## FREQUENTLY ASKED QUESTIONS

### ➤ *What does iGPS offer?*

iGPS is leading a paradigm shift in the pallet-rental business from wood to plastic pallets with radio frequency identification (RFID) tracking capabilities. As the world's first and only large-scale supplier of an all-plastic RFID-tagged pallet pool, iGPS's business model provides manufacturers and retailers with a number of compelling advantages:

- iGPS's plastic pallets are far superior to the best wood alternatives. Among other advantages, plastic pallets are more durable with a longer life cycle, consistent in size, shape and weight, lighter, hygienic and impervious to contamination. Unlike wood pallets — which are more susceptible to damage, putting shipped goods at risk — iGPS's plastic pallets are exceptionally reliable and maintain their standardized 48" x 40" dimensions. Because they are approximately 30% lighter than their wood counterparts, iGPS's plastic pallets are easier to handle, minimizing the likelihood of injury and offering considerable potential savings in fuel costs. iGPS pallets also are 100% recyclable.
- By providing RFID in every pallet, iGPS facilitates shipment tracking in real time. This valuable feature enables manufacturers and retailers to verify the location of their shipments and the safety of food, drugs and other products. iGPS's world-class information technology and logistics facilitates pallet ordering, inventory management, simplified invoicing and efficient pallet return-processing.
- By enabling customers to rent plastic pallets from a shared pool, iGPS eliminates the expense of owning and maintaining an inventory of pallets and enables companies to focus their capital expenditures and day-to-day supply-chain operations on their core businesses.
- iGPS is also committed to environmental responsibility. Our pallets are 100% recyclable. Should a pallet become unusable, it will be re-molded into a new pallet, recycling 95% of its original resin. In addition, because iGPS pallets are 30% lighter than wood, shipping with our pallets translates into lower fuel consumption. If all wooden pallets in the US were replaced with iGPS pallets, billions of pounds of needless weight would be eliminated from the nation's shipping and supply-chain infrastructure.

### ➤ *What are the specifications of iGPS pallets?*

iGPS pallets are made to exacting specifications by world-class suppliers and meet or exceed the most rigid pooling standards (including GMA standards). They are of uniform dimension (48" x 40"), weigh a maximum of 50 pounds, can handle loads up to 2,800 pounds and are fully edge rackable.

Wood pallets are typically 50% heavier, and their weight can vary depending on the environment and the specific wood used. For example, humid conditions can add as much as 5%-10% in water weight to a wood pallet.

### ➤ *How does radio frequency identification (RFID) technology work?*

The ability to tag a pallet with RFID is a major breakthrough in product traceability. Each of the company's pallets has redundant sequentially numbered RFID tags embedded in its frame. By using iGPS's RFID-tagged pallet pool, customers will have the ability to track the location of each unitized load of products throughout the supply chain.

### ➤ *How does iGPS pricing compare to renting wooden pallets? To renting untagged plastic pallets? To other plastic pallets that contain RFID tags?*

While iGPS provides far superior value, our pricing is competitive with all alternatives.

## FREQUENTLY ASKED QUESTIONS

### ➤ *What is the unit cost per pallet?*

While the initial cost of an iGPS pallet is greater than the cost of a wood pallet, its greater durability and reduced maintenance costs over its lifespan enables iGPS to rent its pallets at a cost fully competitive with pallets made of wood. Each unit will be in service longer and used with greater frequency than a wood pallet, reducing the long-term cost to iGPS and its customers.

### ➤ *What are the benefits of renting pallets versus owning them?*

A pooled system allows customers to contract for the exact number of pallets they need, rather than having to stock for peak seasons and keep idle pallets in storage. Companies that have been using wood pallets — which are difficult to RFID-tag and track — can readily upgrade to iGPS's pallets and avoid the expense of purchasing and maintaining a pallet inventory. In addition, the consistent weight and 48" x 40" dimensions of iGPS's plastic pallets will allow customers to plan their shipments to closer tolerances and improve the volume of goods moved per load.

### ➤ *What industries can utilize iGPS's services?*

Any industry that ships unitized loads can benefit from our services. Prime examples are the grocery, pharmaceutical, consumer electronics and consumer packaged goods industries.

### ➤ *Who are the company's top executives and what is their experience?*

iGPS is led by a team of industry veterans who are experienced in pallet pooling and supply-chain logistics.

Bob Moore is CEO of iGPS. After a successful 19-year career at PepsiCo North America, where he held a succession of senior executive positions, Mr. Moore spent seven years as chief executive officer of CHEP International, Inc., a leading pallet and container pool supplier.

Rex Lowe, president of iGPS, formerly served as president of CHEP USA. He was most recently president and CEO of OptiLogistics, Inc., marketer of an innovative unit load shipping system. His career also includes various logistics management positions at Frito-Lay.

Susan Yoss, CFO of iGPS, has 25 years of experience as a senior financial executive. From 1999 to 2006, she served as Chief Financial Officer of G-1 Holdings (f/k/a GAF Corporation) and held a variety of senior executive positions at GAF Materials Corporation and International Specialty Products, a leading building products and specialty chemical company, respectively. Prior to that, Ms. Yoss held a variety of senior finance and development positions at Joseph E. Seagram and Sons. She has raised in excess of \$10 billion in financing during her career.

Jack Sparn is Chief Information Officer of iGPS. A supply chain veteran with over 30 years of experience in system implementation, design and client support, he was the chief information officer for Alliance Data-Multifamily Services prior to joining iGPS. Jack also served as a senior vice president and chief information officer for CHEP International. He has been a consultant to some of the largest supply chain logistics and billing companies in the country.

### ➤ *Where is iGPS headquartered?*

iGPS is headquartered in Orlando, Florida, and also has offices in Dallas, New York and Bentonville, AR.

For more information about iGPS, please visit our website at or call us at 800-884-0225.