

# Fuller® 360° Subassembly Savings Worksheet

## Helps you make the right decision

- A.** What is the Fuller product you will repair? \_\_\_\_\_
- B.** Which Fuller 360° subassembly are you considering? \_\_\_\_\_
- C.** How much would you add in new parts into this subassembly? \$ \_\_\_\_\_
- D.** What is your premium freight cost to overnight parts that you do not have in stock? \$ \_\_\_\_\_
- E.** How long would you take to rebuild the subassembly from scratch? 1. \_\_\_\_\_ hrs.

**Note:** Please consider the entire process:  
Tear down the components, evaluate the parts, search for new parts at your inventory, search for tooling, replace the parts, and reassemble.

How much is your cost per hour? 2. \$ \_\_\_\_\_ /hr.

**Note: Please consider entire costs:**

- Labor (wages, fringes, benefits, O.T., and employee welfare)?
- Utilities (electricity, gas, water, heat, telephone, etc.)?
- Maintenance (machinery components, technician, professional services)?
- Tooling?
- Depreciation (press, special tools, torch, etc.)?
- Warranty and scrap?
- Support costs (management, support staff, etc.)?

**Subtotal \$** \_\_\_\_\_  
( E = 1 x 2 )

**F. Your total cost:**

**Total \$** \_\_\_\_\_  
( F = C + D + E )

- G.** How many days of leasing are you saving for your customer ? \_\_\_\_\_
- How much would your customer save by not leasing a truck for 1 day? \_\_\_\_\_
- Benefit that you can share with your customer \_\_\_\_\_

**Subtotal \$** \_\_\_\_\_  
( G = 1 x 2 )

**H. Total cost for you and your customer:** \$ \_\_\_\_\_  
( H = F + G )

**I.** Value of Fuller 360° subassembly(ies) \$ \_\_\_\_\_

**Net benefit for you and your customer using Fuller 360°:**

**Total \$** \_\_\_\_\_  
( Total = H - I )