

# FBA Lead Time Landscape When Paying Placement Fees

## 15 Days

**Warehouse Ship to Amazon  
Receipt**

From the time you send a shipment into FBA to when Amazon first receives your products: items are sellable, but not Prime-eligible yet

## 26 Days

**Average Time to Prime**

The time between shipping to Amazon (when paying placement fees) and when 80% of that inventory becomes Prime-eligible



# ZonPrep's Financial Impact (Standard Cross-Dock)

(Annualized)

**\$384,068.27**  
Placement Fees

**\$92,296.55**  
Shipping costs to FBA

**\$476,364.82**  
Total Spend

**\$278,280.00**  
Annual ZonPrep Costs\*

**\$167,657.52**  
Shipping costs to ZonPrep\*\*

**\$445,937.52**  
Total Spend

**Annualized Savings**  
**\$30,427.30**



\*Calculated as price per pallet times the number of annualized pallets  
\*\*Assuming 30 pallets per truck transferred on a total volume of 1546 pallets at \$3,253.38 per truck

# ZonPrep's Financial Impact (Container Program)

(Annualized)

**\$384,068.27**

Placement Fees

**\$92,296.55**

Shipping costs to FBA

**\$476,364.82**

Total Spend

**\$217,000**

Annual ZonPrep Costs\*

**\$0**

Shipping costs to FBA

**\$217,000**

Total Spend

**Annualized Savings**

**\$259,364.82**



\*Calculated as price per pallet times the number of annualized pallets  
1546

\*\*Assuming a fully optimized cubed out 40ft container totaling 31  
containers

\*\*\*See slide 9 what's included in our container program