

# SEALOCK SECURITY SYSTEMS, INC.

*The Only Seal That Locks. The Only Lock That Seals.™*



## FAST LANE ANALYSIS

There has been a great deal written on quantifying cost benefits of the C-TPAT and FAST programs and whether it makes sense to become involved in these security initiatives.

I am here to tell you that I have the perfect example of why a company should participate in this program based on economic benefits relating to the time it takes to come over the southern border.

This is an anonymous case study. At the request of the account, Sealock has agreed to keep all names out of the write up. This example discusses both aggregate FAST lane shipments during a high volume timeframe and specifically the experience of a multi-national hard goods manufacturer that is a validated member of C-TPAT; a member of the FAST program and a user of a ISO/PAS 17712 compliant high-security barrier seal, our patented Keeper Sealock. The Keeper Sealock has been tested by an independent ISO 17025 testing lab accredited by 2ALA and is proven to exceed the highest ISO standards, a feat many manufacturers claim but few can actually prove with accredited lab results (ours are available on request).

The analysis was conducted during the 3rd and 4<sup>th</sup> quarter 2006 at a U.S. southern cross-border location. The statistical comparisons were independently conducted by the account's customs broker and the results have not been altered by either the account or Sealock.

This analysis involves **time comparisons**: (1) moving goods from a Mexican Yard to U.S. Customs between a FAST lane and a non-FAST lane and (2) the number of Customs inspections that occurred between a FAST lane movement and a non-FAST lane movement of goods.

The final component of the analysis can be completed by inserting a labor rate of the drivers involved as well as the cost associated with the time in transit which ties up cash flow of the company. Time is money and being a FAST member in the FAST lane can reduce the time if you achieve a higher tier status (lower risk) and implement security "best practices" i.e. use an ISO compliant seal.

<u>(Hrs/Min)</u>	<u>FAST Lane</u>	<u>Non-FAST Lane</u>	<u>% Diff.</u>
Number of Shipments	1,821	888	
Timing from Mexican Yard to U.S. Yard	1:49	3:42	FAST is 51% faster
Timing from Mexican Customs to U.S. Customs	0:32	1:30	FAST is 64% faster
Number of Customs Inspections	2	11	.1% vs. 1.2% (eleven-fold difference)
% of Total Shipment	0.1%	1.2%	FAST had 82% Fewer Inspections
Average Days (Total Crossing Time)	<u>U.S. Multi-National</u> .635 of a day	<u>Other Clients</u> 1.75 days	<u>% Diff</u> Multi-Nat'l is 64% faster on average