How should my bulk Perishable goods be palletised by suppliers for the IOT?

To ensure the Cargo Terminal Operator can maximise space on airline units and group categories together we have been told to provide full/intact pallets with a specific footprint.

Currently Freightshop are repacking pallets, but it is extremely time consuming and labour intensive, not to mention we hate double handling! Your cooperation with the below would be greatly appreciated.
We will provide a 4-week grace period (starting 22nd August 2022) but after this period expires, we will have to charge for repacking pallets.

Max pallet height - 180cm
Airline ULD - 200cm x 300cm which can fit 4 pallets, only if the depth of 200cm is considered.
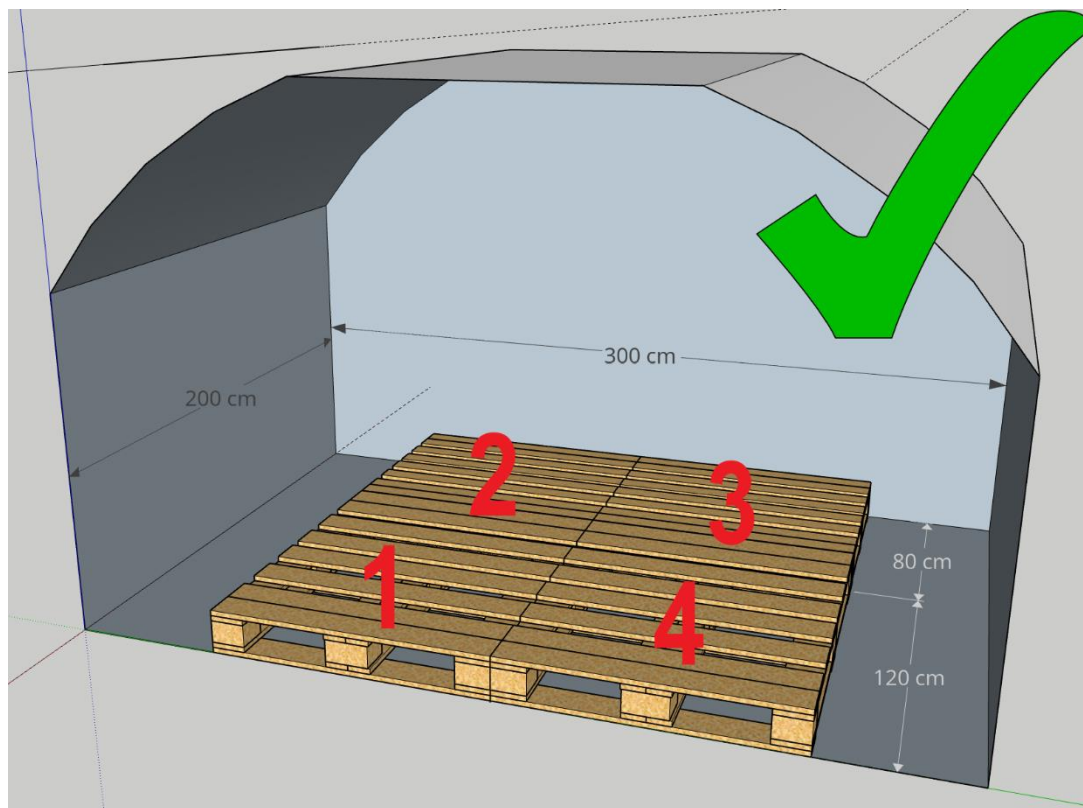
To help with this consideration, a pallet footprint of 100cm x 100cm is preferred.
For every pallet over 100cm we need you to load a pallet that will fit within the 200cm maximum
For example; 1 pallet at 117 x 117 will require another pallet at maximum 120 x 80cm.

Insulcaps - Freightshop provides a service to some customers that we can also provide to all customers.
For $150 per pallet, we can cover your perishables with an insulcap, protecting your goods from the elements.

Examples of palletisations below;

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