



# FirmaLoad™

## Bulk Bag Carriers

### TOTAL SUPPLY CHAIN VALUE CALCULATION

#### FirmaLoad vs. Conventional Wood Pallet

	Wood Pallet	FirmaLoad Pallet		Savings with FirmaLoad Pallet
<b>In-bound Freight Savings</b>			(SHIPMENT SAVINGS)	<b>\$51,000</b>
	PALLETS PER TL	540	1,200	
	LBS PER TL	28,000	8,400	
<b>In-bound Plant Savings</b>			(LABOR AND INVOICING)	<b>\$8,000</b>
<b>Plant Inventory Savings</b>			(AT \$300/MO RENTAL)	<b>\$2,420</b>
	TL OF INVENTORY SPACE PER MONTH	3	1	
	NUMBER OF PALLETS KEPT IN INVENTORY	1,620	1,200	
<b>Work in Process Savings</b>			(SLIP SHEETS COST)	<b>\$75,000</b>
	WEIGHT (LBS)	70	7	
	TOTAL WEIGHT HANDLED (LBS)	7,000,000	700,000	
<b>Out-bound Freight Savings</b>			(FREIGHT SAVINGS)	<b>\$157,895</b>
	FILLED FIBCS PER TL (BASED ON 2,100 LB FIBC)	19	20	
	TL SHIPMENTS PER YEAR	4,211	4,000	
<b>Out-bound Freight Savings (Less than TL)</b>			(LTL SAVINGS)	<b>\$346,500</b>
	LBS SHIPPED	21,700,000	20,707,000	
	AVG LTL CHARGE	\$.55 per lb	\$.55 per lb	
<b>Out-bound Freight Savings (Export Shipments)</b>			(EXPORT SAVINGS)	<b>\$44,100</b>
	LBS SHIPPED	21,700,000	20,707,000	
	NEGOTIATED FREIGHT SAVINGS	\$.07lb	\$.07lb	
<b>End Customer Landfill Savings</b>			(COST TO LANDFILL SAVINGS)	<b>\$26,250</b>
	LBS LANDFILLED	350,000	0	
	LANDFILL CHARGE	\$150/ ton	\$150/ ton	
<b>End Customer Revenue Generation</b>			(REVENUE GENERATED)	<b>\$42,000</b>
	RECYCLABLE MATERIALS (LBS)	350,000	700,000	
<b>TOTAL SUPPLY CHAIN VALUE Savings per Pallet</b>				<b>\$753,165</b> approximately \$7

\*Analysis based on 100,000 pallets in total, with 80% domestic shipments, 10% LTL shipments and 10% export shipments.



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FirmaLoad carrier patent pending and trademark applied for.

