

Agritel Profit Pointers

Packaging and recycling solutions for industry and business

ARE YOU PAYING TOO MUCH FOR YOUR MACHINE PALLETWRAP OR ARE YOU PAYING TOO LITTLE AND LOSING A LOT?

This edition of Profit Pointers could save you over 50% on your wrapping costs!

In the current climate every business is looking critically at all items that contribute to its overheads. For the price-conscious buyer it's often tempting to focus on the price per tonne of stretchwrap as the key to saving money; however, this thrifty approach may in fact be costing money rather than saving it.

Stretchwrap is made from a blend of resins: butene, octene, hexene and metallocene. These resins vary in their physical characteristics and this is reflected in their price; hence a blend with a high proportion of butene is cheaper than a blend containing a high proportion of metallocene, which stretches far more and has better puncture resistance. Although more expensive, the higher-grade films stretch farther, therefore less film is applied to each pallet and the cost of wrapping each pallet is generally less.

As a buyer you have to decide what the most important criterion is when buying film. Is it cost of the film or the cost of wrapping each pallet? Since the number of pallets you wrap is a given, the only variable is the cost of wrapping each one. Choose a film that doesn't stretch as much as it should or is thicker than it needs to be and you'll put more

stretchwrap on the pallet than is necessary. The cost per tonne then enters the equation; if you are applying more stretchwrap than you need it *is* important to have the cheapest wrap per tonne, but using excess stretchwrap is both economically and environmentally disastrous.

The table shows results from a wrap trial that we conducted for a new customer in Essex only last month and illustrates perfectly the need to concentrate on cost per pallet wrapped rather than cost per tonne of the film. You can see that the 23mu (micron) wrap was £100 per tonne cheaper than the 13mu wrap but the roll of 23mu film wrapped only 37 pallets whilst the 13mu wrapped 85, more than twice as many. **To wrap a pallet with 23mu film at the same cost as the 13mu you would have to buy the 23mu film at less than £720 per tonne.**

Film	Cost/Tonne	Weight/Roll	Weight Plastic Applied/Pallet	No Pallets Wrapped /Roll	Cost to Wrap Each Pallet
23 micron	£ 1,525	16 kgs	423 gm	37	66 p
17 micron	£ 1,525	16 kgs	273 gm	58	42 p
13 micron	£ 1,625	16 kgs	188 gm	85	31 p

Do you really want to save money? Let us show you how!



John Duffus,
Managing Director

We stock a wide range of stretchwrap to suit every type of product and pallet wrapper. If you really are interested in saving money we will be delighted to conduct a wrap trial to find the most cost effective film for your requirements. I assure you the potential savings are massive compared to haggling over a few pounds to get the lowest price and buying the cheapest - but wrong - product.

As John Ruskin so aptly put it over a century ago, *"There is nothing in this world which cannot be produced a little cheaper and of slightly inferior quality. If you deal with the lowest bidder it is as well to add something for the risk that you run; if you do that you would have had enough to buy the best product in the first place!"*

It's your choice: **cheapest price per tonne** or **cheapest cost to wrap a pallet**. If you agree it is cheapest cost to wrap a pallet call us now to arrange a free trial - the savings could be massive!

Visit us online at
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