COVID-19 Disinfecting Wipe Supply Chain Costs

How the container crunch is hitting the supply chain and the wallet
PRICE TAG OF MANUFACTURING A CONTAINER OF WIPES & SUPPLY CHAIN COSTS

**Present Day**

- Cost of raw materials to make sanitizing formula: $2.25 – 95 ct. per tube \ $51,300 per container. (Increase attributed to a 35% increase in formula cost.)
- Time searching for container to send raw materials to China: 4-5 days
- Cost of Inland Freight: $2,000
- Cost of container: $2,500
- Time for finding container to transport fully finished product back to the U.S: 20 Days
- **Cost of container search:** $300 deposit per container to participate in reservation process. Estimated loading dates are given.
- **TOTAL COST:** $68,931.25

**180 Days Ago**

- Cost of raw materials to make sanitizing formula: $1.85 – 95 CT per tube | $42,180 per container
- Time searching for container to send raw materials to plant in China: Immediate
- Cost of Inland Freight: $800
- Cost of container: $600
- Time for finding container to transport fully finished product back to the U.S: Immediate
- **Cost of container search:** None. Loading dates given.
- **TOTAL COST:** $52,725

**PRICE DIFFERENCE:**

$16,206.25
PRICE TAG OF TRANSPORT/LOGISTICS OF A CONTAINER OF SANTIZATION WIPES

**Present Day**
- Cost of Container: $7,500 +
- Inland Cost: $300-$1200 (fees are currently more consistently at $1,200)
- Cost to ship from CA to FLA: $4,000
- Time for product to make it to distributor from China: 49 days +
- Customs/ tax and duty (25%): $64,125
- TOTAL COST: $76,825

**180 Days Ago**
- Cost of Container: $1,200
- Inland Cost: $300-$400
- Cost to ship from CA to FLA: $2,800
- Time for product to make it to distributor from China: 28 days
- Customs/ tax and duty (25%): $52,725
- TOTAL COST: $57,125

**PRICE DIFFERENCE:** $19,700
TOTAL COST OF A WIPE

$35,906.25

31% IN 180 DAYS
WIPE PRICE/ GROSS REVENUE

Present Day

• **HOW MANY WIPE CONTAINERS ARE IN 40 FOOT CONTAINER:** 22,800 Floor loaded
• **HOW MANY WIPES IN A SINGLE CONTAINER:** 95
• **COST OF THAT WIPE TODAY:** .023 cents per wipe
• **SELLING TO END USER:** .028 cents per wipe
• **Gross:** .005 per wipe, 0.475 per single tube, $114 per 40 ft. container

180 Days Ago

• **HOW MANY WIPE CONTAINERS ARE IN 40 FOOT CONTAINER:** 22,800 Floor loaded
• **HOW MANY WIPES IN A SINGLE CONTAINER:** 95
• **COST OF THAT SINGLE WIPE 180 DAYS AGO:** .019 per wipe
• **SELLING TO END USER:** .028 cents per wipe
• **Gross:** .009 per wipe, 0.855 per tube, $205.20 per 40 ft container

**PRICE DIFFERENCE**

.004 per wipe
.38 per single tube
$91.2 per 40 ft. container

90%