

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%**