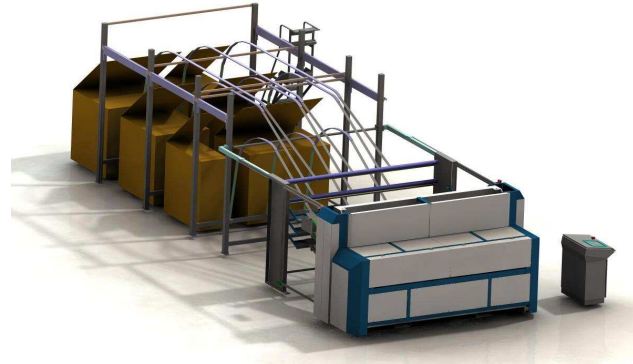


Pricing Case Study

<u>Current Annual Costs</u> \$1,176,526.00	<u>BOD Annual Costs</u> \$679,239.08	<u>Total Annual Savings</u> \$497,286.92
Estimated costs would decrease with BOD by 42%		

Average Costs	
Current Avg. Cost/Working Day	\$4,706.10
BOD Avg. Cost/ Working Day	\$2,716.96
BOD Savings/Working Day	<u>\$1,989.15</u>



ROI of Machine	\$500,000.00
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Working Days Per Year	250
# of Hrs Operating Per Day	8

Analysis by Box Styles

Box Styles	% of Usage	Square Footage/Year	Boxes / YR	Square Footage/Day	Boxes / Day	Boxes/Hour
5 Panel Folder	7.65%	815,765	45,500	3,263	182	22.8
Flat Pad	23.80%	2,537,701	296,000	10,151	1,184	148.0
FOL	1.22%	130,153	1,900	521	8	1.0
OPF	29.28%	3,122,188	49,250	12,489	197	24.6
PAD	25.97%	2,768,660	330,615	11,075	1,322	165.3
RSC	11.59%	1,235,452	70,000	4,942	280	35.0
TRAY	0.50%	53,112	1,600	212	6	0.8
		10,663,031	794,865	42,652	3,179	397.43

Analysis by Board Grades

Board Grades	% of Usage	Square Footage/Year	Boxes / YR	Square Footage/Day	Boxes / Day	Boxes/Hour
32ECT	74.41%	7,934,041	694,965	31,736	2,780	347.48
51ECT	25.59%	2,728,990	99,900	10,916	400	49.95
		10,663,031	794,865	42,652	3,179	397.43

BOD Cost Analysis		
Board Grade	Cost/MSF	Total Cost
32ECT	\$57.75	\$458,190.87
51ECT	\$81.00	\$221,048.19
		<u>\$679,239.06</u>

BOD Total Cost	
Cost of FanFold	\$590,642.68 /Yr.
Cost of FanFold with waste	\$679,239.08 /Yr.