



Are the Dynamics in the Corrugate Market Affecting Your Margins?

A Seller's Market

The corrugated material market has experienced creeping prices over several decades, but it is only in recent years that appreciable increases in paper and pulp prices have manufacturers and retailers seeking solutions to tighten the budgets to meet the challenge. Market fluctuations in recent years shows static prices until a price increase in September 2016, followed by another in May 2017 and yet another in March 2018.

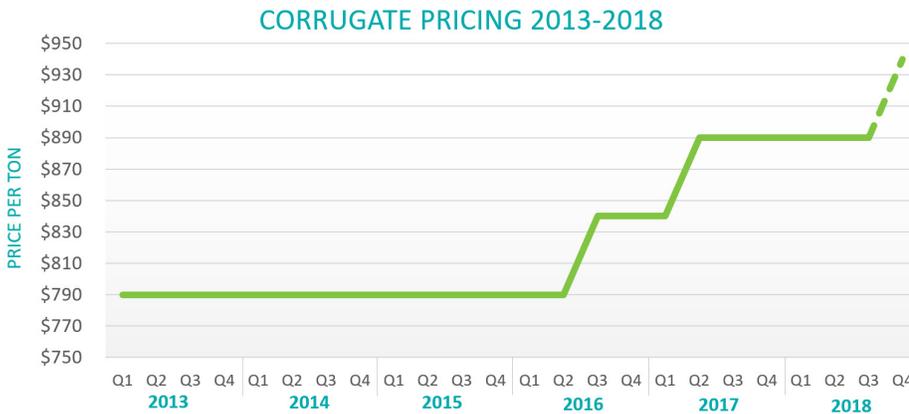
Pair this concerning trend with constant year-on-year output demands and the rigors of continuously keeping operations running, and the result is a serious shortage of time to collect market intelligence, analyze the data, and ensure the company is receiving the best deal possible.

WHAT OUR CLIENTS HAVE TO SAY



"SRM achieves best in class pricing. SRM's ability to organize and simplify the bid process was valuable to our vendors, and resulted in Potandon receiving the lowest possible cost."

Steve Elfering
VP of Operations
Potandon Produce, LLC



We are Different – and Here's How

Our team of packaging professionals knows the market – every element of it! Our cost modeling techniques are thorough and industry-proven. We tie our modeling to Pulp & Paper Index, and have cost benchmarks for every element involved in the manufacturing process.

This allows SRM to qualify costs at every step in the supply chain, and identify vendors whose cost centers are out of line with their industry peers. Our cost modeling approach provides you with an effective way to manage a large number of items, product revisions, and new SKUs in a fraction of the time it usually takes.



"SRM delivered on its promise. I don't think we could have found these savings without the help of SRM. Their cost benchmarks and product knowledge has helped us deliver strong financial growth to our investors."

Ches Jackson
President of Supply Chain Management
Monogram Food Solutions



“We tie our modeling to the Pulp & Paper Index, and have cost benchmarks for every element involved in the manufacturing process.”

Performance Based Fee Structure

SRM has an impressive track record of success, and we are confident that we can impact your bottom line. There is no charge for the cost modeling and assessment that SRM performs on your behalf. We only earn a fee if we can effectively produce savings for you. Our clients have found that there are only two possible outcomes from signing with SRM.

1. We find no opportunities, and leadership can rest assured that costs are aligned with fair market pricing.
2. We find one or several areas for cost reduction, and your organization stands to benefit in as little as 90 days.

About SRM

Founded in 1992, Strategic Resource Management (SRM) is an independent consulting firm that helps clients reduce expenses, generate revenue and maximize profitability. Drawing on its extensive experience, market insight, and robust proprietary benchmarking database, SRM helps organizations maximize profitability without sacrificing quality or valued vendor relationships. Services include benchmarking, negotiation, contract development, implementation, management, audit, and tracking. To learn more about how SRM can help your business, please call 1-888-748-2577 or visit our website www.srmcorpnmfg.com for details.

OUR PAPER & PULP COST MODELING ANALYSIS COVERS:

- Conversion
- Adhesives
- Printing
- Die Cutting
- Transportation
- Warehousing
- Terms