

# TOOLS FOR SUCCESS

## SPINACH COMPARISON



Loose product = food safety concern  
 Not washed = packed in the fields and MUDDY!!  
 42 cases per pallet – increased freight  
 Gross case weight: 21 pounds  
 Large box – uses vital cooler space  
 Waxed carton – non recyclable



Sealed bags = increased food safety  
 Triple washed = packed in a plant  
 70 cases per pallet – reduced freight  
 Gross case weight: 11.5 pounds  
 Smaller box – less cooler space required  
 Carton not waxed – recyclable



Loose pack, metal ties  
 Food safety concern  
 Knives required for processing – employee safety hazard



Sealed bags  
 Reduced food safety concern  
 SYSCO brand is packed under SYSCO QA specifications – the most stringent in the industry



6 pounds of waste = additional freight weight!  
 11.5 pounds of useable product  
 Market priced  
 Labor intense - 95 minutes of labor expense



No waste = no additional freight weight  
 10 pounds of useable product  
 Consistent pricing  
 Virtually no labor - 20 minutes labor expense

## COST AND YIELD ANALYSIS:

<b>SPINACH</b>	<b>(A) PACKER SPINACH 1/24 CT</b>	<b>(A) UNIT OF MEASURE INFO</b>	<b>(B) NAT CLIPPED SPINACH 4/2.5# BAGS 1675925</b>	<b>(B) UNIT OF MEASURE INFO</b>
Gross case weight	21	lbs	11.5	lbs
Net product weight (useable and waste)	17.5	lbs	10	lbs
Cases per pallet	42		70	
On the truck case cost	\$ 8.10		\$ 11.35	
Freight per case (based on \$10 cwt)	\$ 2.10		\$ 1.15	
<b>Case cost before labor and waste factors</b>	<b>\$ 10.20</b>		<b>\$ 12.50</b>	
Net yield per case	11.5	lbs	10	lbs
Net waste per case	6	lbs	0	lbs
Labor cost (based on .17¢/min compensation) per case	\$ 16.15	95 min	\$ 3.40	20 min
<b>Gross case cost</b>	<b>\$ 26.35</b>		<b>\$ 15.90</b>	
Cost of useable product per case	\$ 17.32		\$ 15.90	
Cost of waste per case	\$ 9.03		-	
<b>TRUE cost per pound of useable product factoring waste back in</b>	<b>\$ 2.29</b>	8.1 lbs	<b>\$ 1.59</b>	12 lbs
<b>Savings per usable pound</b>	<b>\$ -</b>		<b>\$ 0.70</b>	