

# The Way Forward

By

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# Our Company

- Monthly income: \$1.67 million
- Monthly Expenditures:\$1.44 million
- Monthly Profits: \$225,000
- ROI: 115.6%
- Monthly waste: 181 tons

# Our Products

- 2-Thiopheneacetyl chloride (TAC)
- 5-Methoxybenzothiophene (5-MBT)
- 2-Methylthiazoline (2-MTZ)
- 2-Chloro-4-aminothiazole (CAT)
- Other custom processes

# TAC

- ROI – 130.4%
- Waste Generated: 80 tons
- Waste per \$1,000 profit: 1.14 tons
- May be able to sell more if we get ISO 14001

# 5-MBT

- ROI – 114.3%
- Waste Generated: 85 tons
- Waste per \$1,000 profit: 1.70 tons
- Locked into our contract for another 2 years

# 2-MTZ

- ROI – 114.3%
- Waste Generated: 15 tons
- Waste per \$1,000 profit: 0.30 tons
- Available \$80,000-\$160,000 contract

# CAT

- ROI – 115.4%
- Waste Generated: 1 ton
- Waste per \$1,000 profit: .001 tons
- Possible 50% increase in demand from Mitsubishi

# Other Custom Processes

- ROI – 111.1%
- Waste Generated: 40 tons
- Waste per \$1,000 profit: 1.33 tons



# Plan

- Peruse the CAT deal with Mitsubishi
- Look into 2-MTZ deal
- Search for 5-MBT alternative
- Divert resources from custom processes as needed

# Mitsubishi Deal

- Increases profits by \$5,000
- Decreases waste by 19 tons or 10.5%
- Grows relationship with partner

# 2-MTZ Deal

- Increases profits by up to \$4460
- Decreases waste by up to 14.67 tons 8.10%
- Establishes new business relationship

# Combined Benefits

- Increase profits by \$9,460
- Decrease waste by 33.67 tons or 18.60%

**END**