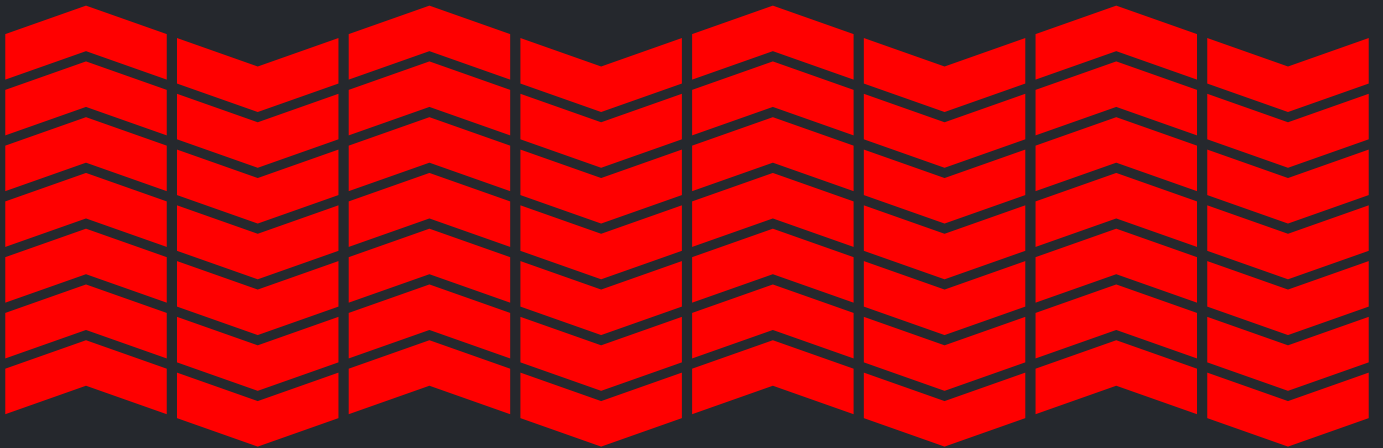


THE STRATEGIC GUIDE TO STRETCH FILM TENDERS

Why traditional stretch film tenders often fail to deliver the best result for the customer.



ARE STRETCH FILM TENDERS FIT FOR PURPOSE?

With the UK Procurement Act 2023 in full swing, competitive tendering is more popular than ever. And for many procurement teams, the mandate is clear: maximise operational value while minimising total expenditure.

However, there's a hidden challenge. In the world of pallet wrap, **the lowest price on a spreadsheet rarely results in the lowest cost on the warehouse floor.**



While price is of course an integral metric, traditional tenders often fail to account for the technical realities of film performance.

Stretch film performance is more complex than meterage specifications or unit price per roll. In this guide, we explain why stretch film tenders are not fit for purpose, and how procurement teams can find suppliers that deliver true operational value.



- Consistent Quality
- Reduce Plastic Waste
- Increase Pallet Load Stability
- Money & Costs
- CO₂ Emissions

WHY STRETCH FILM PERFORMANCE MATTERS

The fundamental role of stretch film is to achieve load containment, that's the force keeping your pallets stable during transit. With so many variations on film performance, it's vital that your stretch film choice is appropriate – not just for pallet wrap budgets, but for your entire supply chain operation.

FLAWS IN TRADITIONAL STRETCH FILM TENDERS

Going out to tender for packaging is fundamentally flawed. The competitive structure leads to a “race to the bottom” where the cheapest product wins. Warehouses know that stretch film performance varies wildly, but unfortunately tender processes do not allow teams to select film based on this.



Cost Per Roll vs. Cost Per Pallet Wrapped

Many tenders focus on cost per roll. A metric that's much more valuable is cost per pallet wrapped.

Take a cheaper, thinner roll that fails to keep pallets secure. More film is now required per pallet, increasing costs, plastic usage, and wrapping time. That cheap film just cost more in the long run.

Businesses who pivot to cost per pallet wrapped, or even better, cost per safe delivery are calculating the true cost of the film for their supply chain.

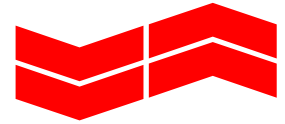
The Performance Disparity Problem

The best film on paper does not equate to the best film in transit. Take a conventional 15-23 micron film versus a modern 10-15 micron multilayered film.

Comparing these on paper is nearly impossible because their performance properties on the pallet are dramatically different.

Without going into your warehouse to demonstrate, it's incredibly difficult to illustrate the differences in film performance through an email.

HIDDEN COSTS MOST TENDERS MISS



The Core Weight Trap

Ask your supplier about the core weight of the roll. The roll's total weight often includes the core: the heavier the core, the less film you're getting for your money.

At Castle, we've found a mix of core weights that significantly change the length of film on the roll. This is a common hidden expense that means operations are paying film prices for cardboard.

Supplier Tolerances

Film tolerances are to be expected, but some have more significant disparities than others. Tolerances apply to film thickness, roll length, and roll width.

Despite the UK film tolerance sitting at $\pm 10\%$, using roll meterage testers Castle found some competitors' rolls to be as high as 20% shorter than stated. It pays to be aware of these tolerances so you can plan accurately.

Machine Incompatibility

Every film has a different "sweet spot", from 10% to 350% stretch. Dictating rigid machine settings in a tender can therefore be counter-productive.

To achieve true optimisation, your supplier should work with you to find the optimal balance between film material selection, stretch, and machine settings, calibrated as a single unit.

Polymer Grades

Beyond stretch percentages, core weights, and meterage, the polymer makeup of the film plays a large role in performance.

Ask your supplier for detailed film specifications: not just on-the-box stretch percentages, but for validated data on how it will perform on the pallet, including film consistency, tear resistance, stretch profile, and tensile strength.



A BETTER WAY TO TENDER STRETCH FILM

Start With a Need Analysis

Move away from tender requirements that don't align with your operation. '300% stretch' and 'nano film' may sound impressive on paper, but do they provide any value to your specific wrapping operation?

By focussing on what your warehouse needs from the film, you can select a film supplier that compliments your operation.



Request On-Site Trails

Demonstrations must precede the tender. When the consequence of a poorly selected film is collapsed pallets, damaged stock, and reputational risks, it's essential that businesses test films on-site.

On-site trails also educate operatives on new wrapping techniques, and ensure a seamless transition.



A BETTER WAY TO TENDER STRETCH FILM

Consider Value Beyond Price

The cheapest film is rarely the most economical. Look for suppliers who offer machine optimisation, training, and ongoing support.

Your operation should be able to adapt as film quality and science evolves, and as your operation grows.

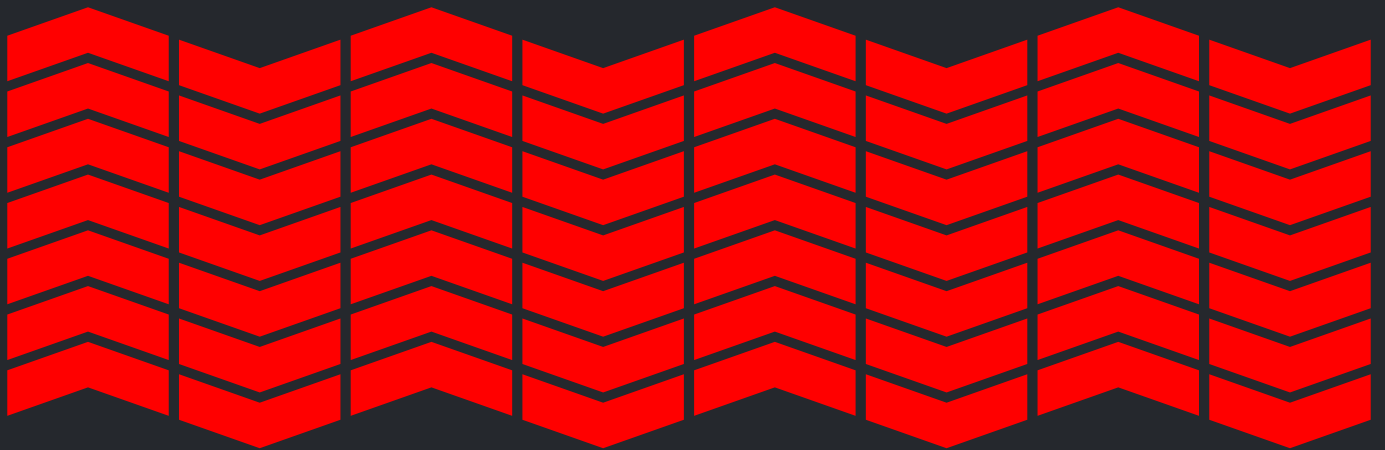


Move Beyond "Cheapest is Best"

Teams need to stop tendering for price per roll, and start procuring for performance.

By prioritising long-term value over short-term unit savings, you can secure your supply chain against transit damage, eliminate hidden material waste, and outpace the competition by fundamentally changing the way you tender.





GET IN TOUCH

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