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If you have any specific questions about sales and
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Service, availability and safe transportation

Regulated system for the return of stillages
used by PVC window profile manufacturers



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Circular concepts – benefit for the value chain

The prompt return of stillages is vital to establish smooth and fast delivery processes. Rental and de-posit systems have been established in almost all movements of goods and have proven effective for meeting the requirements of the circular economy on the one hand and for preserving resources on the other hand.

Annual investment levels are inevitably high in order to replace missing stock. As an incentive for a fast re-turn of pallets and to avoid misuse a European system has been developed by the associations EPPA and QKE. This system defines three options: Either a rent option, a deposit option or an enhanced customer relationship management option.

Each systems supplier is free to choose its preferred option. Existing contractual regulations will not be affected and can be continued.

The timely return of steel stillages improves their availability; financial compensation will be the exception. This will not be new to the window manufacturer who is used to similar procedures by the flat glass industry. Benefits for profile houses and window manufacturers include the service and availability of stillages as well as their safe transportation.

Free-of-charge stock and overdue

The recommended free-of-charge quantity comprises one stillage for every €2,000 of sales in three consecutive rolling months (three months on a cumulative basis). In addition, 50% of this figure will be added as a “buffer”, e.g. for transit required by standard window manufacturers. In special and justified cases, it may account to 75%.

Thereby all potential issues with regard to diverging stocks are accommodated. An overdue is established when the number of stillages on customer side exceeds both the free-of-charge quantity and the agreed time frame.

Stillages return options

Option 1: Rental scheme

A fee applies to all stillages exceeding the free-of-charge stock. The rate amounts to at least €9 per month and per stillage.

Option 2: Deposit scheme

The deposit fee is at least €150 per stillage, whereas the actual fee is based on the initial purchase price of the stillage at the time the system is adopted by the company. There are two invoicing options: (a) out-going and ingoing stillages are monthly balanced and the delta is due; or (b), every outgoing stillage is charged and every ingoing stillage has to be reimbursed.

Option 3: Enhanced Customer Relationship Management

An agreement shall be settled between company and customer aiming to manage the return of stillages. It comprises a (a) stillage track and trace system, (b) a control system and (c) a regular information of the customer. In case of a persistent¹ overdue option 1 needs to be implemented for the stillages in question. Alternatively, the customer has to buy the stillages.

¹ Persistent is defined as an overdue that lasts more than 12 months.

Examples

Free-of-charge stock

Sales figures for consecutive 3 months	€120,000
giving a basic stock of	60 units
(€2,000 = 1 stillage)	
+ buffer of 50%	30 units
= stillages free-of-charge	90 units

Calculation example for a rental system

- Actual stock minus free-of-charge stock = overdue
- Overdue x min. €9/unit = rent per month

	<u>example 1</u>	<u>example 2</u>
Actual stock	120 units	85 units
Free-of-charge stock	90 units	90 units
Overdue	30 units	0 units
Rent (min. €9/unit)	€270	€0

Calculation example for a deposit scheme

- Outgoing stillages are charged, the reimbursement is made when they return to the agreed collection point

	<u>example 1</u>	<u>example 2</u>
Outgoing stillages	500 units	500 units
Incoming stillages	450 units	550 units
Fee per stillages	€190	€300
Debit note	€9,500	
Credit note		€15,000