

Toilet Paper Manufacturing

TOILET PAPER MANUFACTURING

Introduction

The **toilet paper manufacturing business** has been reported as being one of the fastest growing manufacturing industries in South Africa today. The local tissue paper manufacturing plants (jumbo rolls) are doubling and trebling their production to keep up with demand. A proven winner time and time again. We have set up many successful rewinding operations throughout Africa. Most of the entrepreneurs purchase their second and third machines a few months into running their operations.

Benefits/Advantages

- Cash business (depending on market sector, this can be up to 100%).
- Ability of producing SABS approved toilet rolls.
- Simple manufacturing process.
- Easy administration (very few product lines and variations).
- High demand for product.
- Easy to market.

Related Available Machines

- Core Manufacturing
- Garage Wipes
- Kitchen Towels
- Facial Tissues
- Paper Serviettes
- Many more, please enquire



Machine Attributes:

The machines are capable of producing between 20 000 and 40 000 rolls per day. Capable of producing SABS standard rolls. Three-phase 380 V 50 Hz (single phase 220V available for an additional charge). Includes Band Saw Cutter and single phase Bag Sealer, as well as pneumatics and compressor. The machine carries a twelve-month conditional warrantee.

Equipment Requirements

1. Converting machine 1,3 or 1,9 or 2,2 or larger
 2. Band Saw Cutter
 3. Bag Sealer
 4. Core Machine (optional)
- Items 1, 2 & 3 are included in the purchase price.

Premises

An open plan manufacturing area is required (preferably with 380V three phase electrical supply). A suitable size factory for starting out would be in the region of 150 – 200 square meters. Adequate door size should be available - at least 1.8 meters wide and 2 meters high.

Staff Requirements

The factory requires 2 permanent staff that run the converting machine and operate the band saw. The rest of the production is taken care of by casual labour to pack the product and are paid on a "pay for production" basis; they are thus regarded as part of Cost of Sales. The receptionist/administration person would also fulfil a telesales function by phoning customers to maintain relationships and collect orders. The driver works alone, as the product is not heavy or difficult to load and unload.

Raw materials

The process of manufacturing toilet paper is basically a very simple process that consists of the following raw materials:

Paper (parent or Jumbo rolls): There are numerous paper mills in South Africa that are able to supply your needs. In fact there are a number of new mills being established at present, which will contribute to this becoming a buyer's market in terms of jumbo rolls. Please note that there are two different types of paper available, namely virgin and recycled.

Cores: It is recommended that you seriously consider your own core machine as part of the plant to ensure consistent quality and for a significant cost saving in cores.

Packaging (plastic bags, in various pack sizes): All bags are easily sourced from plastic bag manufacturers. One of the many advantages to this type of business is the low number of stock items that makes stock taking and reconciliation a very easy process, and thus makes the administrative process very manageable. Different packing configurations are commonly used: Individually wrapped - 6's, 10's, 48's

"We set you up in business"

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Toilet Paper Manufacturing

The manufacturing of toilet paper rolls involves:

Loading paper (parent rolls) in to a converting machine at the one end.

□. Inserting a core into the wind up nest and rolling the paper onto the core to form a log. During the converting process, the paper is embossed (where a pattern is transferred to the paper) and/or perforated (where the paper is divided into individual sheets) before being rolled onto the core.

□. The log is then removed from the converting machine, and transferred to the cutting station to be cut into individual toilet rolls.

□. These individual rolls are then packed into various packing configurations e.g. 6's, 10's and 48's

Marketing

Toilet paper is an essential consumable product; there is currently a huge increase in demand within South Africa as more areas are provided with essential services including running water, and waterborne sewerage. Toilet paper's construction is suited to sewerage systems and does not clog up the system like newspaper and other alternatives.

There are many different target markets:

Café's, Supermarkets, Cash 'n Carry's, Wholesalers, Hawkers, Schools, Industry, Cleaning companies, Office Blocks, Hospitals and government tenders. Each market may necessitate it's own unique approach.

Cost of manufacture

As a guideline, a target gross profit margin would be in the region of 35%, on the sale price. Please note that there are additional sales of waste

paper and reject rolls which are over and above normal sales, and are not included in these projections.

For the purpose of costing, use a price for paper of R6 000 excl. VAT per ton (recycled paper, 19 gsm). Cores should be priced at approximately 3c

per roll. If you were to have your own core machine, you should be able to save in the region of 1c per roll on your cost. Packaging at 1c per roll

for unwrapped 48's and otherwise 3c per roll for 6's/10's and individual wrap. Thus, a selling price of approximately R8 100,00 per ton excl. VAT

Rule of thumb in the industry is 9500 rolls per ton for a genuine 500 sheet roll using 19-21 gsm paper. Obviously using a thinner paper increases

the number of rolls per ton, as would rolls with a shorter sheet count. Bulk buys can also be negotiated at favourable prices.

BUSINES PACKAGE PRICE: - Send request for Quotation to admin@bomba.co.za

Support provided includes:

- ✎ Business Plan Preparation
- ✎ Financing Assistance
- ✎ Comprehensive on-site training
- ✎ Business Development.
- ✎ Marketing Tools. eg. Busi. Cards , website etc.

Other

Business Opportunities South Africa
Ideas To Start A Business, Private Business For Sale, Printing T-Shirts, Solar power,
Pest Control, Paint Manufacturing, Pizza Business Opportunity, T-Shirt Printing,
company registration, Business Finance,



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