

PIE Price Trend Analysis

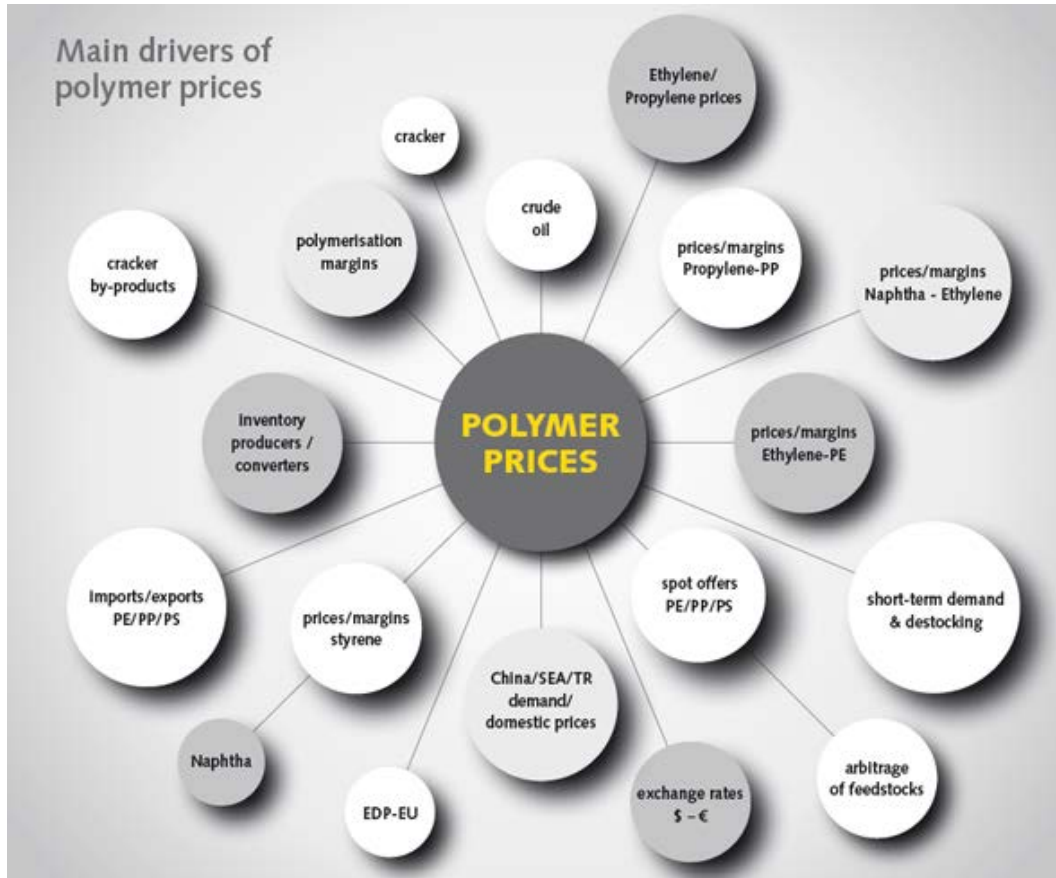
Perfect timing helps lower your plastics purchasing costs

Find the right timing

Polymer markets are inherently volatile, and prices reflect the everyday changes in economic developments, the arrival of new suppliers, political changes and financial speculations.

The price of polymers like polyethylene, polypropylene and polystyrene is influenced by about 20 different factors. Feedstock suppliers have very little time to assess the future market development and decide on the best time to buy.

PIE's Price Trend Analysis for plastics procurement is based on a unique concept developed by Wolf Polymere Solutions. A one of a kind analysis, it enables an early prediction of price changes and a market turnaround, and points the way to future trends.



What does the Analysis consist of?

- Analysis of petrochemical feedstocks and polymers (Ethylene/Propylene & Styrene)
- Current state of and facts determining the feedstock market
- Insights into the short- and mid-term future
- Analysis is carried out from a neutral point of view and not tainted by third-party influences
- Assessment of the anticipated change in monomer prices in the ensuing month
(two weeks ahead of the monthly contract negotiations)
- Clear recommendations on the best timing to buy and sell polymers as well as information on the current price trend

How accurate are the PIE Price Trend Analysis?

Wolf Polymere Solutions' expertise and sectoral know-how is based on long-term experiences in polymer purchasing, sales and management.

With more than 25 years of work experience, managing director Wolfgang Binder is a renowned expert in the polymer business, familiar with all its ins and outs and the requirements placed by the plastics market on both processors and producers.

What is my advantage?

- Cost savings
- Risk minimisation
- Higher liquidity
- Greater competitiveness
- Timely support for purchases or switch to reducing stocks
- Reliable quality data from long-time, successful trade experience

Who can benefit from the PIE Price Trend Analysis?

The PIE Price Trend Analysis offer especially plastics converters and distributors as well as manufacturers the possibility to realise significant cost savings in sales and purchasing.

cost savings and competitive advantage PIE Price Trend Analysis

		spot buyer			
		volume (2 trucks) 50 MT			
product group	LDPE	average		50	
month/year	recommendation	price LDPE-Spot	changes (EURO/T) vs. next month	cost savings per month	cumulation of monthly cost savings
May-13	buy	1.220	70	3.500	3.500
Jun-13	buy	1.300	10	500	4.000
Jul-13	buy	1.310	30	1.500	5.500
Aug-13	buy	1.340	30	1.500	7.000
Sep-13	sell	1.370	-100	5.000	12.000
Oct-13	buy	1.270	5	250	12.250
Nov-13	buy	1.275	45	2.250	14.500
Dec-13	buy	1.320	0	0	14.500
Jan-14	sell	1.320	-60	3.000	17.500
Feb-14	sell	1.260	-10	500	18.000
Mar-14	buy	1.250	10	500	18.500
Apr-14	buy	1.260	10	500	19.000
May-14	buy	1.275	30	1.500	20.500
Jun-14	buy	1.305	55	2.750	23.250
Jul-14	sell	1.355	-30	1.500	24.750
Aug-14	sell	1.320	-55	2.750	27.500
Sep-14	sell	1.265	-5	-250	27.250
Oct-14	sell	1.260	-30	1.500	28.750
Nov-14	sell	1.230	-40	2.000	30.750
Dec-14	strong sell	1.190	-190	9.500	40.250
Jan-15	strong buy	1.000	-120	6.000	46.250
Feb-15	strong buy	1.120	160	8.000	54.250
Mar-15	buy	1.280	140	7.000	61.250
Apr-15	buy	1.420	155	7.750	69.000
May-15	buy	1.575	5	250	69.250
Jun-15	sell	1.580	-150	7.500	76.750
Jul-15	strong sell	1.430	-160	8.000	84.750
Aug-15	buy	1.270	-30	-1.500	83.250
Sep-15	buy	1.240	60	3.000	86.250
Oct-15	buy	1.300	80	4.000	90.250
Nov-15	buy	1.380	40	2.000	92.250
Dec-15	sell	1.420	-145	7.250	99.500
Jan-16	sell	1.285	-105	5.250	104.750
Feb-16	buy	1.180	-40	2.000	106.750
Mar-16	buy	1.220	80	4.000	110.750
Apr-16	buy	1.300	-10	-500	110.250
May-16	buy	1.290	80	4.000	114.250
Jun-16	sell	1.370	-180	9.000	123.250
Jul-16	wait for buy	1.190	30	1.500	124.750
Aug-16	buy	1.220	10	500	125.250
Sep-16	wait for buy	1.230	20	1.000	126.250
Oct-16	wait for buy	1.230	0	0	126.250
Nov-16	sell	1.220	-10	-500	125.750
Dec-16	buy	1.195	-25	1.250	127.000
Jan-17	buy	1.235	40	2.000	129.000
Feb-17	buy	1.285	50	2.500	131.500
Mar-17	buy	1.340	65	3.250	134.750
Apr-17	Wait for sell	1.360	20	1.000	135.750
May-17	sell	1.340	20	1.000	136.750
remarks			savings in EURO for spot buyer:		
price increase			136.750 €		
price decrease			average saving per month for spot buyer Spotkauf:		
wrong signal			2.791 €		
			cost advantage 2013	14.500	
			cost advantage 2014	25.750	
			cost advantage 2015	59.250	
			cost advantage 2016	27.500	
			cost advantage 2017	9.750	



TRUSTED VALUE FOR YOUR BUSINESS.

Cost savings/competitive advantage
PIE Price Trend Analysis, at the example
of LDPE

This is how you can find the right timing for your business:

- Margins and producer capacity
- Keep an eye on development: \$ - €, oil and naphtha
- Ethylene/propylene: availability, proportional spot and contract prices
- Polymers: availability, imports/exports, proportional spot prices for Europe-Turkey
- Your own capacity utilisation/the business situation and prospects of other market players
- **Action plan depending on the situation and W-P-S-timing indicator status:**
 - an expected price reduction: **reduce inventories**
 - an expected price rise: **prepare for purchases & special deals, buy**

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PIE Price Trend Analysis at a current special price!

Products:

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