

Volumes / conversion 15% chunks/slices, 10% crush, 20% juice from fresh fruit				
	1 ton =	2 222 tins =	370 cartons	
	13 770 tons =	30 600 tins =	5 100 cartons	
	100 ctn. =	210 kg solids	60 kg juice	
Costs	Need	Price (Tsh)	Tsh/100 ctn.	US\$/tin
Fresh pineapples (incl. premium)	1 167	85 /kg	99 195	0.128
Transport from field to factory		75 000 /ton	87 525	0.113
Labour	60	1 850 /mday	48 261	0.062
Diesel oil	30	1 200 /liter	15 652	0.020
Water & Electricity	30 000		13 043	0.022
Tins (easy open)	2 222	348 /piece	772 867	0.269
Labels	2 222	25 /piece	55 556	0.072
Boxes	100	200 /piece	20 000	0.026
Glue	100	25 /box	2 500	0.003
Misc. Expenses			50 000	0.064
Field organisation		zie blad2		0.007
Transport from factory to port		450 000 /lorry	30 000	0.039
Certification costs				0.072
Total expenses per tin				0.895
Income from extra juice	197	361 /liter	71 046	0.091
Total cost per 450g tin				0.804
Sales price				0.978
profit/tin				0.174
total profit/container				5 331