

GILES CHEMICAL		
COMPANY PROCEDURE		
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Giles Chemical – Waynesville Plant

Formula for Converting Liquid Product Weight to Anhydrous Tons

Most liquid customer orders are billed in "As Is Pounds" – billed from the weight from the weight ticket. Giles currently has two customers who requests billing in Anhydrous Tons. The procedure for converting liquid product weight to Anhydrous Tons is as follows:

Inventory Item ID	L10MS27ANH – (for Int'l Paper) OP15MP27 – (for Buckeye, shipped from MagPro)
Current Customers	International Paper – Franklin, VA (INTPAPFRANK) Buckeye – Memphis, TN (BUCKEYE)

Net Product Weight Per Weight Ticket

Divide By 2,000

Multiple By The Concentration %

Equals Anhydrous Tons

Example:

Product Shipped - 27% Magnesium Sulfate Solution
Product Weight Per Weight Ticket – 44,000 pounds

$$(44,000 / 2,000) * .27 = 5.94 \text{ tons}$$