



Study based on Lubbock, Midland, & Odessa Texas.
All three are located in the same geographical area with similar climate conditions.

- Lubbock has purchased 4,947 containers (3 & 4 yard) over the last ten years.
- Lubbock purchases only TPI original plastic bottom containers.
- Lubbock's average population growth is .06% with the current population being 269,905.

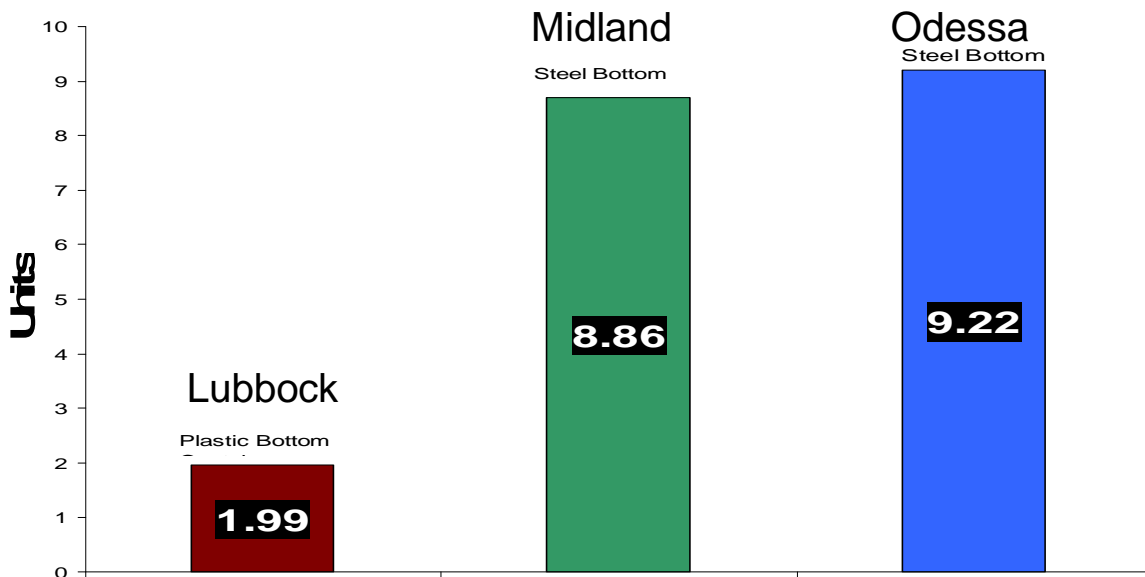
Lubbock 10 Year Avg. population/1000	247,736 / 1000 =	248
10 Year Avg. containers purchased/year		494
Avg. # of container purchased/year/1000 population	494/248 =	1.99

- Midland has purchased 5,160 steel bottom containers (3 & 4 yard) over the last six years.
- Midland's average population growth is .053% with the current population being 100,596.

Midland 6 Year Avg. population/1000	97,035 / 1000 =	97
6 Year Avg. containers purchased/year		860
Avg. # of containers purchased/year/1000 population	860/97=	8.86

- Odessa has purchased 6,000 steel bottom containers (3 & 4 yard) over the last seven years.
- Odessa's average population growth is .086% with the current population being 95,163.

Odessa 7 Year Avg. population/1000	92,982 / 1000 =	93
7 Year Avg. containers purchased/year		857
Avg. # of containers purchased/year/1000 population	857/93 =	9.22



- Based on Midland & Odessa avg. container purchases of 9/1000 pop., if Lubbock purchased steel bottom containers they could expect to purchase 2,295 containers or 1,815 more per year.
- Based on Lubbock's avg. container purchases of 1.99/1000 pop., if Midland & Odessa purchased containers with the liner, they could expect to purchase 675 fewer containers each per year for a savings of \$270,000 per year each (based on \$400 per cont. avg.).