

morswift RBV banding system

return on investment - whole crab

■ Customer profile...

- Crab processor that freezes and packages whole cooked crab for export to Japan
- Average 1 million pounds of select crabs packaged per season
- Season length is 6 to 8 weeks per year
- Automated production line including modern grading equipment

■ Before MorSwift...

- Each crab is manually banded with two rubber bands
- **Manual banding is labor intensive:**
 - ▶ 18 people can band 6,360 lbs (4,700 pcs) of crab in a 16 hour shift
 - ▶ Labor cost per 16 hour shift is **\$3,024**
(16 hrs x \$10.50/hr. rate x 18 people)
- **Manual banding limits production capacity:**
 - ▶ 2 (two) people can band 32 crabs/hour
 - ▶ Daily capacity is 4,700 pcs in a 16 hour shift
- **Cost per rubber band:**
 - ▶ 9,400 bands used per 16 hour shift
(4,700 crabs x 2 bands/crab)
 - ▶ 9,400 x \$0.006 per band cost = **\$56** band cost per 16 hour shift
- **Total cost per crab, manual banding method = \$0.66**
((\$3,024 labor cost + \$56 bands cost / 4,700 pcs)

■ After MorSwift...

- Each crab is banded via RBV with two rubber bands
- **6 (six) MorSwift RBV banding systems installed:**
 - ▶ 6 people can band 13,960 lbs (9,540 pcs) of crab in a 12 hour shift
 - ▶ Labor cost per 12 hour shift is **\$756**
(12 hrs x \$10.50/hr. rate x 6 people)
- **MorSwift RBV expands production capacity:**
 - ▶ 1 (one) person can band 132 crabs/hour
 - ▶ Daily capacity is 9,540 pcs in a 12 hour shift
- **Cost per rubber band:**
 - ▶ 19,080 bands used per 12 hour shift
(9,540 crabs x 2 bands/crab)
 - ▶ 19,080 x \$0.015 per band cost = **\$286** band cost per 12 hour shift
- **Total cost per crab, MorSwift RBV method = \$0.11**
((\$756 labor cost + \$286 band cost / 9,540 pcs)

■ Return on Investment (ROI) Summary

LABOR COSTS

Reduced by \$2,268 per shift. Required employees for banding reduced from 18 to 6

ROI on 6 RBV's via LABOR SAVINGS only

31 shifts,
6 weeks
(at \$11,995/unit)

SPEED

RBV enables an employee to band crab 8 times faster

DAILY CAPACITY

Increased by 103%
(from 4,700 crabs/day
to 9,540 crabs/day)

SEASONAL CAPACITY

Total seasonal production output increased from 1 million to 3 million pounds



**MorSwift RBV banding systems...
the solution you've been waiting for!**

morswift
machines™