SUN AUTOMATION GROUP

# SunTrac™

***Plant Name*** *(Enter plant name below)*

| Base case is 2 color 66 X 113 rotary die cutter | Base Case | Plant Response |
|---|---|---|
| On average, how many setups do you do per shift on this machine? | 7 | 7 |
| How many shifts per day is the machine operating? | 2 | 2 |
| How many days per year is the machine operating? | 260 | 260 |
| How many print stations are on this machine? | 2 | 5 |
| What is the "loaded" labor rate per hour for this machine? | $30.00 | $30.00 |
| How many people crew this machine? | 2.0 | 2.0 |
| What are the average run hours per shift? | 5.0 | 5.0 |
| What is the average run speed? (feeds per hour) | 7000 | 7000 |
| What is the expected productivity increase? (percentage) | 20% | 20% |
| What is the average sheet width? (inches) | 30.00 | 30.00 |
| What is the average sheet length? (inches) | 48.00 | 48.00 |
| What are the average number waste sheets per day due to warp and misprints? | 150 | 150 |
| What is the expected setup savings? (minutes) | 5.0 | 12.5 |
| What are the expected trim savings for each side? (Sixteenths) | 4 | 4 |
| What are the expected trim savings for the lead & trail sides? (Sixteenths) | 4 | 4 |
| What are the expected annual savings of rebuild parts? | $5,000 | $12,500 |
| What is the Board Cost per 1000 Sq Ft? | $39.00 | $39.00 |

## *Savings at a Glance*

| Savings Opportunity | Annual Savings Base Case | Annual Savings For Your Machine |
|---|---|---|
| Scrap Sq Ft (Side Trim, lead & trail trim) | $192,238 | $192,238 |
| Scrap Sq Ft (due to Warp or Misprints) | $15,210 | $15,210 |
| Labor Savings (due to Setup Reduction -hours) | $18,200 | $45,500 |
| Maintenance (Assuming rebuild every 5 years) | $5,000 | $12,500 |
| Labor Saving (due to percentage production increase -hours) | $31,200 | $31,200 |
| **Total Savings** | **$261,848** | **$296,648** |
| **PAYBACK PERIOD (Months)** | | **13.3** |

| | |
|---|---|
| Estimated Installed Cost per Print Station Provided by Sun Automation Representative | $66,000 |
| | |
| SUN AUTOMATION REPRESENTATIVE | |
| | |
| DATE | |

SUN AUTOMATION GROUP

# *SunTrac™ -Vacuum Transfer*

## Return on Investments Based on 66 x 113 Rotary Die Cutter

| Annual Savings Opportunity | Base Case | Plant System | *SunTrac Annual Savings Base Case* | Plant Opportunity | Formula |
|---|---|---|---|---|---|
| Scrap Sq Ft (Side Trim, lead & trail trim) | 0.27 | 0.27 | $192,237.50 | $192,237.50 | $Ft^2$ x cost/$ft^2$ x sheets/hour x hours/shift x shifts/day x days/year |
| Scrap Sq Ft (due to Warp or Misprints) | 1500 | 1500 | $15,210.00 | $15,210.00 | $Ft^2$ lost/day x cost/$ft^2$ x days/year |
| Labor Savings (due to Setup Reduction -hours) | 303.33 | 758.33 | $18,200.00 | $45,500.00 | Minutes saved/set-up x set ups/shift x shifts/day x days/yr x labor cost/minute |
| Maintenance (Assuming rebuild every 5 years) | $5,000 | $12,500 | $5,000 | $12,500 | Cost of rebuild parts replaced by SunTrac every 5 years |
| Labor Saving (due to percentage production increase -hours) | 1,040 | 1,040 | $31,200 | $31,200 | Hours/shift x shifts/day x days/yr x labor cost/hr x %Productivity Improvement |
| | **Total Saving** | | **$261,848** | **$296,648** | **Machine Installation** |
| | **Installed Cost** | | **$330,000** | **$330,000** | **Total Installed Cost this Machine Installation** |
| | **Gross Annual Payback Percentage** | | **40%** | **18%** | **Total Savings divided by Installed Cost -See Comment** |
| | **Installed Cost** | | **$330,000** | **$330,000** | |
| | **Total Savings** | | **$261,848** | **$296,648** | |
| | **Pay Back Calculation** | | **15.1** | **13.3** | **Installed Cost*12 months divided by Total Savings** |