



## Yellow Jacket at Work

The Latest Buzz In use at industrial facilities around the U.S. and the Department of Defense.

### Haas Automation



Streamlined shipping operation improves packaging quality and also lowers labor requirements/costs

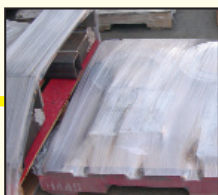
#### Shipping Challenges:

- Minimizing labor requirements and lowering labor costs
- Eliminating damages, scratches to parts
- Streamlining internal packaging/shipping operation



#### Stretch Wrap Solution: YJ-87M

- Yellow Jacket's Orbital Stretch Wrap Machine
- Improved part quality/eliminated damage issues
- Improved shipping operations, yearly savings of \$20,000



Joe McKenna, Haas machine shop manager, "We calculated that the Yellow Jacket saves us the work of half a person, or a yearly savings of \$20,000. But, our labor savings is just the minimum, there is also improved quality. Now we are protecting our parts in a better fashion." Read more about Haas Automation's shipping success and learn how Yellow Jacket can improve your shipping operations.

### Staber Industries



Contract fabricator triples productivity/delivers proven ROI

#### Shipping Challenges:

- Damage free shipments of "slippery", odd-shaped loads
- Reducing banding-related worker injuries
- Reducing excessive labor costs and shipping time



#### Stretch Wrap Solution: YJ-87M

- Yellow Jacket's Patented Orbital Stretch Wrapper
- Eliminated product damage in shipping
- Eliminated banding/ergonomic injuries
- Tripled pack-to-ship productivity
- Delivered PROVEN ROI (\$1000 savings per week!)



Bill Staber, President, "Our old wrapping method took two guys 15 minutes to prep a load. With Yellow Jacket it takes one guy five minutes. We get more product out the door." You can hear Bill in his own words, just visit our website. Maybe you'll get a good idea of how Yellow Jacket can deliver proven ROI to your operation.

### Tri-State Fabricators



New stretch wrap solution delivers proven ROI

#### Shipping Challenges:

- Eliminating shipping department bottlenecks
- Reducing ergonomic-related worker injuries
- Reducing excessive labor costs and shipping time



#### Stretch Wrap Solution: YJ-87M

- Yellow Jacket's Patented Orbital Stretch Wrapper
- Tripled shipping capacity/eliminated downtime
- PROVEN ROI in under six months!



Jack Deimling, Tri-State shipping manager, "Before Yellow Jacket we were doing about 30 pallets a day of odd-shaped loads. Now we're doing about 80 or 90 a day. The system has already paid for itself in labor savings alone." You can hear Jack in his own words, just visit our website. Maybe you'll get a good idea of how Yellow Jacket can deliver proven ROI to your operation.

# Economic Justification

## Yellow Jacket Unit 87-M

### Yellow Jacket Labor Cost Analysis

| Current Situation Information              | Current Packaging Method | Yellow Jacket |
|--|--------------------------|---------------|
| #of Loads Wrapped/Day                      | 25                       | 25            |
| #of Loads Wrapped/Year (260 days/year)     | 6500                     | 6500          |
| Total Time to Package Load (seconds)       | 240                      | 60            |
| #of Employees Needed to Package Load       | 2                        | 1             |
| Hourly Labor Rate                          | \$13.50                  | \$13.50       |
| Fringe Benefits                            | 35%                      | 35%           |
| Total Hourly Labor Rate                    | \$18.23                  | \$18.23       |
| Total Labor Time for Packaging (secs/day)  | 12,000                   | 1,500         |
| Total Labor Time for Packaging (hours/day) | 3.33                     | 0.42          |
| Total Labor Costs for Packaging/Day        | \$60.75                  | \$7.59        |
| Total Labor Costs                          | Current Packaging Method | Yellow Jacket |
| Total Annual Labor Costs                   | \$15,795.00              | \$1,974.38    |
| Total Labor Costs/Pallet Load              | \$2.43                   | \$0.30        |
| Total Labor Savings                        | Yellow Jacket            |               |
| Total Annual Labor Costs Savings           | \$13,820.63              |               |
| Total Labor Cost Savings/Pallet Load       | \$2.13                   |               |

There are other "hidden" costs resulting from wrapping pallets by hand that affect your bottom line and increase your packaging costs. These "hidden" costs may include load failures due to poorly wrapped loads, workman's compensation claims and hiring/training a transient work force.

### Additional "Hidden" Costs

| Current Situation Information                                  | Current Packaging Method | Yellow Jacket |
|--|--------------------------|---------------|
| Estimated Loads Failure Due to Poorly Wrapped Loads (%)        | 0.20% (1 out of 500)     | 0.00%         |
| Average Value of One Pallet Load                               | \$800.00                 | \$800.00      |
| Total Pallets Shipped Annually                                 | 6500                     | 6500          |
| Annual Load Failures Due to Poorly Wrapped Loads               | 13                       | 0             |
| Annual Cost of Load Failures                                   | \$10,400.00              | \$0.00        |
| Annual Costs for Workman's Compensation Claims                 | \$1,500.00               | \$0.00        |
| Annual Costs for Hiring and Training of a Transient Work Force | \$750.00                 | \$0.00        |
| Total Annual "Hidden" Costs                                    | \$12,650.00              | \$0.00        |
| Total "Hidden" Costs/Pallet Load                               | \$1.95                   | \$0.00        |
| Total Packaging Costs (labor and hidden)                       | Current Packaging Method | Yellow Jacket |
| Total Annual Packaging Costs                                   | \$28,445.00              | \$1,974.38    |
| Total Cost/Pallet Load   | \$4.38                   | \$0.30        |
| Total Savings (labor and hidden)                               | Yellow Jacket            |               |
| Total Annual Savings   | \$26,470.63              |               |

