



East Coast : New York

West Coast: California

1-800-998-6111

www.spiralsystems.com

Available for Immediate Release

Re: Going from Racks to Spirals.

One of the biggest challenges that a company can face is the decision to transition from rack processing to a more automated form of conveyORIZED processing. Make up lines have to be replaced, new equipment like ovens, coolers and freezers, can be costly take up quite a bit of space. But then, you would not be looking into this unless the business (or lack of it) demanded that you do something different than what your current process is generating.

Why Automate?

We think the #1 reason is labor- We all know the long term implications of either adding labor proportionately to growth, or increasing labor to keep up with all the new regulations that are imposed on a food facility. In fact, it may mean you'll need to increase labor. A small step by step process to automate can keep you in business over the long term. You do not have to spend millions at one time if you have a 3-year plan to automate.

We think the #2 reason is cost- The cost per piece or case can be reduced by automating. Each year your cost per piece increases but your selling prices can't (we all face this problem). If you do not automate whenever possible, then you have no control on your future business. In addition, your competition may be reducing their cost continually (some of which could be passed on to their customers). When looking at your cost, you have to look at: cost of replacement racks, cost of maintenance of the racks you have, floor space costs, cost of any product loss due to handling, cost of any recalls or returns due to mis-labeling, cost of un-saleable product due to formulation errors, cost of un-saleable product due to quality issues associated with labor, and lastly workman's compensation issues due to any accidents. There are other issues associated with this, the list changes with each facility but the general fact remains the same. When you start making a list, you become much more aware of those items, which can be changed to increase your bottom line. With low interest dollars being available like no other time in history, you should be taking advantage of this to increase your profitability.

We think the #3 reason is Profits- Labor redirection and reducing your costs will increase your profits.

Let us help get you there. We have 35 years of experience with food processing facilities and their production lines. We see many areas of potential improvements and can help you replace wasted resources with new customers.

If you are using racks now, and your business is either growing above 15% per year for the last 3 years, or going the other way because your costs keep you from competing, call us at 800-998-6111 for a free consultation of how you can identify some of these areas of improvements.