Benefits of the Light Director System

• *Greatly Increased Assembly Speed.*
  a - First Sided Pinning, 30-40% Less Time
  b - Second Sided Pinning, 50% Less Time

• *Reduced Operator Fatigue.*
  Why? Lower perceptual challenge.
  Result is more even production throughout the work day.

• *Lower Error Rate.*
  a - Combination of Light Director Board, Graphic Images, and Spoken Instructions, Make assembly easier for the operator.
  b - Optional Electrical Test Built-In
Cost per Station

- *CableEye M3U Tester, AutoBuild, and Speech.* $2585.00.

Incremental Cost per Fixture

- *CB37 Board with 60 Light Fibers:* $225
- *Assembly and Programming (optional):* $200
- *Mating Connector:* Est. $75, depends on type.

Total per CB37 Fixture about $500
Cost/Benefit Analysis

1 - Dollar Savings per Day

Assume: 60-pin Cable, Requires 2 Hours to Build
Loaded Labor Cost is $15/hr
Four Cables per 8 Hr. Day
Light Director Savings Average
  a - 40% (1st plus 2nd sided pinning ave.)
  b - 25% (same, more conservative est.)

Manual Assembly: 8 hrs x $15/hr = $120
Light Director, 40%: 4.8 hrs x $15/hr = $72
Light Director, 25%: 6.0 hrs x $15/hr = $90

Savings per Day (40%): $48
Savings per Day (25%): $30
Cost/Benefit Analysis

2 - Fixture Payback Time

Assume: $500 Cost for 60-pin Light Director Board

*Payback Time (40%):* 11 Days (2 weeks)

*Payback Time (25%):* 17 Days (3 weeks, 3 days)
Cost/Benefit Analysis

3 - Number of Cables before Payback

Manual Assembly: 2 hrs x $15/hr = $30

Light Director, 40%: 1.2 hrs x $15/hr = $18
   Savings per Cable: $12

Light Director, 25%: 1.5 hrs x $15/hr = $23
   Savings per Cable: $7

*Payback Time (40%):* $500/$12 = 42 cables
*Payback Time (25%):* $500/$7 = 72 cables

Savings also result from lower error rate.