

# 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.