



PBI Market Equipment

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Grasselli v Manual Slicing

The following chart shows results from independent yield tests performed by a major US supermarket company.

Grasselli NSL Slicer Cut Tests

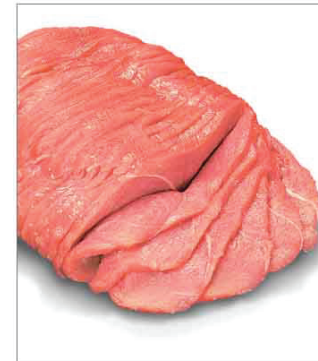
Product	# of Tests	Grasselli Average Yield	Traditional (Boneless straight knife, bone in band saw)	Grasselli Yield Advantage
PORK				
Bone-In Pork Loins	9	68.6	66.9	1.7
Pork Butts	7	88.4	85	3.4
Boneless Pork Loin	12	96.7	92	4.7
BEEF				
Strip Loin (New Yorks)	22	80.8	79.2	1.6
Top Sirloin (1/4)	17	78.4	76.1	2.3
Tri Tips	5	80	77.3	2.7
Knuckle	11	81.2	79.8	1.4
Ribeye	10	84.3	81.5	2.8



These results reflect yields for traditional style slicing (typically the thinnest slice was 1/2") therefore the yields would be considerably better for thin sliced product such as milanese, ranchera, etc.

Projecting these figures to volumes at a typical supermarket:
Grasselli yield savings

Product	#/week (ave.)	Min % Saving	#s Saved	\$ per #	Weekly Saving	Annual Saving
Flap Meat	2000	4	80	4.40	352.00	18,304
Knuckle	2000	1.4	28	3.30	92.40	4,805
Bottom Round	3000	2.3	69	4.50	310.50	16,146
Sirloin Tip	2000	2.3	46	3.30	151.80	7,894
B/Less Pork Loin	1500	4.7	70.5	3.90	247.95	14,297
B/in Pork Loin	2000	1.7	34	3.25	110.50	5,746
						\$67,192



Labor savings

To produce the same as the average meat cutter in 40 hours the Grasselli slicer will need to operate for 15 hours.

Meat Cutter Hours	Grasselli Hours	Hours Saves	\$/hour	\$ saving per week	Annual Saving
40	15	25	23.80	595	\$30,940

In addition to these labor savings there are savings in Grasselli operator skill level

Grasselli operating hours/week	Meat Cutter costs @ \$23.80/hour	Grasselli Operator @ \$15.00/hour	Weekly Labor skill level savings	Annual Labor Skill level savings
15	357	225	132	\$6,864

These basic figures (not including yield savings for thin cut product) prove total savings of:

Yield \$ 67,192

Labor \$ 30,940

Skill \$ 6,864

\$ 104,996

RETURN ON INVESTMENT

These savings of \$104,996 would give ROI in about 9 months before any consideration for improved safety. With the average reportable Meat Department accident costing about \$17,000 the Grasselli ROI would be reduced to less than seven months if it saved just one reportable incident!

IMMEDIATE PROFITABILITY

We're pleased to be able to offer a very advantageous lease package which gives a number of benefits including:

- No capital outlay
- Frees up capital
- Immediate profitability - Self funding through labor & yield savings
- Fixed payments
- No need to depreciate the equipment.

The above savings of \$104,996 per year equate to \$2,019.15 per week. The lease payments will be in the region of \$390 per week therefore your weekly increase profit is \$1,629 or \$84,716 per year!!!

**Lease payments
will be in region of
\$390 per week!!!**