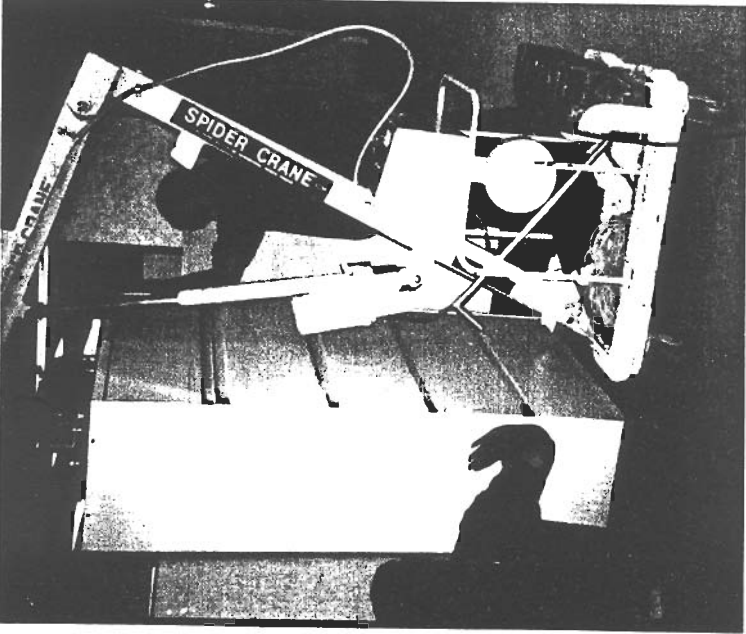


## THE SPIDER CRANE

Used to move lateral filing cabinets without the need to empty them.



# ENDORSEMENT

**Please read this carefully.**

Steelcase Inc., the largest manufacturer of lateral file cabinets in the world, has endorsed the Spider Crane<sup>R</sup> as the only damage-proof method for moving a lateral file cabinet with the contents in the drawers. The Spider Crane<sup>R</sup> lifts the lateral file cabinet without tipping it -- thereby preventing damage.

Rack and torque damage occur only when a cabinet containing contents is tipped onto (and off of) a mover's dolly. Therefore, moving a cabinet in this manner (even partially full of contents) will *void the manufacturer's warranty of the cabinet.*

For further information regarding the Steelcase Warranty, you can call the headquarters of Steelcase in Grand Rapids, Michigan and speak to Mr. Denny McLeod, Quality Technician at (616) 247-3257.

# **DOWNTIME SAVINGS**

**“BROUGHT TO YOU BY”**

## **SPIDER CRANE AND SPACE GOBBLERS**

The Spider Crane and Space Gobblers virtually eliminate the drudgery and downtime normally associated with moving. Instead of spending time on moving day dumping valuable records into boxes, employees continue working at their regular jobs. Downtime is reduced since almost everything is moved as-is with the contents remaining undisturbed and ready to use in the new location.

The dollar value associated with the savings of downtime is easy to calculate. If you move the traditional way, you'll have to close around 11:00 A.M. to allow your employees time to pack their desks and file cabinets before your mover arrives that evening. Likewise, you won't be open for business until 12:00 noon after the move until your employees finish unpacking. While your company is closed during the moving preparation and recovery period, your overhead continues. Your fixed costs such as rent, telephone, utilities, insurance as well as employees salaries all continue during this period of nonproductiveness.

The cost of this overhead can be determined by looking at a company whose revenue is \$1,000,000 annually. If this company's profit margin is 10%, then the company's profit for the year is \$100,000. If its profit is \$100,000, then its annual operating costs are \$900,000. To determine the cost of downtime for this company, simply divide the annual operating costs of \$900,000 by 2,000 annual work hours which equals \$450 per hour to operate. (The 2,000 annual work hours were computed by multiplying 8 hours per day X 5 days per week X 50 weeks per year netting out vacation time, sick leave and legal holidays.) Multiply the \$450 per hour operating costs by 10 hours of downtime (before and after the move) and you get \$4,500 of downtime costs. These costs can virtually be eliminated by moving the contents undisturbed with the Spider Crane and the Space Gobblers.