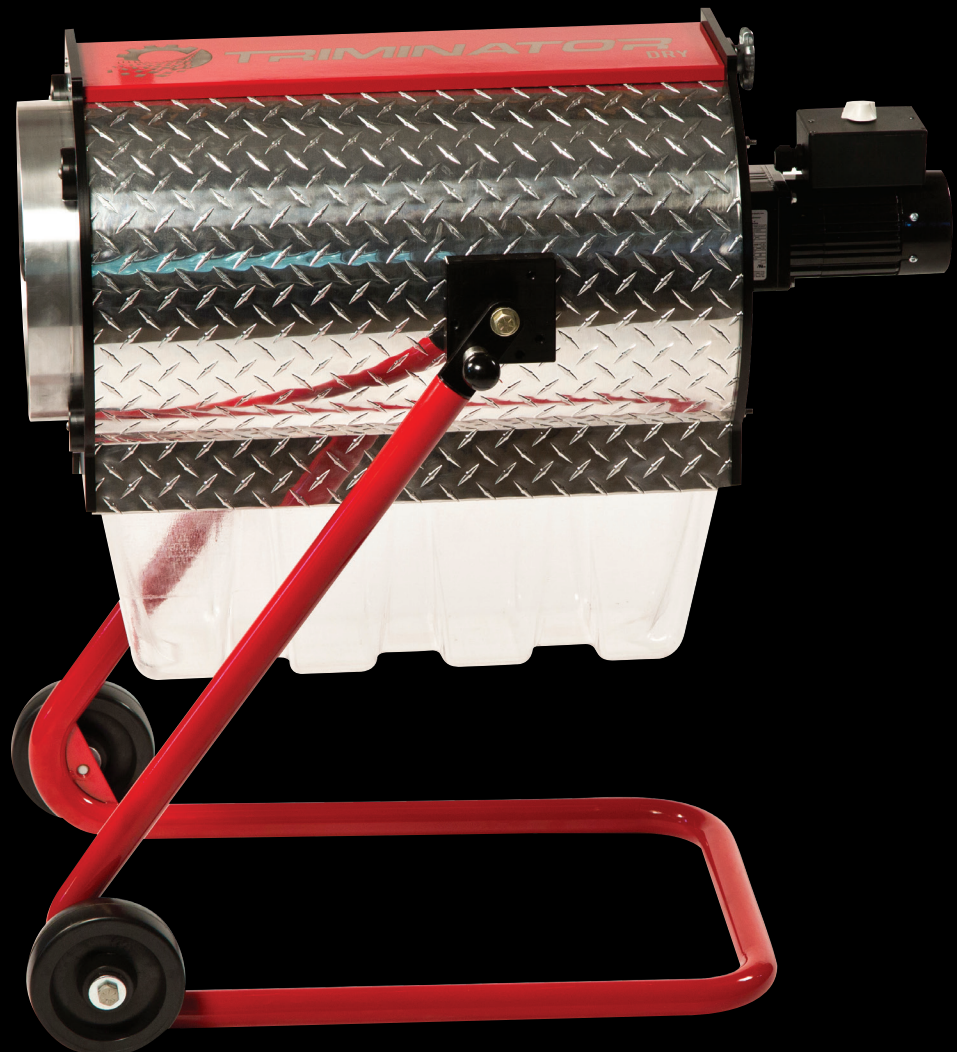




TRIMINATOR®

FINANCIAL BENEFITS OF THE TRIMINATOR® DRY

Two Cases of ROI and Payback Time for Small and Large Growers Switching to Machine Bud Trimming



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HARVESTING CANNABIS TODAY

At harvest time, growers in California and across the world are faced with hundreds of pounds of bud to trim in just a few weeks. In addition to the normal grow team; temp workers are often brought in to trim the plants by hand. Hand trimming is expensive and brings additional people and security concerns to the site. Many growers also see a lack of standardization and consistency in the quality of their bud. A faster, cheaper and more standardized way to trim is with a bud trimming machine.

Growers who use bud trimming machines will save money without losing trichomes. Triminator has designed the Triminator Dry to do just this. The Triminator® Dry is part of a line of automated trimming machines from Triminator® that reduce trimming cost without sacrificing THC content.

This white paper explores how a bud trimming machine, Triminator® Dry, streamlines the trimming process and can provide significant ROI for growers currently hand trimming.

BENEFITS OF USING A TRIMINATOR® DRY

Save time and money. The long narrow drum maximizes cutting surface resulting in faster trimming. This allows the cannabis flower to be exposed to new cutting surfaces naturally with little to no trichome loss.

Triminator's Pure Trim™ technology eliminates the need for lubricants and reduces heat-creating friction to allow for a gentle tumble and clean extracts. Pure Trim™ technology uses a proprietary blend composite shear band as the cutting interface which envelopes the trimming drum.

The Triminator® Dry uses military grade materials and is designed for commercial use. The machine is also easy to maintain. Disassemble the Dry with its turn-loc drum system for cleaning and maintenance in less than 15 seconds without any tools. The machine is fully pressure washer safe.

A trimming machine is the best way to achieve a consistent look to your trimmed product with less room for human error and contamination. Dispensaries have many products to choose from and are growing more selective with their choices and prefer to work with growers who can provide consistent results and product. The attached trim bin acts as a closed loop system to catch valuable trim to be used for further processing and extraction. Trim is clean, lubricant free and consistent.

BUSINESS CASE FOR THE TRIMINATOR® DRY

Triminator® has developed an ROI calculator to illustrate the financial impact from switching to machine trimming. The analysis discussed below uses this ROI calculator to determine the cost savings from a single harvest. Ultimately, the cost savings from using the Triminator® Dry comes from having fewer employees for a shorter amount of time. The time savings come from the machine's much higher production rates compared to hand trimming. The Triminator® Dry is about 70x faster than a person hand trimming. The analysis assumes two scenarios: Case A: Small Grower and Case B: Large Grower.

ASSUMPTIONS - CASE A: SMALL GROWER

The assumptions for Case A attempt to match a small grower's real-life situation. The key assumptions are:

- » 500 lbs/harvest
- » 10 hand trimmers (on average)
- » hand trim speed of 7 hours/lb.
- » hand trimmer wage of \$17.5/hr with a 13% labor burden rate to account for payroll taxes and workman's comp.

ASSUMPTIONS - CASE B: LARGE GROWER

The assumptions for Case B demonstrate a large-scale grower's size and staff requirements. The key assumptions are:

- » 2,000 lbs/harvest, 30 hand trimmers (on average)
- » hand trim speed of 7 hours/lb.
- » hand trimmer wage of \$17.5/hr with a 13% labor burden rate to account for payroll taxes and workman's comp.

Both Case A and Case B contain the same assumptions with respect to the Triminator® Dry. The purchase price is \$5,000 and trim speed is 10 lbs/hr for most strains. Some strains (ie. Sour Diesel) will be very fluffy and take more time to trim by hand or with a machine. A machine operator is needed for about 2 minutes to load/unload the machine and 13 minutes to spot check the previous batch of trim. The analysis assumes this person is paid \$15/hr.

Cleaning the Triminator® Dry is needed about every 10 loads and takes about 15 minutes with a pressure washer. Employee cleaning time is marginal not included in the ROI analysis. However, the total cost for cleaning is included in the footnote in Figures 1 and 2.

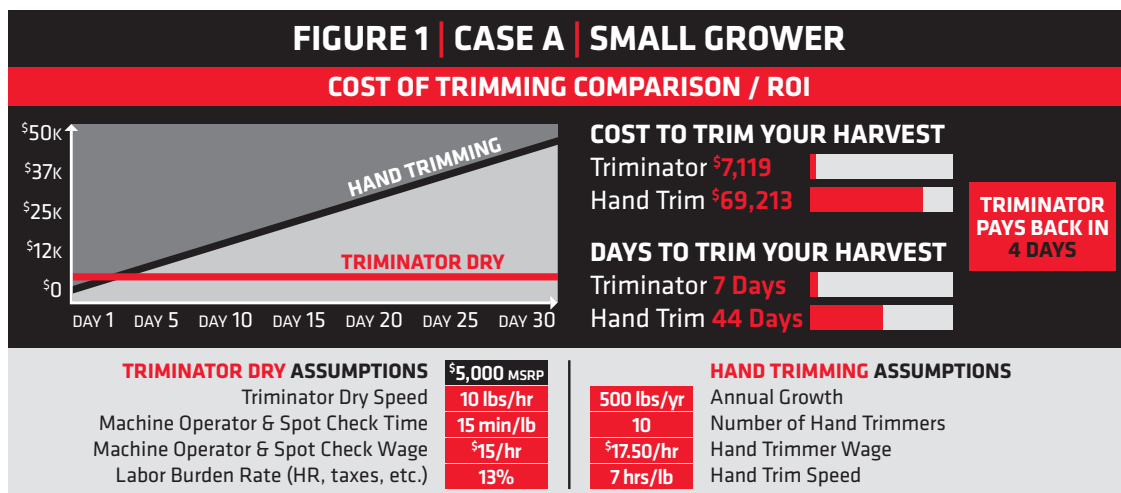
The electricity cost for running a Triminator® Dry is also minimal and thus not included in the ROI analysis. The machine uses a 1/7 HP motor and the electricity cost is small, even in states where electricity rates are high. In the footnote under Figures 1 and 2, an electricity cost is included for reference using California electricity rates.

RESULTS - CASE A: SMALL GROWER

The above assumptions were entered into the Triminator® Return on Investment Calculator. The results are shown in Figure 1 for Case A: Small Grower. Using a Triminator® Dry will save the small grower about \$62,000 in the first year, with labor costs dropping from \$69,000 to \$7,000. ROI after the first year is over 1,200%, which means the savings is 13x the original investment.

TABLE 1 CASE A SAVINGS AND ROI				
DAY	TOTAL COST		SAVINGS	ROI
	HAND TRIM	TRIMINATOR DRY		
1	\$1,573	\$5,303	(\$3,730)	-75%
2	\$3,146	\$5,605	(\$2,459)	-49%
3	\$4,719	\$5,908	(\$1,189)	-24%
4	\$6,292	\$6,211	\$81	2%
5	\$7,865	\$6,513	\$1,352	27%
...
44	\$69,213	\$7,119	\$62,094	1,242%

The results of the ROI calculator (Figure 1) show the assumptions for Case A, as well as the time savings and payback. Time to trim drops from 44 days to just 1 week. The \$5,000 capital investment for the Triminator® Dry pays back in just 4 days.



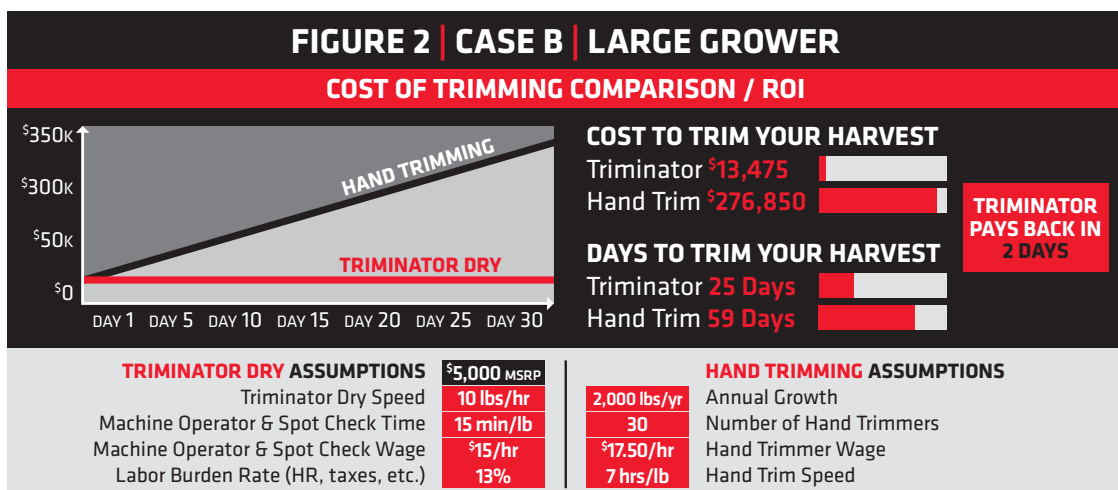
These calculations assume an 8 hr work day. Electricity and labor for machine washing are not included in the above calculation. Electricity is estimated at \$75/yr and wash labor \$106/yr

RESULTS - CASE B: LARGE GROWER

Figure 2 shows the results of the Triminator® Return on Investment Calculator for Case B: Large Grower. Using a Triminator® Dry will save the large grower about \$263,000 in the first year, with labor costs dropping from \$276,000 to \$13,000. ROI after the first year is over 5,200%, which means the savings is more than 53x the original investment.

TABLE 2 CASE B SAVINGS AND ROI				
DAY	TOTAL COST		SAVINGS	ROI
	HAND TRIM	TRIMINATOR DRY		
1	\$4,692	\$5,339	(\$647)	-13%
2	\$9,385	\$5,678	\$3,707	74%
3	\$14,077	\$6,017	\$8,060	161%
4	\$18,769	\$6,356	\$12,413	248%
5	\$23,462	\$6,695	\$16,767	335%
...
44	\$276,850	\$13,475	\$263,375	5,268%

The results of the ROI calculator (Figure 2) show the time to trim drops from 59 days to 25 days. The \$5,000 capital investment for the Triminator® Dry pays back after using for 2 days.



These calculations assume an 8 hr work day. Electricity and labor for machine washing are not included in the above calculation. Electricity is estimated at \$75/yr and wash labor \$106/yr

CONCLUSION

Purchasing a Triminator® Dry will:

- » save both large and small growers about 90% or more on their trimming labor cost.
- » will pay for itself, \$5000, in just a few days.
- » standardize the quality of the bud for consistency

Contact Triminator® at info@thetriminator.com to request a link to the Triminator® Return on Investment Calculator for personal use or for a free consultation.