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A million-dollar
question
deserves a
million-dollar
answer:

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First, you need to know what you're getting into. When we talk about improving profit margin by reducing losses, we're talking about understanding the cost of ownership, understanding that after making a purchase, you could be blindsided by equipment replacement on top of excessive operating and personnel costs. This is exactly what happened to two of the largest producers in Canada who used competing non-Twister Technologies equipment from "Brand White."

While it may sound cliché, reliability, quality and service should be top of mind when considering a trimming system. In each of these three case studies, millions of dollars and an endless amount of hours were saved while improving reliability, quality, and service. **How?**

Millions of dollars and an endless amount of hours were saved while improving reliability, quality, and service.



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Case 1:

BatchOne Pro

In case 1, one of the largest greenhouse cultivators in BC switched from [Sign up / in](#) trimming. Over 2500 lbs of dry material were processed daily using eight “Brand White” trimmers with a measured throughput of 250 dry lbs/hr, running 10 hours per day using 20 laborers. All-in, the hourly cost to run the system was \$761.34.

What this producer hadn’t anticipated was the reliability of the machines. Expensive parts needed to be purchased as they consistently broke down. Plus, the unexpected downtime and additional overtime required to maintain the machines brought on extra costs. What’s more, the quality of the yield suffered.

It soon became abundantly clear that they needed to try Twister Technologies for decidedly more favorable results. In a nutshell, the switch to the Twister BatchOne Pro increased the throughput, decreased operating and labor costs, and substantially reduced the overall total hourly cost by more than half, from \$761.34 to \$285.75.

The cultivator also discovered another eye-opening bonus, BatchOne Pro’s 80% trim ratio, which refers to the ratio between flower and trim, delivers \$240 per lb, which translates to a 40% increase in revenue as a higher trim ratio means more flower, and at \$1000/lb, the more flower, the better. All this, and harvest consistency improved. According to their Process Engineer, “the BatchOne Pro [...] retained more trichomes and bud structure than any other machine we have used at any other price point.”

What this all means is that the customer gains an additional 40% in revenue from trim ratio alone, but improved harvest consistency also means no additional labor costs spent on quality control issues. However, trim ratio and trim quality aside, the customer saves an astonishing \$1,514,600.05 every year—full stop.

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Case 2:

Twister T2

While you can't put a dollar amount on world-class customer service, the bottom line reads loud and clear: the customer saves a massive \$220,415.48 annually by using Twister T2.

In case 2, one of the top 10 Licensed Producers in Canada also suffered a nightmare of “Brand White.” Here’s what their President had to say:

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Reliability has been a major concern for us. We have lived through daily failures on [“Brand White”] units – tumblers, blades, and control panels being the most common. All these still coming whilst strictly following the manufacturer’s guidelines for operations.

Overall, the experience with these units has been frustrating, inefficient, and costly in both productivity and cost to keep the machines running.

We have also had several occasions where product has been impacted by metal shavings coming from the unreliable quality of the parts.

The level of customer service has been another concerning issue with little urgency, including not informing us of defective parts that were subject to a recall.

In this case, the producer switched to the Twister T2, which increased their throughput from 516 to 780 wet lbs/hr. There were also no more issues with faulty parts as the Twister T2 has a warranty return ratio of less than 1%, which meant cleaning cost, parts cost, and power cost per hour fell considerably. But what really stood out was the difference in customer support.

While you can’t put a dollar amount on world-class customer service, the bottom line reads loud and clear: the customer saves a massive \$220,415.48 annually by using Twister T2.

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Case 3:

Twister T-Zero

Case 3 continues the customer journey from case 2. The same Ontario c Sign up / in
able to scale up from their Twister T2, replacing it with the Twister T-Zero trimmer
system. Compared to “Brand White’s” competing solution, the Twister T-Zero costs
almost three times less to operate per hour. Factoring equipment cost, operating
labor cost, cleaning cost, parts cost, and power cost per hour, “Brand White” costs an
outsized \$1,409.10 to operate per hour, whereas the Twister T-Zero costs \$596.36.

After shrewdly scaling up to the Twister
T-Zero, this producer saves a whopping
\$1,330,184.73.

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Bottom Line

So, to answer the million-dollar question we started
with: how do you save hundreds of thousands to
millions of dollars with your trimming system?
Simple, Twister Technologies/Keirton Inc. So now,
the next question is:

why haven't you made the switch?

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Hybrid Trimmer Cont'd

Twister T2

Single | Double | Triple

Leaf Collector | Trim Saver

Conveyors: Feed | QC

Parts & Accessories

Twister T-ZERO SE

Hopper | Feed | QC

Twister T-ZERO PRO

Airlock

Hopper | Feed | QC

Batch Trimmers

BatchOne GO

BatchOne PRO

Sorting & Grading

S1 Sorter & Autofeeder

Marvel A.I.

Drying

Drying Racks & Trays

Curing

Cure Puck

VELOS Cold Cure

Terpene Extraction

VELOS Essence

Bucking

Twister B4 Bucker

Cleaning

UltraClean