



MultiCam Pivots to PPE

Our Story —

Like all other businesses out there, our normal operations came to a halt and we had to find viable alternatives to stay afloat during this economic downturn. Our CEO came up with a fast-moving plan for pivoting, and MultiCam Solutions Team adapted quickly and courageously.

As the pandemic progresses, there has been a shortage of PPE. We made a move that supports a return to work for our employees while addressing the PPE needs for the frontline healthcare workers. We shifted several of our knife cutting machines in our Solutions Center to manufacture MultiShields™, a patent pending version of the medical-grade clear plastic face shields. As



we serve in new ways, we discovered demands for additional PPE. We now produce reusable hospital gowns and intubation boxes.



Machine

Celero 5cHS with 24HP Kinetic Pump or higher.

\$175,000 - \$190,000

Tooling

- MultiCam K23 Drag Knife blade
- 200,000 linear inches
- Est. 1,200-1,500 face shields (depending on design)

Break Even Analysis

22,537 - 30,066 Face Shields

Output

2,500 shields daily with a Celero 5cHS and DE over two 8 hour shifts.

Payback Period

- 22,537 shields can be completed in 36 working days with a Celero, one 8 hour shift per day. 18 days if two shifts.
- 30,066 shields can be completed in 48 working days with a Celero, one 8 hour shift per day. 24 days if two shifts.

Orders

A typical face shield order ranges from 2K-25K pieces. We have seen orders as large as 60K pieces.



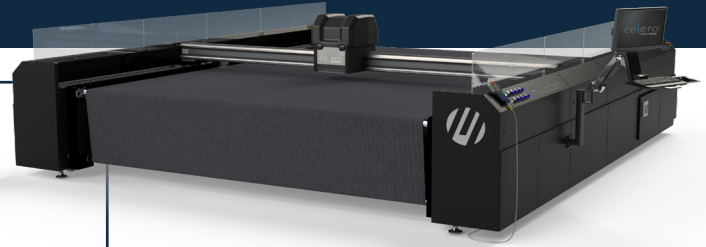
Other Machines Used:

- Previous generation Digital Express and APEX3R with knives.
- Celero 5cHS is twice as efficient as the DE and 3 times that of an Apex 3R with knives.
- Pure water Waterjet to cut headband foam— (3) 1" foam layered at 1,200 IPM, output: 399 headband foams.





Reusable Isolation Gowns



Break Even Analysis

16,854 - 26,946 Gowns

Output

500 gowns daily. We used a Celero 7153c, one 8 hour shift per day.

Orders

A typical gown order ranges from 1K-10K pieces. Gowns are the 2nd most used piece of PPE per the US National Health Institute.



Payback Period

- 16,854 gowns can be completed in 34 working days with a Celero, one 8 hour shift per day. 17 days if two shifts.
- 26,946 gowns can be completed in 54 working days with a Celero, one 8 hour shift per day. 27 days if two shifts.



Machine

Celero 7322c with DRT
\$225,000 - \$235,000

Tooling

- DRT* or MultiCam K20 Drag Knife blade (depending on fabric)
- DRT - 4,000 IPM
 - Drag Knife - 3,000 IPM
- *DRT is required for thinner fabrics

The Demand Is High!



Video published on 4/23/2020:

<https://youtu.be/Vji8p45Sf8Q>

Customer Success Story

Our customer, **Jet Boat Pilot** in Panama City, FL has expanded their core marine space and boat parts business to a new division 850 Medical. They have two **MultiCam 3000 CNC Routers** and purchased a **Celero 7322c** to speed up and increase production. They are dedicating this new equipment to their PPE venture as they have orders for **6K headbands & 35K face shields** which paid for this investment.

