



The Case for **AUTOMATION**

Address **CHALLENGES** BOOST Top & Bottom Lines

Our industries are continuing to face escalating labor costs and reduced labor pools—and this will continue for the next decade or so. Shifting demographic trends will have us all competing for fewer workers every year. The economic consensus is that the American labor force will shrink by 6 million between 2022 and 2030. Manufacturing is one of the most vulnerable economic sectors, with a projection of 2.1 million unfilled positions by 2030.

The U.S. Chamber of Commerce reports that there were four workers for every available job in 2012. Today, that ratio has plummeted to just 1.4 workers per job. That ratio won't get better anytime soon.

As labor grows scarcer, companies that realize this and automate sooner will be positioned to gain market share and customer confidence. Supply chain disruptions may not affect them as much as well. These are significant competitive advantages that mean much more than a reduced cost-per-unit metric. They mean you can do business when others may not be able to.

If you are operating on a scale that relies heavily on labor, your ROI calculations should primarily run through the prism of labor availability, followed by ergonomic/safety and productivity. Ask yourself these questions:

What **CHALLENGES** can automation help solve?



Labor & Staffing?

- **ONLY 8%** of U.S. workers have manufacturing jobs
- **NEARLY 27%** of manufacturing workers are **expected to retire by 2029**
- By 2030, experts are projecting there will be **2.1 million unfilled positions in the manufacturing sector** alone.



Ergonomic & Safety?

- **\$170.8B** is the total annual **COST OF WORK INJURIES**
 - \$57.6B in administrative expenses
 - \$52.4B in wage and productivity losses
 - \$35B in medical expenses



Rework? Bottlenecks? Downtime?

- **23% of UNPLANNED MANUFACTURING DOWNTIME** is caused by human error
- **\$150M LOST DUE TO HUMAN ERROR** by S&P Companies in just one year

How can Automation **BENEFIT** your top and bottom lines?

- **Increased PRODUCTIVITY** – can work 24/7 with greater accuracy, less downtime, increased output
- **Reduced COSTS** – lower indirect employee expenses, injury costs
- **Reduced DOWNTIME** – no breaks, vacation or sick time required
- **Increased FLEXIBILITY & SCALABILITY** – can adapt quickly to changing needs with location moves and reprogramming
- **Increased SAFETY** – can replace dangerous and repetitive, high-injury jobs
- **Optimized WORKFORCE** - complement human workers, allow you to upskill employees, reduce labor shortage challenges.

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