



The Hidden Costs of Downtime in Pre-Roll Automation



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Pre-roll automation is becoming a necessity for operators across the US, helping to streamline workflows, reduce labor, and improve product consistency at scale. As demand grows and competition intensifies, more and more operators are turning to automated systems to keep pace.

But what happens when those systems stop?

This guide takes a closer look at the often-overlooked cost of downtime. Even brief, unexpected pauses in production can result in substantial financial losses, wasted materials, frustrated teams, and delayed shipments.

Over time, these interruptions add up, chipping away at your margins and threatening your growth.

The goal is simple: to help you uncover the true costs of downtime in your pre-roll operation, and show you how smarter equipment design can protect your productivity and profitability.



Because when your line is down, your margins are too.

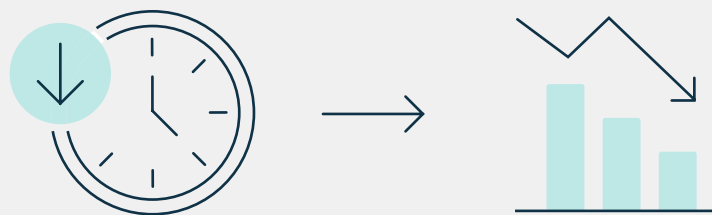




How Idle Machines Impact the Bottom Line

Spoiler alert: it's more than an inconvenience – it's lost revenue. Downtime drains productivity and profitability in multiple ways:

- **Lost Product:** Mid-run stoppages often result in wasted or damaged materials, such as partially processed material or improperly packed joints during a failure.
- **Labor Inefficiencies:** Workers sit idle or are forced to revert to slower, manual workflows, which leads to higher payroll costs without the production to match.
- **Missed Orders & Delays:** Missed delivery windows can compromise or strain retailer trust and distributor relationships, crucial to maintaining a presence on the shelves.
- **Maintenance & Emergency Repairs:** Not every piece of equipment comes with unlimited support, resulting in unplanned technician costs and part replacements.
- **Energy Inefficiency:** Start-stop cycles consume more energy over time, resulting in increased utility costs and unnecessary strain on equipment.



Based on industry averages, every **10 minutes** of downtime per shift can cost up to **7.5k** in revenue per week.

*** (not including losses in labor or fulfillment penalties!)**



The Breakdown Behind the Bottleneck

So, what's to blame for the breakdowns behind the bottlenecks? The better you understand what's creating downtime, the better you can avoid inefficiencies.

Poor Equipment Integration

When machines aren't designed to work together, your line suffers. Mismatched speeds, data blind spots, and communication gaps between systems all create friction and costly slowdowns.

Inconsistent Flower Feed or Grind

Uneven particle size or moisture levels can clog or stall equipment, triggering jams, misfeeds, and wasted materials. Precision starts with proper prep.

Operator Error or Complex User Interface

When interfaces are complex to navigate or require constant adjustment, your team can't operate efficiently. Overall, clunky systems increase human error and slow production.

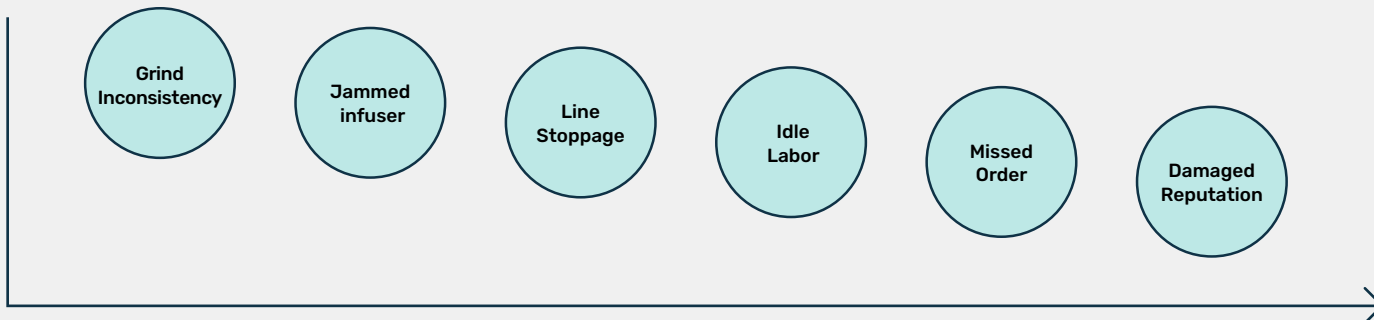
Lack of Predictive Maintenance

Without early alerts or real-time monitoring, small issues can go unnoticed until they cause full stoppages. Think of it this way - preventive maintenance shouldn't be reactive.

Inadequate Post-Sale Support

When downtime strikes, you need answers fast. Vendors that don't offer responsive support, troubleshooting guidance, or replacement parts can leave you stranded.

The Domino Effect of Downtime



Built-In Safeguards That Matter



Of course, avoiding downtime altogether isn't realistic. It's bound to happen to even the most well-oiled operations. But with the right systems in place, it can be minimized, contained, and even predicted.

To take a more proactive approach to minimizing downtime, consider the following top features to look for in equipment that automates your processes.

Real-Time System Diagnostics

Get ahead of issues with live performance monitoring and instant alerts before minor anomalies become major disruptions, with advanced diagnostics that report in real-time.

Seamless Integration

When grinders, fillers, and sealers are all connected effortlessly, your operation will eliminate communication gaps between machines and maintaining consistent throughput.

Intuitive Interfaces

A simplified user interface reduces the learning curve and lowers the risk of operator errors. Your team can stay focused on production, not troubleshooting.

Remote Support Capabilities

Access expert assistance instantly. From firmware updates to live diagnostics, remote support keeps your line moving without waiting on an in-person tech visit.

Automated Error Recovery

Built-in logic detects faults, clears jams, and restarts processes automatically, reducing idle time and eliminating unnecessary manual intervention.

Automation in Action: Real-World Impact

Copperstate Farms, one of the largest cannabis operations in the U.S., increased production to over 100,000 pre-rolls per week after integrating automation, designed by Hefestus.



Hefestus: Where Automation Meets Reliability

At Hefestus, known as the House of Automation, we don't retrofit generic machinery for cannabis...we engineer solutions from the ground up with your operation in mind.

Modular by Design

Whether you're scaling from startup to multi-state, or adding SKUs across SKUs and formats, Hefestus equipment is modular and scalable—built to evolve as your business grows.

Fault Recovery Built In

With automated restart logic, minimal manual intervention, and low-maintenance components, production interruptions are the exception, not the rule.

Support That Sticks

We believe the relationship doesn't end after installation. Hefestus offers continuous support, remote diagnostics, and upgrade paths to keep your line sharp long after launch day.

Craft-Ready. Scale-Approved.

Whether you're filling boutique SKUs or pushing out hundreds of thousands of pre-rolls weekly, Hefestus systems are trusted by operations of all sizes.



"Hefestus has been a great partner. Their equipment is top notch, and their customer service is second to none. Our efficiency has increased, and the production has increased greatly."

– King's Garden Inc.

Small Delays. Big Consequences. Smarter Solutions



In any industry, downtime isn't just a nuisance; it's a profit drain. In an industry defined by speed to market and tight margins, even minor inefficiencies can have major consequences. That's why investing in automation built for uptime is no longer optional—it's essential. Without automation, your operation is losing out on:

- Predictable output
- Labor efficiency
- Time to market, or shelf space
- Lower operational costs
- Long-term scalability



Let's keep your line moving.

Contact Hefestus for an efficiency audit today, to avoid downtime affecting your bottom line.

[Contact Us](#) ➤ [Explore Machines](#) ➤

