Machine-as-a-Service

| PALLETIZE |

This co-packer had begun a multi-phase facility expansion project which would result in two automated packaging lines, intended to double their current production volumes by the end of 2024. The first phase of the project included an overhaul of their current line to handle new upstream fillers. Manual case erecting, packing, and sealing funtions had been replaced with an automated Pearson box former, handpack station, and case sealer. Unfortunately, their aging palletizer was at maximum capacity running 14cpm, while needing to support 24cpm as production ramped up.

Due to the challenges and hefty cost of sourcing and retaining workers, plus the weight of the cases, manual labor was not an option. And, with so many logistics, fluctuating timelines, and anticipated layout changes, installing a custom robotic palletizer was not ideal until the project was more clearly developed. The customer needed an interim palletizing solution that could install quickly and be relocated within their facility if necessary.

Products, Cases & Rates

- Bulk bags of coffee and dairy products in RSCs
- 24cpm

Objectives:

Implement a short term palletizing solution to sustain operations until a permanent solution can be installed. The palletizer would need to meet the required rates and be:

- Automated
- Reliable
- Able to be relocated
- Quick-to-install

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Solution:

Pearson's Machine-as-a-Service (MaaS) option proved to be a perfect solution for this customer. Under the program, a Pearson RPC-PH (pallet handling model) was added to the end of their existing line. Working in conjunction, the RPC-PH and existing palletizer exceed the necessary palletizing rate.

The cell has a small footprint and a base with fork channels for mobility if the line layouts change and the Pearson palletizer needs to be moved.

And, because the RPC-PH delivered in half the time of a custom palletizer, and with no upfront costs, the customer realized an immediate return on their investment. The MaaS model allows them to pass the per-pallet cost to their customer as it is incurred.

Once the expansion project is complete, or if the contract ends earlier than expected, the RPC-PH can be returned to Pearson.

MaaS Highlights

Flexible

No term commitments; the customer uses the equipment as long as needed and can return it at any time

Instant ROI

Use-based pay structure by pallet (or case) count offers immediate savings, with no cash upfront

Faster Turnaround

Standard machine lead times are a fraction of custom equipment lead times

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