

BUYER'S GUIDE COMPARATIVE CHART



PALLETIZING SOLUTION TYPE	ENGINEERED CENTRALIZED PALLETIZER	ENGINEERED END-OF-LINE PALLETIZER (ROBOT)	ENGINEERED END-OF-LINE PALLETIZER (COBOT)	IN-A-BOX PALLETIZER	LEAN PALLETIZING	MANUAL PALLETIZING
What are the main benefits?	High efficiency & speed; handles high volumes	High efficiency & throughput; durable & reliable	Small footprint; flexible tooling; safer near humans	Plug-and-play; mobility; simple integration	Optimized cobot + software; broad application; adaptable	Can adapt to all cases; only option in some unpredictable flows
When is this solution the best fit?	Standard, high-volume flows; central control	High capacity lines; robust automation	Lower throughput lines; variable products	Small-scale, standardized operations	Mid-volume, diverse product sizes; flexible growth	Short-term, unpredictable or low-volume
What are the drawbacks and risks?	Very high initial investment; complex layout; single point of failure; vendor dependence	High investment; limited flexibility; requires expertise	Limited payload & speed; vendor dependence; newer tech uncertainty	Limited throughput & pallet patterns; not flexible enough to accommodate all needs. Does not scale well.	Lower capacity vs. large-scale systems; still cobot-limited	Ergonomic risks; high labor turnover; higher long-term costs
How much does it cost and what is the payback period?	CapEx \$500K-\$2M; payback 4-7 years	CapEx \$400K-\$1.2M; payback 3-6 years	CapEx \$150K-\$400K; payback 2-4 years	CapEx \$120K-\$300K; payback 1-3 years	CapEx \$150K-\$350K; payback 2-4 years	OpEx: labor \$30K-\$70K/year/operator; no ROI over time
How many cases per minute can it handle?	30-80 cases/min	25-60 cases/min	8-15 cases/min	6-12 cases/min	8-15 cases/min	Variable - limited by operator speed (~4-6 cases/min)
How much space does it require?	Large: 400-1000+ sq. ft.	Medium-Large: 250-600 sq. ft.	Small: 100-200 sq. ft.	Compact: 80-150 sq. ft.	Compact: 80-150 sq. ft.	Flexible - 1 pallet space per operator
How complex is the integration?	High - requires conveyors, controls, ERP/WMS link	High - robotic integration, conveyors, safety enclosures	Medium - simpler integration; conveyors optional	Low - plug-and-play, minimal integration	Low to medium	None - manual process only
How many operators are needed?	0.5-1 skilled operator for supervision	0.5-1 skilled operator for supervision	1 operator part-time for oversight	1 operator to move pallets, light supervision	1 operator part-time for oversight	1-2 operators full-time per line
Is it safe and compliant?	Requires full safety enclosures; OSHA/CE compliance: (ISO 10218)	Requires full safety enclosures; OSHA/CE compliance: (ISO 10218)	Can be used without guarding in some conditions. Otherwise needs safety devices (ISO 10218)	Can be used without guarding in some conditions. Otherwise needs safety devices (ISO 10218)	Can be used without guarding in some conditions. Otherwise needs safety devices (ISO 10218)	Dependent on operator training & ergonomics
How can risks be mitigated?	Redundant system planning; robust maintenance program	Reliable vendor support; preventive maintenance	Switch to manual backup if issues; transparent vendor roadmap	Manual fallback; clear performance expectations	Manual backup; transparent scaling plan	N/A
Which brands offer this solution?	Premier Tech, Bastian, Sidel, Columbia Okura	PremierTech, Columbia Okura, Sidel	RocketFarm (Pally), Columbia Okura, Onexia, Jyga	OnRobot, Berobox, Vention	Robotiq	N/A

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