



HOW GLENHAVEN SCALED WITH ROBOTIQ'S PALLETIZING SOLUTION AND INSTALLATION SERVICES FOR OVEN-READY MEALS



Industry
FOOD



Solution
PALLETIZING



Location
IRELAND



Units
1+



Company Size
180 - FAMILY BUSINESS



Key Result
**10 WEEKS FROM ORDER
TO INSTALLATION**

INTRODUCING GLENHAVEN

Glenhaven is a leading, family-run meal manufacturer specializing in frozen poultry products, operating in Ireland. With multiple production lines, they relied on **manual labor for palletizing**, employing three workers per shift across two shifts daily. To meet increasing demand while managing labor shortages, they sought an automation solution that could enhance efficiency without disrupting operations.

The company faced several pressing issues:

Inconsistent Productivity: Manual palletizing led to fluctuating work pace, resulting in idle time and inefficiencies.

Labor Shortages: Difficulty in hiring and retaining workers made it challenging to sustain operations.

Rising Costs: Increasing labor expenses put pressure on margins.

Automation Hesitation: With no prior experience in robotics, they were cautious about making a large upfront investment.

Fortunately, their newly-appointed Managing Director had previously implemented Robotiq Palletizing Solutions at another company and recognized its potential for this operation.



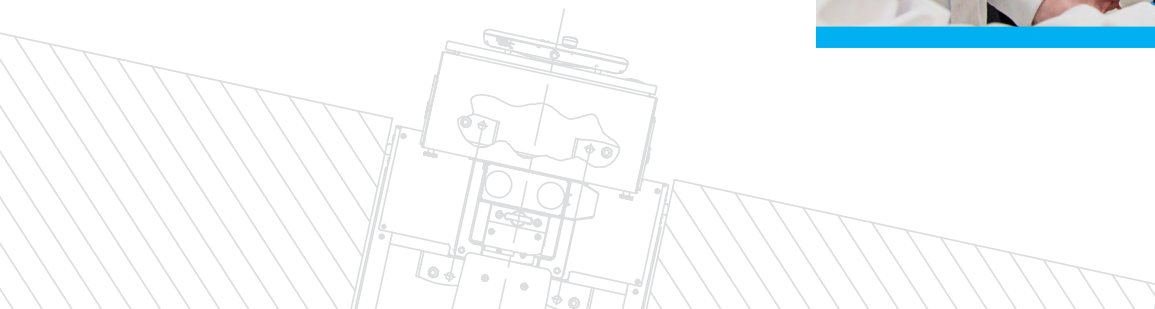
Ken Maguire
Managing Director, Glenhaven



Stephen Murphy
Project Manager, Glenhaven

“ One of the biggest challenges that we’ve had is that as the business continues to grow, we’ve had an increase in our requirements for manual labor. So one of the opportunities that we’ve identified is that as we grow, we can utilize the likes of Robotiq palletizers to help support that growth. ”

— Ken Maguire, Managing Director, Glenhaven



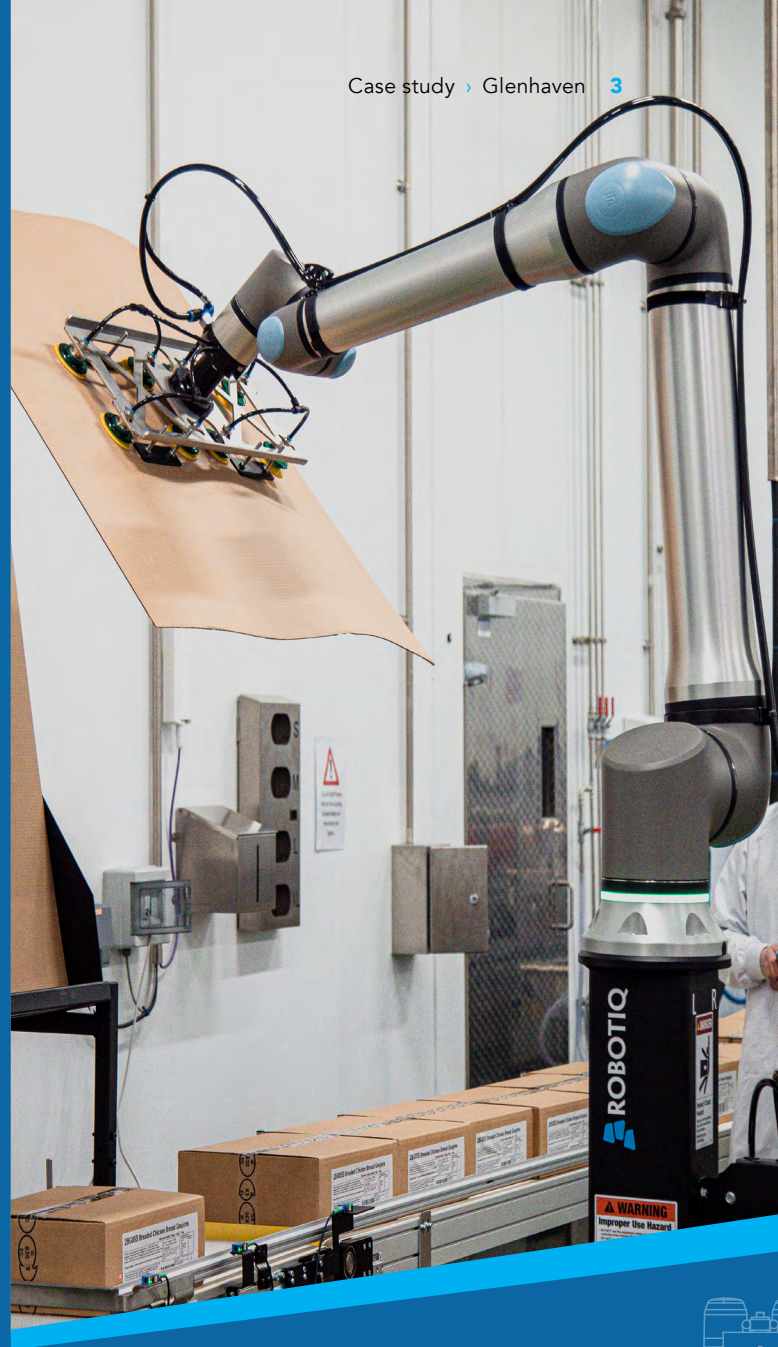


PALLETIZING SOLUTION & INSTALLATION SERVICES

THE SOLUTION

Robotiq's Installation Services applied the *Lean Robotics* methodology to the Glenhaven Project, as we do with all of our projects. This means starting simple and bringing added value. Once we scoped Glenhaven's needs, discovered *why* they wanted to automate, and *what* they wished to achieve, we began to study their manual process and *how* to automate it.

The design process started with a kickoff meeting between Robotiq and Glenhaven to review the business proposal. We continued having weekly meetings throughout the process. Everything was reviewed and submitted for approval before manufacturing and shipping. This process usually takes four to six weeks, depending on the complexity of the project.



“The simplicity of the cobot for users was one thing that appealed to me, and how it was user-friendly.”

— Stephen Murphy, Project Manager, Glenhaven



INSTALLATION SERVICES

Companies have the option to undergo a Factory Acceptance Testing (FAT) to minimize risk or speed up deployment. During a FAT, Robotiq tests anything that has to be done custom as well as any potential risks that we see or that the customer sees. It's a checklist of everything that we need to test before going to the factory for installation.

For Glenhaven, our standard solution seamlessly integrated into their factory environment without the need for additional testing.

A typical installation is completed in just three days. One day for physical setup and assembly, a second day for operating in production, fine-tuning the program, and adjusting the palletizer for optimal performance, and a third day for training and Site Acceptance Test (SAT). Installation time will differ for each application depending on the amount of modules and their complexity.

For Glenhaven, additional modules were added, including a custom gripper designed for various box sizes and shapes, a two-zone infeed system with gating for controlled accumulation, an

interlayer feeding system, and a safeguard system with safety scanners.

Robotiq's PE20 palletizer offered the perfect fit for their needs:

Turnkey Simplicity with a single point of contact: A complete solution that eliminated the complexity of managing multiple suppliers.

Ease of Use: Intuitive software enabled quick input of box dimensions, weight, and pallet configurations, requiring minimal training.

Proven Reliability: With nearly 700 installations worldwide, Robotiq's track record provided confidence in the solution's performance.

Scalability & ROI: The company adopted a phased approach, automating one line first before scaling up. They will achieve a **13-month ROI**, with further improvements expected as the second phase rolls out.

By implementing Robotiq's palletizing solution, Glenhaven optimized operations, reduced labor dependency, and set the foundation for continued growth. Their experience proves that automation doesn't have to be overwhelming—it can be a practical, step-by-step process with significant benefits.



Unlock greater potential with Robotiq Palletizing Solution and find out how it can transform your business operations.

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