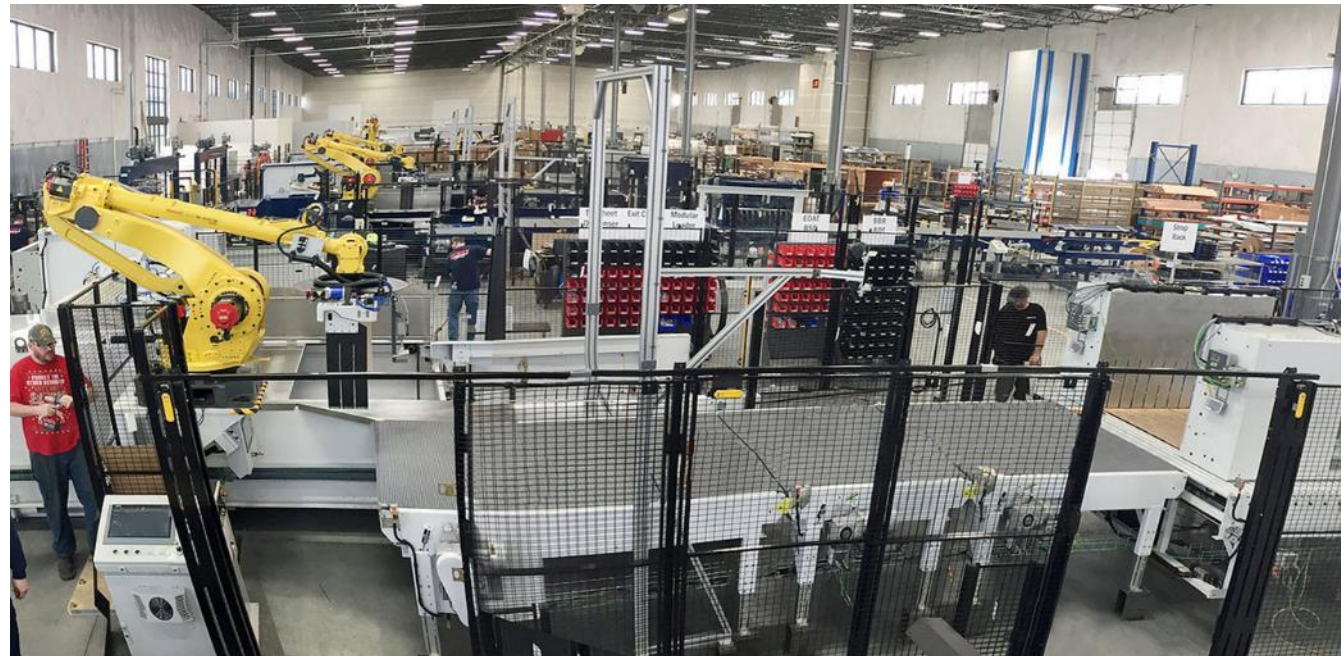


The Automation Advantage



By Vince Fornelli
Alliance Machine Systems International LLC

August 2021

About Alliance

- Primary focus – machines for the corrugated industry
- Years in business – 40
- Employees – 200+
- Locations – Spokane, WA, and Bladel, Netherlands
- Manufacturing partners and agents around the world
- Number of installs – 10,000+ in over 60 countries

Automation Snapshot

Drivers

- E-commerce demand – \$196.7 billion in Q1 2021, up 39% from Q1 2020 (Digital Commerce 360)
- Higher machine speeds
- Tightening workforce

31,044

Robots shipped in 2020

Automation is Increasing

- Robot shipments rose to 31,044 in 2020, a 3.5% increase over the prior year.
- Global GDP growth to be 5.5% in 2021 and 4% in 2022.

Reducing Labor Through Automation

- Reduce head count
- Increase productivity per person
- Set new expectations for operators when automation is introduced

“The most common questions I get asked are regarding a shrinking workforce ... Many box plants are struggling to find and retain good quality employees.”

- Danny Lopez, Alliance
Territory Sales Manager

Automating the Back End

- Automation: applying mechanical and electrical systems to a manufacturing process in order to make that process happen with minimal input from operators
- Robotics: employing a robot, defined as a machine or mechanical device that operate automatically with human like skills

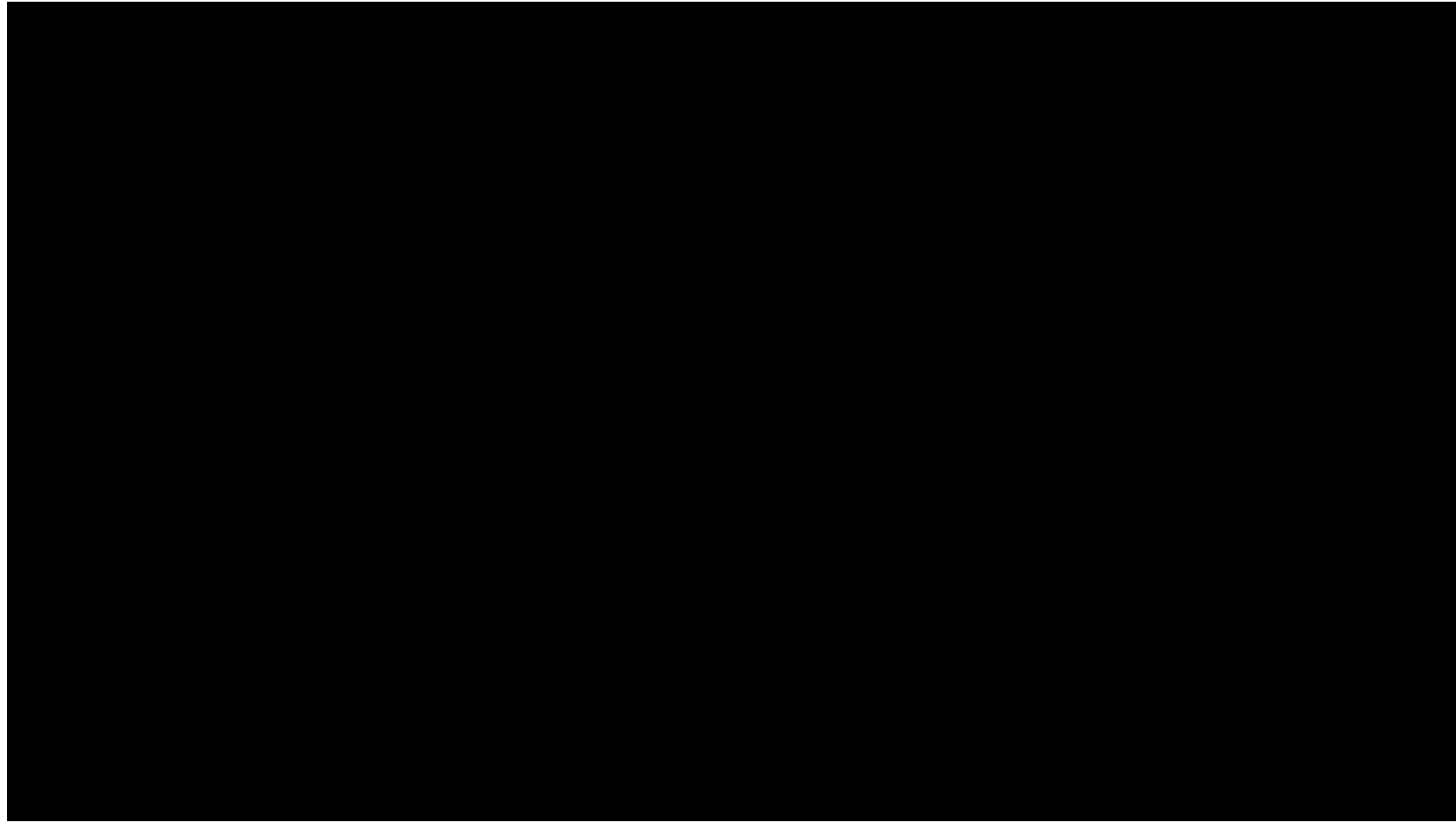
Automating the Back End

- Higher productivity loadformers
- Robotic automation of loadformers
- Automation of loadforming process

Modular LOADMASTER



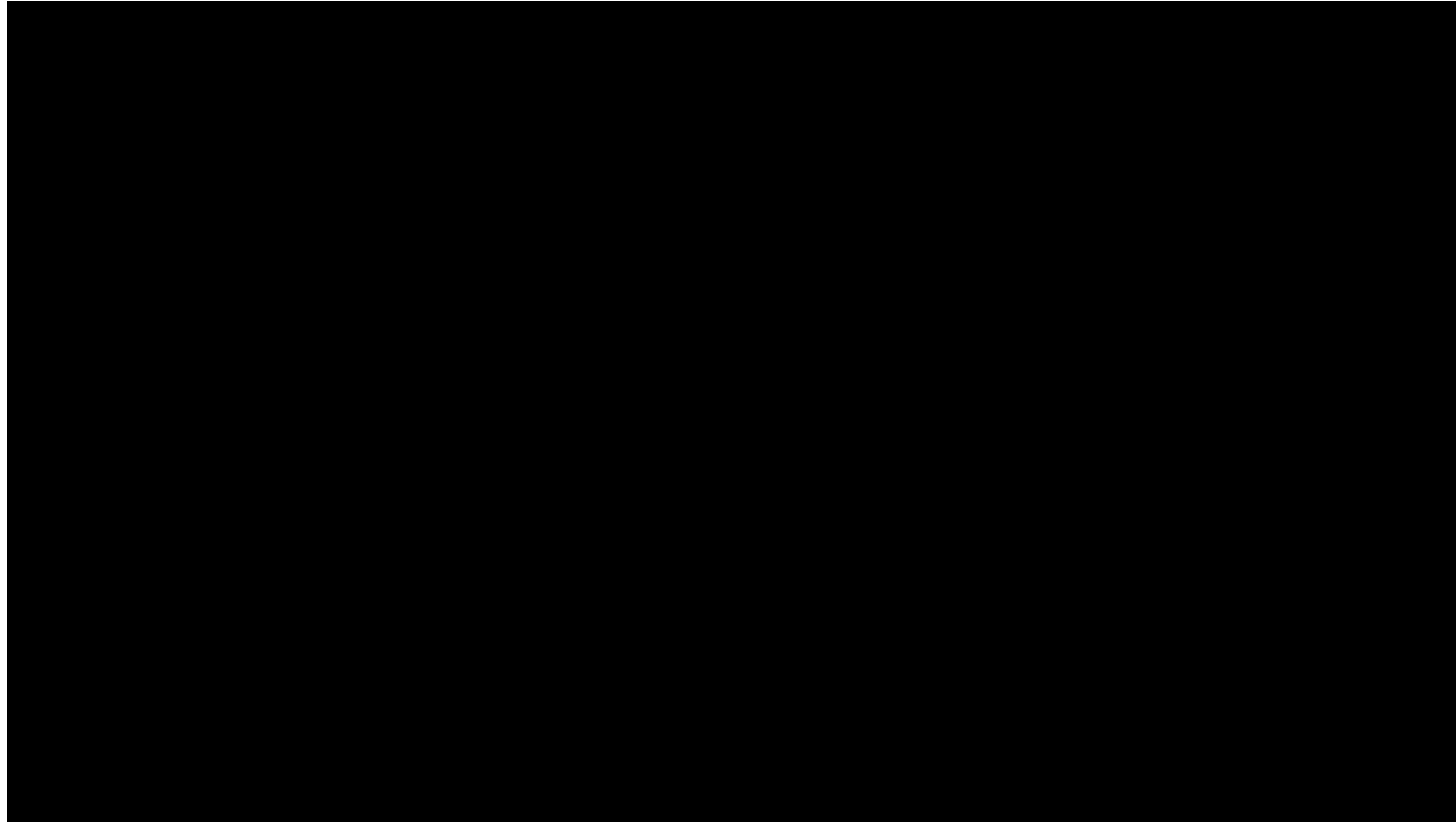
Raptor XR 4x2



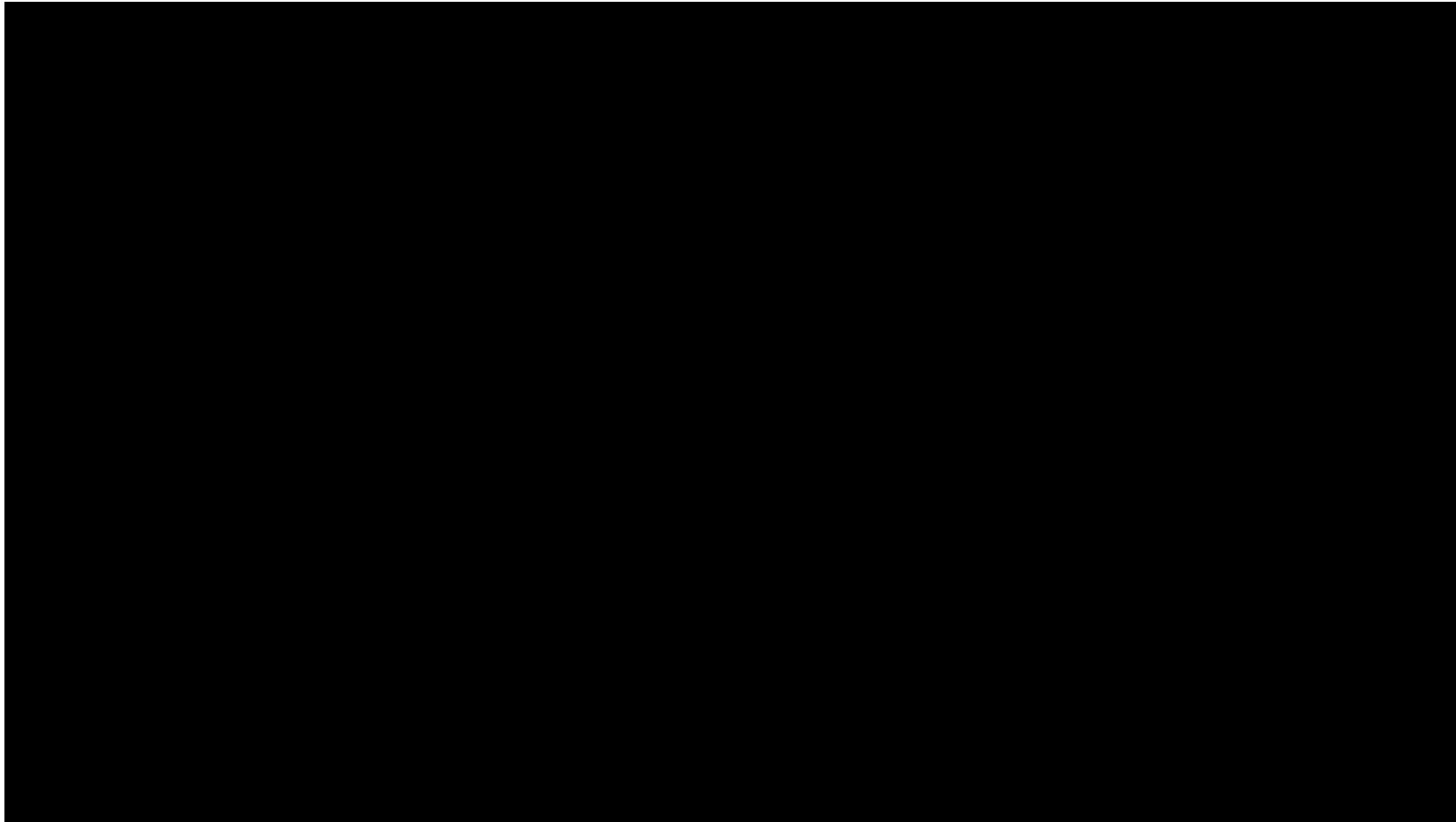
Raptor XR RDC



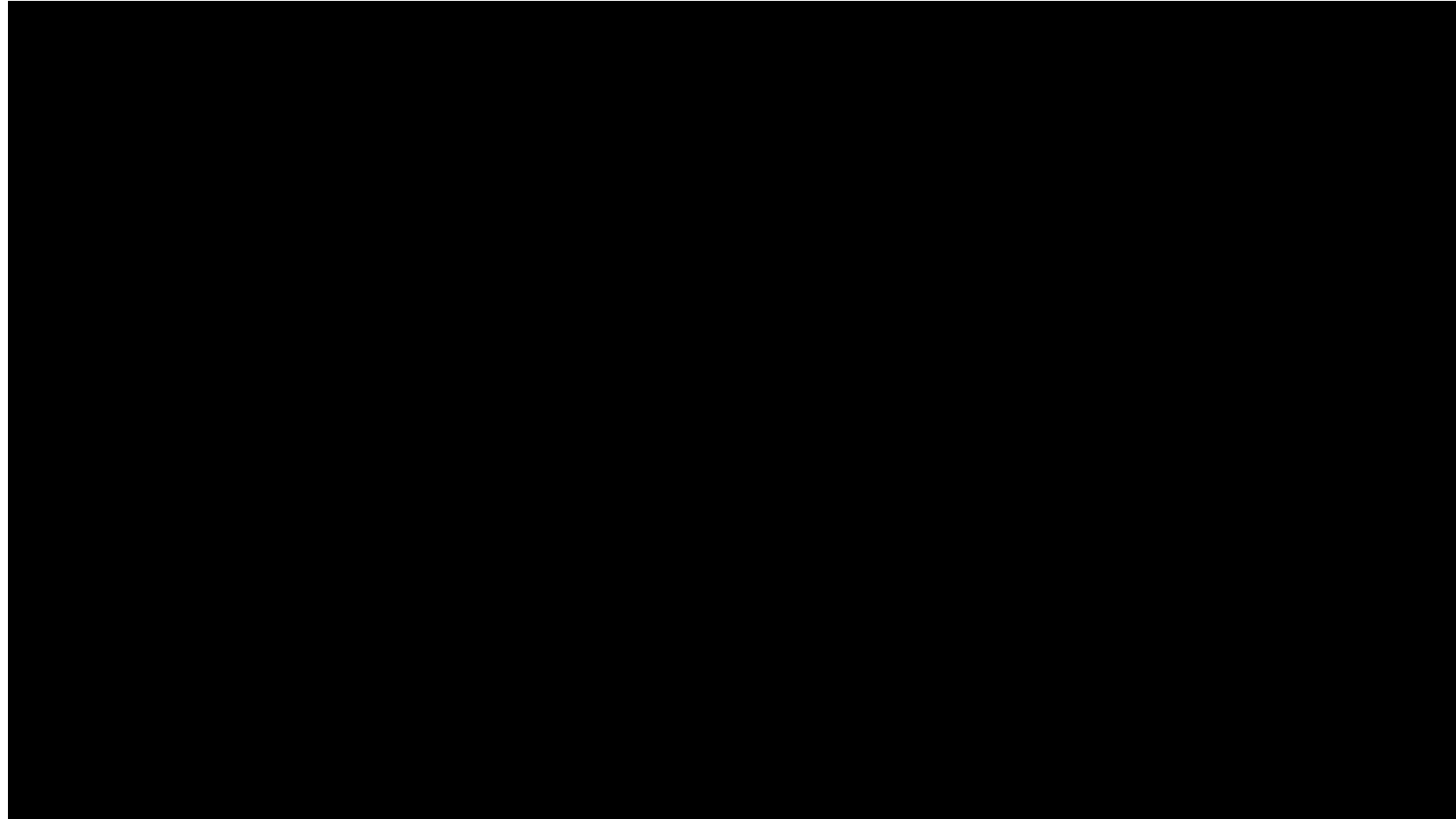
RaptorPAL



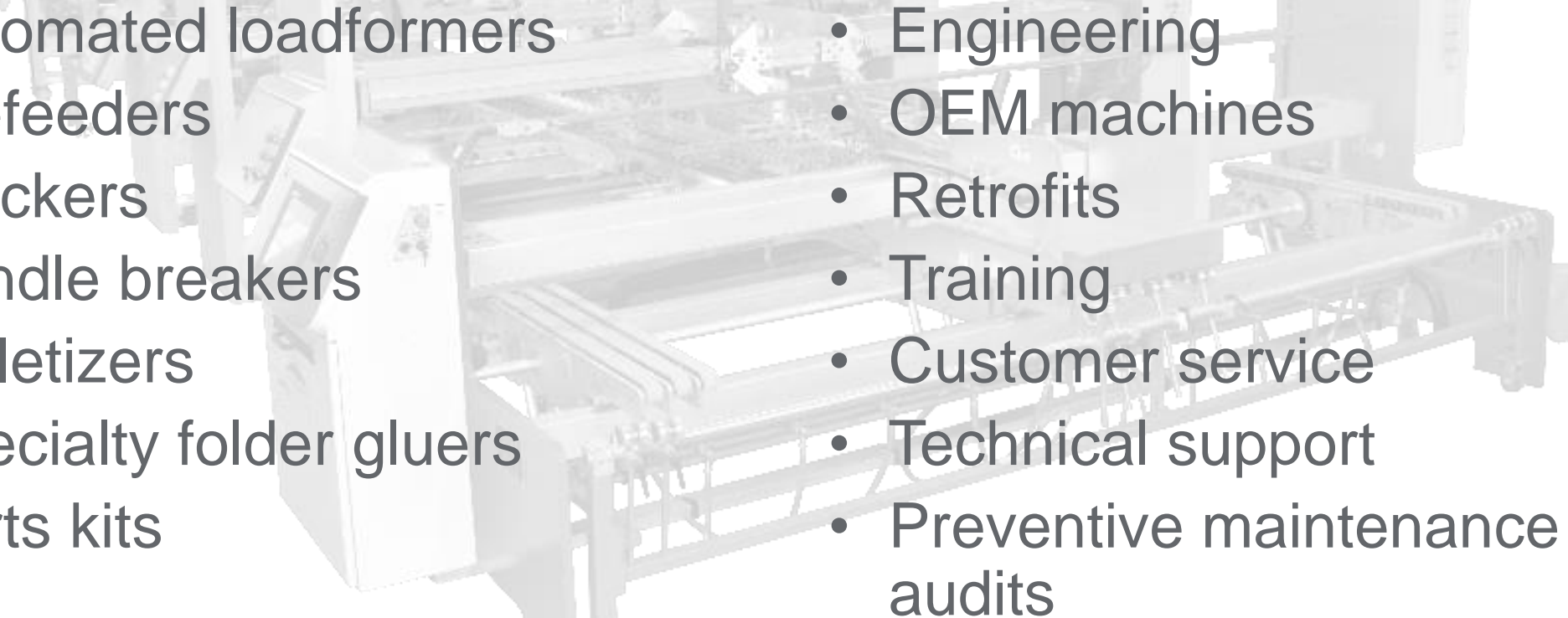
UltraPAL



Vision System



Products & Services

- 
- A large industrial machine, likely a palletizer or stacker, with "J-mark 5 XP" branding on its side. The machine is shown in a faded, semi-transparent view, serving as a background for the text.
- Automated loadformers
 - Prefeeders
 - Stackers
 - Bundle breakers
 - Palletizers
 - Specialty folder gluers
 - Parts kits
 - Engineering
 - OEM machines
 - Retrofits
 - Training
 - Customer service
 - Technical support
 - Preventive maintenance audits



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