

Iberian move brings quick success

A few months after their collaboration started, IMCO and Demarex have received the first order from Spain.





Delfi Feed Placer over a wrapper chain



3 robots Delfi Feed Placer feeding a wrapper chain

New agent, new challenges

At the start of 2006, Representaciones IMCO became the new Demarex agent for Spain, providing a challenge for both companies. Without any previously installed base in Spain, Demarex has great hopes for this new agent. On the other hand, pride was at stake for IMCO and it made efforts to get its first order as soon as possible.

Top quality customer

ARLUY is a family-run cookie making company that combines the knowledge of several generations. The company is forward looking, with a young, yet experienced, staff utilizing the latest technological innovations.

The high level of specialization acquired by ARLUY has led it to focus on the market for filled cookies and specialties. It markets 50 varieties in different flavors, sizes and formats, with the same variety found in its packaging.

Delfi flexibility

The enormous variety of product and packaging could only lead ARLUY to choosing Delfi Demarex for its packaging needs the capacity of the Delfi enables it to fill the chain of a wrapper with cookies, either singly, in a pile of two to five, in two piles simultaneously, or in blisters, without any modifications having to be made. Such performance sees the Delfi leave all its competitors in its wake. The capacity, flexibility and the Delfi's very powerful controller, which uses the last technology to drive up to four robots, offered a very attractive solution for ARLUY.

High speed delta robots

The Demarex Delfi Feed Placer is a vision-guided high-speed Delta Robot with one to four robots. It accepts randomly oriented, incoming product flow on a wide conveyor belt and places the product directly into the moving flights of the wrapper with smooth efficiency. Demarex also offers custom designed robotic end effectors to pick up a large variety of

products and feed them either singly or in multiples per flight.

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