



Laboratory Testing CASE STUDY

A global leading provider in food, environment and pharmaceutical product testing depends on automation technology that works consistently to deliver accurate data results to their customer, which ultimately impacts consumer safety. JHFOSTER's vast automation knowledge, experience, and their ability to deliver a comprehensive solution, uniquely positioned them as an ideal and valued partner.

Creating a consistent testing environment can be challenging when the potential for human error is a factor. Our customer needed to consistently process samples while reducing labor requirements from key employees, however, due to their daily throughput requirements, the few powder processing machines that had previously been used were no longer an option.

JHFOSTER, recognized as an industry leader in innovative automation solutions, worked with the customer to develop a proof of concept using collaborative robots by Universal Robot and other automation components to accurately dispense powders, maintain cleanliness to prevent cross contamination, and reach their throughput target.

By implementing an automated solution, valued at \$722,982, the customer was able to reduce labor costs by allowing their scientists to focus on more meaningful contributions versus repetitive tasks, like manually weighing products.

As a comprehensive solutions partner, JHFOSTER's customer relationship extends beyond selling and installing a product. We strive to walk beside our customers throughout the life cycle of their solution. To ensure they are maximizing their investment, we additionally provided collaborative robot training so our customer could safely and efficiently program and operate their technology with confidence. As a result, today, our customer is consistently processing samples with improved accuracy to deliver the most accurate data to their customer.

As JHFOSTER expands its automation capabilities through strategic acquisitions, our customer is in development to implement similar powder testing systems across their laboratories in the United States and Europe. As a trusted partner, they are confident that JHFOSTER will continue to recommend, source, and implement the best solutions for their unique applications to position them for success and maximum return.

TECHNOLOGY » Automation components
Universal Robot cobot

PROJECT VALUE » \$722,982

SERVICES » On-site commissioning
Training of automated dispensing equipment

ROI » Reduced labor costs
Improved accuracy