

## Further growth in automated layer picking

### **Qubiqa is experiencing a growing demand and interest for its innovative Layer Picker® from businesses within food retail and distribution.**

With an estimated share of 40 percent in the total market of automated layer picking, the Qubiqa Layer Picker® dominates in food retail. Since the year 2000, Danish Qubiqa has sold and installed 350 solutions with their patented de-palletizing Layer Picker® in Europe, USA, Canada and Australia. Looking into the future, layer picker solutions seem to have great potential. So far these solutions have mostly been requested by food retail and distribution customers.

While Qubiqa sees an opportunity to increase the market share in food retail significantly, there is also an increasing interest for the solution from mid to large scale FMCG food producers aiming to adapt to the new customer trend with less volume but more frequent supplies of goods.

Furthermore, third-party logistic companies value the opportunity to top up pallets in order to utilize the full capacity of the trailer and supply pallets that fit the customer distribution system in terms of maximum pallet heights.

#### **No pressure marks**

The Qubiqa Layer Picker® is unique as it uses both vacuum and clamp pressure. The vacuum is sectioned by 280 valves in the picker and mechanically locks the parts of the layer which might cause pressure loss. The clamp pressure is made with inflatable bellows adapting to the contours of the layer.

This combination makes it possible to pick up the layers, for example by utilizing a great deal of vacuum and a low pressure clamp – or other mechanical combinations of the two technologies. This way, the handling of the layers is always adjusted according to the type of products. This makes it possible to handle different types of layers without leaving pressure marks.

This allows it to pick up any type of product with a flat bottom, including trays and display cases with loose lids. The Qubiqa Layer Picker® lifts up to 98 percent of all product types within food retail – with the possibility of lifting several layers at a time and layers with voids.

In order to meet various needs, the Qubiqa Layer Picker® is available in three different types and can be installed on either a hoist, a robot or a gantry.

#### **Growth potential in new markets**

Out of the 350 already installed solutions, more than 70 of them were purchased in 2015. Even though 2015 was a record-breaking year, 2016 looks even more promising. In 2016 Qubiqa therefore predicts an even further growth in the market for automated layer picking.

The company's growth rates from previous years will be repeated and become even steeper as markets in Eastern Europe and Asia continue to focus more and more on automation. Qubiqa will maintain a leading role in the market for automated layer picking and will do so by constantly focusing on innovation and putting value into adding new features to the Layer Picker® solutions.