

Sorting Out Automation Needs: Finding the Ideal Partner and the Right Fit



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Q What are some common misconceptions about automated sorting systems?

A That automation replaces people entirely. Automated systems are more about enhancing human productivity. They free up workers from repetitive, physically demanding tasks, allowing them to focus on higher-value activities.

We're facing a labor shortage, so it's crucial to value our existing workforce and equip them with the tools to succeed. Automating repetitive tasks allows people to leverage their strengths and expertise, ultimately leading to a more efficient and successful operation.

Q What advice would you give companies starting the selection process for a sorting system?

A Choosing the right sorting system provider can make all the difference. It's not just about finding a specific system—it's about finding a partner who understands your business.

The ideal provider will work with you, taking the time to assess your specific needs. This means understanding your space constraints, your current workflows, and the unique challenges you face in your operations. They should be able to come on-site and see your facility firsthand.

But the best partnerships go beyond the initial sale. A forward-thinking provider will design a sorting system with scalability in mind. They should consider your potential future needs and be able to adapt the system as your business grows and technology advances.

Finally, look for a provider who's committed to a long-term partnership. They should have readily available technical support to address any issues and be there to answer your questions. Ultimately, a true partner will be invested in your long-term success.

Q What additional factors should be considered?

A Finding the perfect fit for your sorting needs goes beyond the sorting function itself. Consider maintenance requirements, standardization of parts in need of replacement and repair, reliable service, and high-impact automation. Often, strategically applied automation can address a significant portion of your sorting challenges: 80% of the work can be done with a 20% investment in automation.

For example, one of our customers considered a large, expensive system. However, through a thorough analysis, we were able to identify key areas for automation that could achieve significant efficiency gains with a much smaller investment. Six years later, they never needed the larger sorting system.

Q How do your solutions address evolving sorting requirements?

A We don't believe in one-size-fits-all solutions. Instead, we take the time to understand your specific environment and pain points. We then design a system that integrates seamlessly within your existing space and directly addresses your bottlenecks.

We also understand business volumes fluctuate. That's why we champion the combination of automation with guided technologies. This gives you the flexibility to manage the ebbs and flows of your operation.