

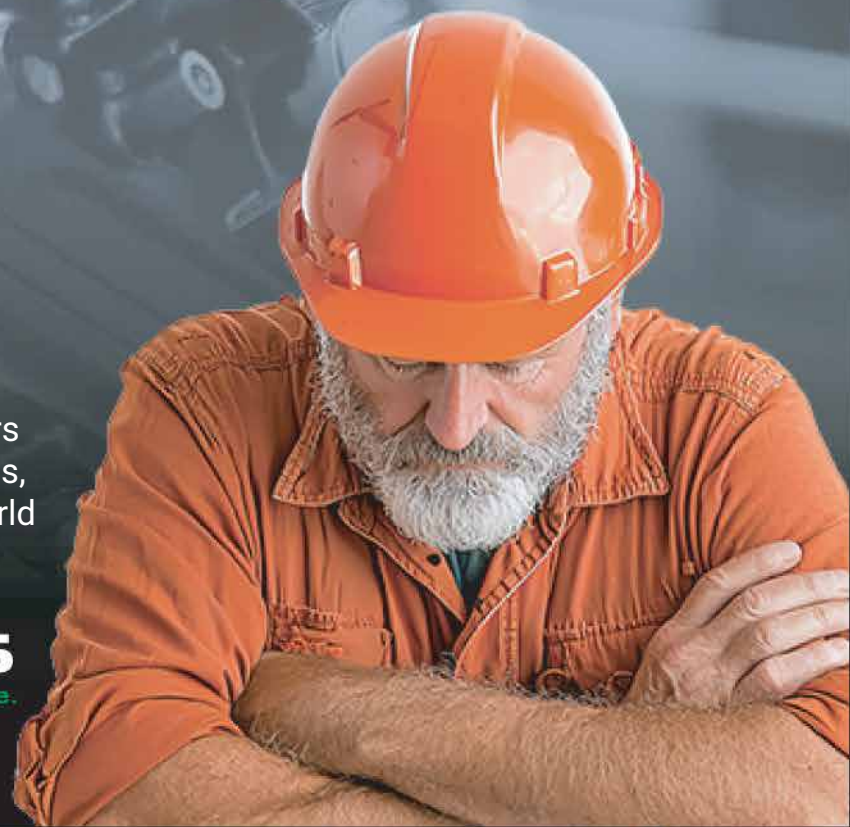


How to Solve the 5 Biggest Manufacturing Pain Points

Without Hiring More People

A practical guide for midsize manufacturers struggling with labor shortages, rising costs, and inconsistent output—featuring real-world solutions powered by collaborative robots

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WELCOME LETTER

Dear Manufacturer,

We know the pressures you're under. Every week, we hear from plant managers and operations leaders who are doing everything they can to meet demand, keep workers safe, and stay on budget—all while struggling to fill open positions or hold onto the people they already have.

This guide was built for you.

You don't need a robotics team or a high-tech facility to start using automation. Today's collaborative robots (or "cobots") are made for facilities like yours. They're compact, safe, easy to program, and built to solve real-world labor and production challenges—without replacing your people or overcomplicating your operation.

Let's look at the 5 most common problems you may be facing right now—and how cobots can help



CHAPTER I

LABOR SHORTAGES

The Pain Point: Open jobs that no one wants to fill. Second shifts with no takers. Production deadlines that can't wait for staffing to catch up.

The Reality: Hiring has become harder, slower, and more expensive. Entry-level factory jobs are harder to staff than ever, especially for repetitive or physically demanding tasks.

How Cobots Help: Cobots don't replace workers—they step in when you can't find enough. One cobot can cover an entire shift of machine tending, palletizing, or packaging, allowing you to:

- Keep production running without added headcount
- Maintain output with a leaner, more stable team
- Reassign your best workers to skilled, higher-value roles

Example: A Midwest manufacturer used a cobot to cover second shift palletizing. They saved \$68,000 in annual labor costs and eliminated the need to hire three part-time employees.



CHAPTER 2

LABOR SHORTAGES

The Pain Point: Your people are overworked. Absenteeism is rising. Turnover is constant. And training new hires is becoming a full-time job.

The Reality: Overtime pay adds up fast. Meanwhile, fatigue leads to errors, injuries, and burnout—especially on repetitive or physically tough tasks.

How Cobots Help: Cobots can work the second shift, weekends, or assist during high-volume periods. They:

- Reduce dependence on overtime
- Provide relief on hard-to-staff roles
- Give your team support (not competition)

Example: A food packager deployed a cobot to handle repetitive tray loading. Their full-time operators were reassigned to quality control, where they were more engaged—and more likely to stay.

CHAPTER 3

MISSED ORDERS & LOST REVENUE

The Pain Point: You're turning down business. Missing deadlines. Or falling behind because of bottlenecks that stem from limited labor.

The Reality: Every missed order is lost revenue—and possibly a lost customer. But hiring isn't always possible or fast enough.

How Cobots Help: Cobots instantly increase your capacity. They:

- Run overnight or between shifts
- Free up workers for bottlenecked areas
- Scale up production during surges

Example: A plastics plant used a cobot for injection molding part removal. It extended machine runtime by 20% and allowed the company to accept two new large-volume contracts.



CHAPTER 4

QUALITY AND CONSISTENCY ISSUES

The Pain Point: Rework. Scrap. Customer complaints. Your team is doing their best, but fatigue, turnover, and inconsistency are hurting quality.

The Reality: People make mistakes—especially under pressure or after long shifts.

How Cobots Help: Cobots deliver precision, repeatability, and round-the-clock performance. With sensors and vision systems, they:

- Apply consistent force, torque, and placement
- Inspect or verify parts and processes
- Catch defects that human eyes miss

Example: An electronics assembler added a vision-equipped cobot to their inspection line. Defect rates dropped 38%, and documentation improved for customer audits.



CHAPTER 5

FEAR OF COMPLEXITY

The Pain Point: You've never used automation. Your team isn't technical. You're worried about disruption, downtime, or needing outside expertise.

The Reality: Most manufacturers overestimate how difficult automation is today.

How Cobots Help: Cobots are designed for non-technical users. You can:

- Program them by hand or touch screen
- Set them up in days, not months
- Deploy them without a robotics team

Example: A mid-sized metal shop installed their first cobot for machine tending with help from an integrator. After one training session, operators were able to program and modify the cobot themselves.



BONUS

HOW TO GET STARTED

The operation cannot complete because of an unknown error.

- One task
- One shift
- One cobot

You'll be surprised how quickly the ROI adds up.

Let's identify your biggest pain point—and see how a cobot can help.

[Schedule a free Cobot Assessment]

We'll walk your floor, evaluate your operations, and help you take the first smart step toward solving your toughest challenges.

ABOUT US

We help manufacturers deploy collaborative robots to solve labor and production challenges quickly, safely, and affordably. Whether you're new to automation or ready to scale, our team is here to support you every step of the way.

Visit www.CobotWorks.org to get started.

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