



DELTA TECHNOLOGY

The Robotics & Automation Experts

Client Success Story Procter & Gamble Co.



Multinational company Procter & Gamble Co. manufactures family, personal, and homecare products. The fiber supplement Metamucil is manufactured in their Phoenix, Arizona plant. Brian Ponton, a Program Manager for the Arizona operation, oversees the productivity and automation programs.

When the plant needs an engineering company to repair or develop new equipment Brian sends out a Value Option, which begins with an online application for automation companies to bid on. Winning bids are selected on a job by job basis. The final decision is based on factors that include specific job requirements, and what the company is proposing as the solution, as well as the cost, and if they can meet the deadline.

For Brian, Delta Technology scores high on the list of manufacturers competing for bids due to their high-level of expertise and professionalism. "There is no such thing as a smooth project, and it's how Delta addresses these issues that sets them apart," he said. "They just find a way to make it happen and do it at the right price."

"The level of expertise and knowledge that comes from Delta makes the project go smoother... They just find a way to make it happen and do it at the right price"

**Brian Ponton,
a Program Manager**

Brian's first experience working with Delta was on the installation of a Vision System for the plant's BRB selection encapsulation monitoring. This is a process to verify that there is a security band on the capsules after they are coated.

More recently, Delta worked with Procter and Gamble's Phoenix plant on collaborative robot integration. Custom integration products were created that included an automated Pusher System to put bundles in place, as well as the alarm coding for the timing between the line and the robot. "They nailed it!" he said.

Brian describes how it can sometimes be a struggle to work with companies when issues arise after installation, but Delta stands out from the rest. "The level of expertise and knowledge that comes from Delta makes the project go smoother," he said. "If there's an issue that pops up after we've installed, they are immediately there to help out."

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Integration of
Automation Equipment



Custom Robotics



Machine Control
Software Development



Lean
Automation



Vision Guided
Robotics