GUIDE FOR PLANTS IN MEXICO · REVIEWED NOVEMBER 27, 2026

Budgeting a palletizer for a plant in Mexico in 2027

Price, lead time and floor space that manufacturers publish for a palletizing cell, the 2027 rules in Mexico, and the data to request quotes you can compare.

Approximate figures, for guidance only. This guide is for information: it gathers public data so you can build a reference budget. The exact price and lead time of your palletizer come from a Target Robotics sales advisor, in a quote built around what your line needs.

Five figures for the budget

US$120,000	12 weeks	46 hours	25 kg	62%
Published entry price of a complete cell with a new robot: CSi, s-Pal, from 95,000 euros (checked Nov 3, 2026).	Lead time Target Robotics publishes. Lead times published in 2025 and 2026 run from 5 days to 3 months (checked Nov 20, 2026).	Maximum workweek from January 1, 2027, with no pay cuts (DOF, Mexico's Official Gazette, Mar 3 and May 1, 2026).	Maximum load for men aged 18 to 45; 20 kg for women of that age (NOM-036-1-STPS-2018, Table 1).	Immediate deduction for new machinery in food and beverage from 2027 to 2030, with a certificate, under the income tax reform (DOF, Nov 13, 2026).

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How to use it. Take it to the budget meeting. Chapters 1 to 4 cover the amount, the date and the location of the cell; 5 to 7, the 2027 changes in law and taxes; 8 and 9 hold the questions and the data for each supplier.

Prepared by Target Robotics, Mexican palletizer manufacturer and authorized FANUC integrator, in San Luis Potosí. Every figure carries its source and the date it was checked. Prices are as published by each manufacturer and may change; have your advisor review the tax and labor parts.

1 What a palletizing cell includes

Two quotes with the same total can include very different things. These are the parts of a robotic cell and what to ask about each one.

PART	WHAT IT DOES	WHAT TO ASK
Robot	Picks the unit and places it on the pallet	Which model, and how much margin over gripper plus product weight
Gripper or end-of-arm tool	Holds the unit with vacuum, fingers or a clamp	How many formats it handles and how long a changeover takes
Infeed conveyor	Brings the product to the pick point and orients it	How many infeeds, and how much product it buffers if the robot stops
Pallet stations	One or two positions where the stack is built	Whether the robot keeps working while the full pallet leaves
Dispensers	Place empty pallets and slip sheets within the robot's reach	How many empty pallets fit in the stack
Full pallet outfeed	Takes it out of the cell by conveyor or forklift	Where it exits and who removes it
Safeguards	Fence, light curtains or area scanners	What the cell risk assessment requires
Control panel and screen	Run the cell and change the stacking pattern	Who in your plant will be able to change a pattern

What your plant usually provides

Floor and anchoring, electrical feed, compressed air, unloading with a forklift, line downtime for hookup and product for the tests. Ask for that list in writing in every quote, with dates.

What raises or lowers the price

FACTOR	LOWERS THE PRICE	RAISES THE PRICE
Speed	One unit per pick	Rows, several units per pick, a second robot
Load	Light, firm case	Heavy bag, weak case, fragile product
Lines	One line, one pallet	Several lines, several patterns at once
Pallet	Manual pallet handling	Dispenser, slip sheets, automatic outfeed
Environment	Clean indoor area	Dust, cold, washdown, food grade

Kaufman Engineered Systems, a manufacturer and integrator in Ohio, explains its prices with six factors: plant layout, gripper, customer specifications, control architecture, safety and case infeed (checked November 3, 2026).

2 What the market publishes on price

Almost nobody in Mexico publishes prices. These are references from foreign manufacturers and vendors, with the date they were checked.

WHO	WHAT	PUBLISHED PRICE	WHAT IT CLARIFIES
CSi palletising	s-Pal with a FANUC robot, entry machine	From 95,000 euros (US$120,000)	6 weeks in its announcement, deliveries from 2027. It does not say whether installation is included or whether it applies to Mexico
Kaufman (USA)	Complete robotic system	US$175,000 to US$550,000	Six cost factors. No published lead time
Atlas Robots (Spain)	Bag palletizer with a refurbished arm	50,000 to 130,000 euros	Ex works in Spain, before VAT, assembly and shipping
Rivas Robotics (Spain)	Turnkey project with a new robot	95,000 to more than 250,000 euros	95,000 to 150,000 euros with one or two lines; 150,000 to 250,000 with several lines

Source: each company's website (CSi, Kaufman, Atlas Robots and Rivas Robotics). CSi and Kaufman, checked November 3, 2026; Atlas Robots and Rivas Robotics, November 13, 2026 (the Atlas page says it was updated October 29, 2026). Prices are as published by each company and may change.

Why does Google show palletizing robots at MXN 150,000?

On November 13, 2026, a search for “robot paletizador precio” on Google Mexico showed palletizing robots from MXN 148,241.51 to MXN 1,957,500. The same grid mixes bare arms, cobots and used equipment. Before comparing, confirm whether the price includes the gripper, conveyors, control panel, program, safeguards, installation and startup.

Source: products Google Mexico showed for “robot paletizador precio”, seen November 13, 2026 without signing in. Prices are as published in each listing and change from day to day.

How to bring it into your budget

- US$120,000 is about MXN 2.2 million at the exchange rate of 18.6188 pesos per dollar published in the DOF on November 13, 2026 (Target Robotics calculation).
- Put every quote in the same currency, with and without VAT (IVA), and write down the exchange rate you used.
- Add what each supplier charges separately: freight, import, installation, training and spare parts.
- Add five years of maintenance: ask each supplier for its service contract or its hourly rate.
- If your plant is in food, beverage or chemicals, check the Plan México immediate deduction (page 8).

> **Approximate figures, for guidance only.** This guide is for information: it gathers public data so you can build a reference budget. The exact price and lead time of your palletizer come from a Target Robotics sales advisor, in a quote built around what your line needs.

3 Lead time and installation

Lead times published in 2025 and 2026 run from 5 days to 3 months, and few manufacturers say which event starts the clock.

WHO	WHAT THEY OFFER	PUBLISHED LEAD TIME	DATE
Robotiq	Preassembled cobot cell, 21 kg and 13 picks per minute	5 days	Data sheet, Sep 2025
CSi palletising	s-Pal, FANUC industrial robot and two pallet positions	6 to 8 weeks for delivery, and installation in days, in its brochure	Brochure, Sep 29, 2026
Robotiq, case in Ireland	Cobot with a custom gripper, two infeeds and slip sheets	10 weeks from order to installation	Case, Mar 2025
Comau	8 standardized configurations	Within 12 weeks	Checked Nov 20, 2026
Target Robotics	Palletizer with a FANUC robot, built in San Luis Potosí	12 weeks	Nov 13, 2026
Atlas Robots	Bag palletizer with a refurbished arm, from Spain	3 months from order confirmation	Updated Oct 29, 2026
Brenton	RPX configurable cells	From 14 weeks	Oct 12, 2018

How long installation takes in your plant

TYPE OF CELL	DAYS IN YOUR PLANT	SOURCE
Cobot cell	3 days; the third for training and testing	Robotiq, case, Mar 2025
Bag cell	One week with two technicians	Atlas Robots, Oct 29, 2026
Standard single-line cell	4 to 8 working days	RM Group, Aug 19, 2026
Multi-line system	1 to 3 weeks	RM Group, Aug 19, 2026
Integrated end of line	2 to 5 weeks or more	RM Group, Aug 19, 2026

Count back from the date you need

With a 12-week lead time, a cell you need delivered on March 1, 2027 must be ordered by December 7, 2026 (Target Robotics calculation with the published lead time, November 20, 2026). Ask in writing which event starts and ends each lead time: down payment, approved drawings, factory acceptance test (FAT) or signed site acceptance test (SAT).

Installation runs longer with more products or pallet sizes to test, grippers for several products, conveyors and dispensers, extra end-of-line equipment, a connection to the line PLC or warehouse systems, and floor, power or air left unfinished (RM Group, August 19, 2026).

4 Floor space, power and air

Before the robot arrives, someone in your plant will paint a rectangle on the floor. These are the dimensions manufacturers publish.

CELL	ROBOT	PUBLISHED FOOTPRINT	PALLETS	DATE
Premier Tech, RPL-1000	FANUC	6.35 x 6.45 m, 3.66 m high	2	Brochure, Sep 2025
Premier Tech, RPL-1000	FANUC	6.35 x 4.17 m, 3.66 m high	1	Brochure, Sep 2025
CSi palletising, s-Pal	FANUC R-2000iC/125L	5.5 x 2.9 m	2, on the floor	Sep 29, 2026
APT, MOD-PAL, in the FANUC catalog	FANUC CRX-30iA cobot	3.61 x 3.76 m (142 x 148 inches)	No data	Checked Nov 20, 2026
Pacteon, dual pallet, in the FANUC catalog	FANUC CRX-30iA cobot	3.10 x 2.06 m (122 x 81 inches)	2	Checked Nov 20, 2026
CSi palletising, c-Pal	FANUC CRX cobot	2.3 x 1.4 m, 2.8 m high	2, on the floor	Checked Nov 20, 2026

With those dimensions, the floor area runs from 15.95 to 40.96 m² with an industrial robot and from 3.22 to 13.56 m² with a cobot (Target Robotics calculation with the data sheets cited, November 20, 2026). BW Packaging recommends adding 30 to 60 seconds of product accumulation before the robot and room for a stack of 10 to 15 empty pallets; its typical complete cell measures 15 x 15 to 25 x 25 feet or more (May 18, 2026). Add the forklift aisle and maintenance access.

Power, air and floor

UTILITY	WHAT IS PUBLISHED	SOURCE AND DATE
Industrial robot power	FANUC R-30iB Plus controller: 200 to 575 V AC, three-phase, 50/60 Hz. The M-410iC/185 draws 3 kW on average	FANUC America: controller data sheet, 2024; robot data sheet, checked Nov 20, 2026
Cobot cell power	MOD-PAL: 120 V at 20 A	FANUC America catalog, checked Nov 20, 2026
Compressed air	14 SCFM, ideal 6 bar, 4.5 to 7 bar	Vention, industrial palletizer, Mar 25, 2025
Floor	An M-410iC/185 weighs 1,330 kg. Atlas Robots installs its bag cell on B25 concrete or better, with no civil works	FANUC America, checked Nov 20, 2026; Atlas Robots, Oct 29, 2026
Network	The R-30iB Plus talks to the line PLC over EtherNet/IP, PROFINET or EtherCAT, among others	Controller data sheet, 2024

5 What NOM-036 requires

NOM-036-1-STPS-2018, Mexico's federal standard on manual handling (DOF, November 23, 2018), applies to loads of 3 kg or more handled more than once a day (sections 2 and 4.14). For the budget, the key items are the maximum per person, the cumulative mass of the workday and the risk assessment.

WHO HANDLES THE LOAD	MAXIMUM
Men aged 18 to 45	25 kg
Women aged 18 to 45	20 kg
Men over 45 (*)	20 kg
Women over 45 (*)	15 kg
Workers under 18	7 kg
Pregnancy and up to 10 weeks after giving birth (†)	10 kg plus other rules

Source: Table 1; pregnancy and postpartum, 8.3, item b), sub-item 1). (*) With a medical assessment; if the physician approves, they may reach the 18 to 45 maximum. (†) 8.3, item b, sub-item 1: loads over 10 kg, forced postures and repetitive movements over prolonged periods that require abdominal or lower-limb effort are prohibited; a physician sets the maximum mass.

Cumulative mass

Cumulative mass of manual transport: 10,000 kg per 8-hour workday for distances under 10 m, and 6,000 kg up to 20 m (8.3, item b, sub-item 5). At 25 kg per unit, that is 400 units in the shift. A line running 4 bags of 25 kg per minute moves 48 metric tons in 8 hours (Target Robotics calculation): it takes several people or a machine.

Risk assessment

Mandatory since March 31, 2024 (agreement published in the DOF on September 23, 2022). Each activity (lifting or lowering, carrying, team lifting, pushing or pulling) is scored separately, 0 to 32 points, with Appendices I and II: 13 to 20 requires prompt action with control measures under an ergonomics program, and 21 to 32 requires stopping the activity and applying those measures.

If the load exceeds the limits

MEASURE	WHAT THE STANDARD SAYS	WHEN IT FITS
Team lifting	Two people handle two thirds of the sum of their capacities; three people, half	Occasional units, a few per hour
Split the load	Smaller bags or packages	When the product and the customer allow it
Handling equipment	Carts, hand trucks, pallet jacks	Moving the load or the pallet
Machinery	Machines, vehicles or equipment to lift, lower, move or stack, such as forklifts, hoists and conveyors (4.15)	High volume, 2 or 3 shifts: a robotic palletizer

For the budget: if the assessment calls for control measures, they go into the ergonomics program with dates no more than one year out (8.4 and 8.5). If the unit exceeds Table 1, the standard calls for team lifting, handling equipment or machinery, or splitting the load (8.3, item b, sub-item 3).

Source: NOM-036-1-STPS-2018, Diario Oficial de la Federación, November 23, 2018, sections 2, 4.14, 7, 8.3 to 8.5 and Appendices I and II; agreement amending its Second transitory article, DOF, September 23, 2022. Checked November 25, 2026. For information: have your legal advisor review your case.

6 The workweek from 2027 to 2030

Two decrees lower the maximum workweek from 48 to 40 hours, in steps and with no cuts to pay or benefits: the one of March 3, 2026, which amended Article 123 of the Constitution, and the one of May 1, 2026, which carried the change into the Federal Labor Law (LFT).

FROM	MAXIMUM WORKWEEK	WEEKLY OVERTIME CAP	COST OF EACH HOUR VERSUS 48 HOURS
Jan 1, 2027	46 hours	9	4.35% more
Jan 1, 2028	44 hours	10	9.09% more
Jan 1, 2029	42 hours	11	14.29% more
Jan 1, 2030	40 hours	12	20% more

Source: DOF, March 3 and May 1, 2026 (second and fourth transitory articles of the LFT amendment; the seventh bars cutting pay, wages or benefits). Cost per hour: Target Robotics calculation of November 3, 2026, 48 divided by each year's workweek, with weekly pay unchanged.

How many people the same line needs

CREW AND WEEKLY COVERAGE	2026, 48 H	2027, 46 H	2028, 44 H	2029, 42 H	2030, 40 H
2 per shift, 3 shifts (144 h)	6.0	6.3	6.5	6.9	7.2
4 per shift, 3 shifts (144 h)	12.0	12.5	13.1	13.7	14.4
6 per shift, 3 shifts (144 h)	18.0	18.8	19.6	20.6	21.6
2 per shift, 2 shifts (96 h)	4.0	4.2	4.4	4.6	4.8

Target Robotics calculation with assumptions, November 3, 2026: every crew at the maximum workweek, without vacations or absenteeism. The formula is people per shift, times hours of coverage, divided by the workweek, and it applies to any job on the line.

What changes in the 2027 budget

- From January 1, 2027, the same weekly pay is spread over 46 hours: each hour worked costs 4.35% more for a shift that works 48 today.
- Concanaco Servytur reaches the same 4.35% and estimates that, if the minimum wage rises 10% to 12% in 2027, the hourly wage cost would rise 14.8% to 16.9% (Publimetro, November 3, 2026). It is a business chamber's projection.
- The general minimum wage in 2026 is MXN 315.04 a day (DOF, via IDC, December 9, 2025).
- Overtime is paid at 100% extra, up to 4 hours a day on no more than 4 days, within each year's cap (Article 66). Hours above the cap cannot exceed 4 a week and are paid at 200% extra (Article 68).

Review your case with your labor lawyer: Article 61 sets 8 hours for the day shift, 7 for the night shift and 7.5 for the mixed shift, and each shift reaches its step in a different year.

7 Plan México immediate deduction

The Plan México decree, part of the federal government's economic plan, published in the DOF on January 21, 2025, lets companies deduct a single percentage of the original amount of new fixed assets, acquired through September 30, 2030, in the year of the investment, in place of the annual rates of the Income Tax Law (Ley del ISR). A robotic palletizer counts as machinery and equipment, and the percentage depends on the activity where it is used (Article Second, section II).

ACTIVITY	REGULAR ANNUAL DEDUCTION (ART. 35, INCOME TAX LAW)	IMMEDIATE IN 2025 AND 2026	IMMEDIATE FROM 2027 TO 2030
Milling of grains, sugar, edible oils	5%	56%	49%
Pulp and paper	7%	64%	58%
Food and beverage, other than the above	8%	67%	62%
Chemicals, rubber and plastics, printing	9%	70%	65%
Other activities not specified	10%	72%	67%

Source: DOF, Plan México tax incentive decree, January 21, 2025, and decree amending the Income Tax Law, November 13, 2026, for 2027 to 2030; Income Tax Law, Article 35, which that reform leaves unchanged. The base is the original amount of the investment: the machine plus installation, assembly, freight and transport insurance, before VAT (Article 31 of the Income Tax Law).

Who can use it

Companies under Title II of the Income Tax Law or under the simplified trust regime (RESICO), and individuals with business activity (Article First). It requires an active RFC (Mexican tax ID) with a tax mailbox, a positive compliance opinion, an investment project and a certificate from the Evaluation Committee. The asset must be new, meaning used for the first time in Mexico, and stay in use for at least 2 years after the year it was deducted.

The certificate and its maximum timeframes

STEP, UNDER THE COMMITTEE GUIDELINES (DOF, MAR 21, 2025)	MAXIMUM TIMEFRAME
Document review (guideline 10)	6 business days, plus 3 to fix missing items
Referral to the Committee (guideline 11)	4 business days
Committee decision (guideline 11)	30 business days
Certificate issued (guideline 12)	7 business days
No certificate after 3 months (guideline 12)	The request is deemed denied

What it is worth in cash

For every MXN 100 of price in food and beverage, at a 30% income tax rate, the immediate deduction leaves MXN 16.20 more in cash in the first year at 62% (2027 to 2030) and MXN 17.70 at 67% (2026). In present value, at 12%, the advantage is MXN 1.47 and MXN 2.80. The machine price is paid in full (Target Robotics calculation with assumptions, November 3, 2026: regular deduction of 8% a year, enough taxable profit every year and the machine in use for 15 years). With a discount rate below 9.7%, the regular deduction wins in the 62% case; and with inflation of 3.5% a year (assumption), the 62% case ends MXN 1.09 behind for every MXN 100.

From January 1, 2027 the incentive sits in the transitory provisions of the Income Tax Law, with the same percentages for assets acquired through September 30, 2030 and with a certificate from the Evaluation Committee (DOF, November 13, 2026). The Committee's new guidelines are due by January 31, 2027. It is an example calculation: have your tax advisor review your case.

8 How to compare quotes

To compare quotes, all of them must come from the same data (page 10). Review each proposal row by row.

ROW	WHAT IT SHOULD STATE	QUESTION THAT SETTLES IT
Scope	Robot with brand, model and payload; gripper; conveyors; pallet and slip sheet handling; stretch wrapping if it applies	Which equipment in my drawing is left out?
Speed	Sustained cases per minute with your line's case and pattern	Does that figure include the pallet change?
Controls	PLC, screen, control panel and signals with your line	Which signals must my line provide?
Safety	Fence or scanners, risk assessment and safety functions	Is it charged separately?
Installation	People, days, travel expenses and assembly	Who provides anchors, electrical feeds and air?
FAT and SAT	Place, product, speed and acceptance criteria	What happens if it does not reach the speed?
Lead time	Start date, milestones and end date	Does it count from the down payment or from approved drawings?
Training	Days, place, number of people and syllabus	Is it in the price or quoted separately?
Warranty	Length, start and covered parts	Does it start at shipping or when the SAT is signed?
Service	Coverage, response times and spare parts	Who answers at night?
Spare parts	Recommended list with prices	Which ones are stocked in Mexico?
Documents	Manuals in Spanish, diagrams and program backup	What do I receive and when?
Terms	Currency, VAT, freight, import, payments and validity	Which exchange rate applies?

To put them on a single sheet

1. Convert everything to the same currency, with and without VAT, and write down the exchange rate.
2. Put one supplier per column and copy the 13 rows of the table.
3. Turn each empty cell into a question by email.
4. If one supplier charges separately for what another includes, add it with the price it gave you.
5. Add five years of maintenance and ask for the FAT protocol with the speed to be measured.

"Compliant" is a manufacturer's statement, backed by calculation and validation; "certified" requires a third party. If someone writes "certified", ask for the holder, the scope and the number.

9 The data for a quote

These are the six items of the line data sheet Target Robotics publishes. With them, a manufacturer defines the machine and the layout in your plant. Send the same data to every supplier.

1. What you palletize

☐ Cardboard cases ☐ Bags or sacks ☐ Bottles, cans or jugs ☐ Pails, tubs or trays ☐ Other

Product, in your words _____

Dimensions, cm (L x W x H) _____

Weight per unit, kg _____

2. At what speed

Units per minute _____

In peak season _____

3. How many lines

Lines feeding the cell _____

Products or patterns _____

4. Your pallet

SIZE ☐ 1.20 x 1.00 m ☐ 48 x 40 inches (1.22 x 1.02 m) ☐ 1.20 x 0.80 m (euro) ☐ 1.10 x 1.10 m ☐ 1.00 x 1.00 m ☐ Other size _____

PATTERN YOU USE TODAY ☐ Column stack ☐ Interlocked ☐ Pinwheel ☐ Other or not defined

Final height with pallet, cm _____

☐ **I will send a photo of the finished pallet**

5. How many shifts

☐ 1 shift ☐ 2 shifts ☐ 3 shifts

People stacking per shift _____

6. Space and city

Free floor length, m _____

Free floor width, m _____

City or state of the plant _____

Notes line environment and target date

Company _____

Contact _____

With these six items, Target Robotics prepares the quote for your palletizer, from San Luis Potosí.

Request a palletizer quote: www.targetrobotics.com/en/request-a-quote