



Customer case

# Boosting your productivity through our expertise.

 **Tetra Pak**<sup>®</sup>  
PROTECTS WHAT'S GOOD

## Juice producer increases productivity thanks to maintenance contract and a partnership approach.

### Customer

An American juice producer.

### Challenge

To increase productivity, improve efficiency, and reduce waste in a plant with a complex line setup.

### Solution

A maintenance contract with Operational Cost Guarantee and a Total Productive Maintenance (TPM) program.

### Results

A partnership approach with open discussions created great improvements. Overall Equipment Effectiveness (OEE) increased by approximately 5%, and operational cost per 1,000 litres produced was reduced by over 10%. Furthermore, uptime was improved and waste reduced.

*Operational cost per 1,000 litres produced was reduced by over*

 **10%** ↓

## Customer challenge

Building on a long-term relationship with the customer, we initiated discussions about developing our partnership further. The meetings clarified that the customer wanted to increase productivity, improve their efficiency, and reduce waste. This juice producer's environment is complex – the plant has several types of machinery and equipment. To add to the challenge, they wanted to measure cost efficiency per line.

## Our solution

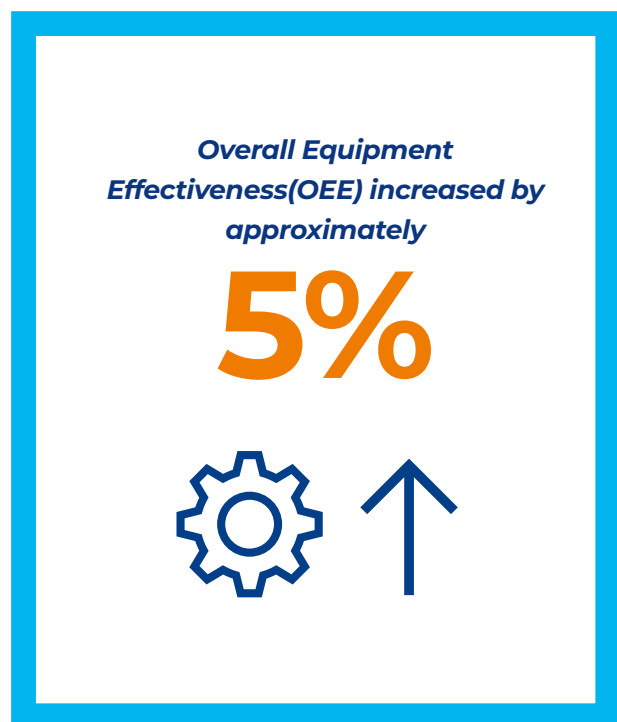
To both reach the targets and strengthen the partnership idea, we suggested a maintenance contract with an Operational Cost Guarantee and a TPM implementation. After a few months of planning and preparation, we were ready to start the implementation. The first step was to ensure that all equipment was in a condition that enabled us to increase productivity. The TPM approach means that everyone within the organisation, from top management to line workers, are involved in activities to maximise efficiency.

The complete setup includes:

- Preventive and corrective maintenance
- Parts Control
- Training programs for operators and technicians
- Two onsite Service Engineers from Tetra Pak

## Results achieved

After completing the first two phases and starting the third, the guarantee was already met – we knew that the targets would be exceeded. OEE and operational costs were improved by several percent and there were significant reductions both in waste and downtime. We followed up progress in monthly reviews with the plant manager. Here, the common goal was to get rid of all potential road blocks. Overall, the success has created a very positive atmosphere, transparent discussions, and a great working relationship.



---

## Tetra Pak® Services

Tetra Pak® Services cover every aspect of your food production, from daily routines to business insights. Our tailored service solutions improve performance, optimise costs and ensure food safety throughout the lifecycle of your operation. With Tetra Pak as your partner, you get the people, portfolio and presence to achieve your performance goals.

Find out more about Tetra Pak® Services at [tetrapak.com/services](https://www.tetrapak.com/services)