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FETTE COMPACTING MAGAZINE 2014

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QUALITY’S A MATTER OF ATTITUDE
We talked to Dr Thomas Zimmer, Vice President, European Operations, ISPE

TECHNOLOGY stands for all tableting technology products – from tablet presses to process equipment to tableting tools.

SERVICE includes all services relating to machines and equipment, such as procuring spare parts, modernising machinery and technical field service.

COMPETENCE covers all process-related services. These comprise training programmes, product trials, support with applications and OEE, as well as engineering.

PRODUCTION ON A GLOBAL SCALE
Rainer Krugmann, Global Sales Director at Fette Compacting talks about developments and demands on pharmaceutical production

SPARE PARTS: NO ALTERNATIVE
Quality control by applying OEM spare parts

REMOTE SERVICE
The new Service Portal enables fast and direct assistance worldwide
Dear readers

Delivering healthcare to a rising global population is, and will remain one of mankind's biggest challenges in the future. In the next few years, millions of people will gain access to basic healthcare for the first time. At the same time, new medication and procedures will enable better treatment of illnesses.

The good news for us as a supplier of tableting technology is that the tablet will remain the most common method of administering medication for the near future. However, that's not a reason to rest on our laurels. Quite the opposite in fact. It's only possible to provide medication in the quantity and quality required and at the lowest prices possible if we deliver efficient and safe tablet-manufacturing solutions to our customers.

This is the mission that inspires us at Fette Compacting each and every day and which is also reflected in our company slogan of “be efficient”. To us efficiency means not just delivering the superb technology to our customers, but being at their side through all phases of tablet manufacture – from galenics to volume production – with special service, training and consultancy offerings.

We'll be showing you this range at interpack 2014 under the banner of “New dimensions in efficiency”. We're delighted that we'll be celebrating the global premiere with you of our latest tablet press, the FE75. As a double-sided rotary tablet press for producing large batches, the product complements the completely redeveloped FE Series. We'll also be presenting our bigger OEE consultancy portfolio and our new Excellent United Service Portal in conjunction with our partners. The portal will allow direct, round-the-clock access at the touch of a button to our specialists. The idea behind our offering is to help you to tap into new dimensions of tablet manufacture. Take the opportunity to get informed.

Yours sincerely

Olaf J. Müller
CEO LMT Group
Division President Fette Compacting

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Responsible for content according to German press law: Christian Pott
Editor-in-chief: Volker Reinsch
Editing and creation: Script Corporate+Public Communication GmbH
Design: Braun Engels Gestaltung
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What are the issues the pharmaceuticals industry faces today?
In research, the level of innovation regarding new pharmaceuticals is playing a major role. Faced with patents expiring for best-selling products, companies need to compensate for losses in sales by coming up with new products. Pivotal to pricing is that the medication offers real added value. In terms of operations, quality and compliance are the overarching issues at the moment.

Why is that?
Due to recurrent poor quality, the regulatory bodies have become more critical. The FDA in particular takes a rigorous approach and withdraws certification from companies that aren’t GMP-compliant. To companies this type of action can quickly mean a loss in sales worth millions.

Where do the causes for poor quality lie?
There are many explanations. Because of heavy demand, many companies work in three shifts. Consequently, factories and machinery wear out much faster. Furthermore, modernisation has come to a halt because once companies have had products and the associated manufacturing processes authorised, they don’t update these and apply for new official authorisation because they fear they won’t meet the requirements. Mainly though the commonly held opinion is that quality and efficiency are mutually exclusive. But the opposite’s true. Nothing’s cheaper than production processes where people, machines and methods interact perfectly. Quality’s a question of attitude.

What part does pharmaceutical engineering have to play?
European, and especially German engineers, are at the forefront by a long chalk. The demand from the emerging markets shows this is the case. Today, anyone who can afford to invest in producing pharmaceuticals, for example in Africa, doesn’t want to be left behind. They demand the best technology straight away. What’s more, engineering companies have an opportunity to support the pharmaceuticals manufacturers with service and training offerings. The need for the industry to act is pressing and will only increase in future. Companies equally lack the time to invest in external training courses. Anyone who’s in a position to convey expertise locally and to help improve efficiency and quality will be able to tap into exciting opportunities.

The drastic increase in the number of FDA warning letters is alarming
Between 2008 and 2013 the number of warning letters issued by the US Food and Drug Administration has risen more than fifteen-fold. The FDA sends the warning letters if production processes and environments don’t meet the required quality guidelines in accordance with Good Manufacturing Practice (GMP).

Nothing’s cheaper than production processes where people, machines and methods interact perfectly

GLOBAL PRODUCTION

Due to the mounting squeeze on costs, rising complexity and increasingly stringent regulations, more and more pharmaceuticals companies are switching to managing their value chains globally. Consequently the demands on OEMs are also changing. In addition to technology, comprehensive systems skills are required to improve productivity in the global production networks. We talked to Rainer Krugmann, Global Sales Director, about how these developments are changing the demands made on Fette Compacting.

Rainer, considering the growth potential in China and India is anyone bothering to invest in Europe and America at all? The pace in the pharmerging markets is remarkable. However, we shouldn’t forget that the majority of first-rate research and production of innovative medication take place in the traditional pharmaceuticals markets where most of the customers still live. This is where the squeeze on costs is enormous and companies are seeking ways of boosting the productivity of their machinery. The machinery is quite old on average, some of it dates back over 15 years. Anyone wishing to raise productivity will have to invest. The large pharmaceuticals companies in particular frequently no longer make a distinction between countries or regions, but manage their value chain globally. Businesses wishing to produce efficiently don’t look at individual sites but their whole network. This entails a fundamental change in quality.

How do pharmaceuticals companies’ global strategies affect the demands made on Fette Compacting? Quality and operational excellence are two core themes currently being discussed in the pharmaceuticals industry. Many people believe these two aspects are mutually exclusive. From the real world we know that state-of-the-art tablet presses are also the most efficient ones. However, you don’t need all the features for every product. Which is precisely why we offer our customer a wide range of solutions to suit different investment budgets and where they can be sure that the machinery and the process are GMP-certified. For their globalisation strategies, our customers are increasingly placing their trust in standardised processes, quality and machine specifications. As a result there’s still plenty of potential for cutting process costs and upping the flexibility of the production network. We’re being asked more and more to support our customers in this process.

What contribution can Fette Compacting make? We are the only manufacturer of tablet presses, with our operates a global network of centres of competence where our customers can access our entire range of services. In other words, if a company wants to set up or modernise production facilities in the US, Germany, Brazil, India and China, we can provide the infrastructure and above all the skills to train their personnel and enhance their productivity. Another important factor is that we employ local experts and managers at all our sites and therefore understand the significance of cultural differences. Based on this network we can supply our whole service, training and consultancy portfolio locally all around the world.

“ The major pharmaceutical companies manage their value chain globally and are seeking partners who can help them do just that.
ONE BILLION TABLETS

The FE55 in production at sanotact GmbH

Fette Compacting has developed a new generation of tablet presses to ensure top-quality tableting. The FE Series combines efficient production with ease of use. Field trials in real-world conditions played an important role during the development of the series, as one example drawn from food production shows.

At sanotact GmbH in Münster, the FE55 tablet press passed an exceptional quality test. The food specialist produces more than 4,000 tonnes of tablets and pastilles annually for the global market. The manufacturer has ten different generations of Fette Compacting machines in the pressing room.

In terms of production, sanotact complies with several international high-level quality standards which include the International Featured Standard Food (IFS), A-certification from the British Retail Consortium (BRC) and the Good Manufacturing Practice regulations (GMP) from the Food and Drug Administration. sanotact’s high-quality standards are the ideal basis for a field trial.

Maximum capacity

In the test, started in 2011, the main goal was to develop the FE55 tablet press at maximum capacity in real-world conditions. The machine exceeded expectations, as Thomas Breuer, Head of Design at sanotact explains: “Even during testing, the prototype showed that the press sets new standards in tableting. We tested it for eight hours at full capacity. The machine managed to cope without any problems. This experience demonstrated that it’s totally reliable”.

In March 2014, sanotact produced the billionth tablet on the FE55 tablet press. The company’s now using the FE55 to turn powder mixtures into double-layer tablets. With integrated segment technology, an EU19 turret and 60 die stations, the tablet press at sanotact achieves 250,000 tablets per hour on average (with a Pmax rotor, maximum output of 626,400 tablets per hour would be possible). It’s in operation for 14 to 16 hours daily.
André Henning, Head of Manufacturing at sanotact

How can you tell which tablet press is the right one for you?
It’s quite simple, it’s all about the product. The machine has to fit the product. It’s not just the maximum output that counts, but obtaining the highest average while maintaining quality at the same time.

Why did you pick the FE55?
A key criterion was that the FE55 press enables more equal distribution of the powder in the segments. Consequently, we can then guarantee a very high level of product stability, even in large batches.

What are your plans for the future?
First of all, we want to expand production of effervescent tablets. So we’ve ordered another FE55 tablet press. We’d also like to use the machines to launch new double-layer tablets where the powder was difficult to press in the past.

TRI.EASY: Simplicity as a design concept
Conversion and cleaning phases can be a complex and trying business for machines and operators, particularly when it comes to stubborn ingredients like liquorice. “After a large batch of liquorice pastilles, the whole inside of the tablet press can be discoloured black”, explains Thomas Breuer. “We liked the design of the machine because we can easily access all the parts. Therefore, we can enhance set-up and cleaning times, even in the case of difficult powder mixtures”.

The design and operation of the tablet press is based on the TRI.EASY design concept that Fette Compacting consistently implemented in the FE55. The design focuses on the operator and guarantees seamless production. All the machinery is operated using a completely new human machine interface. This press – and the FE35 model – have already won several prizes for the sophisticated concept, including the Achema Innovation Award, the red dot design award, the iF design award and the German Design Award.

THE FE55 IN OPERATION
You can find a video report on tablet production at:
http://tinyurl.com/one-billion-tablets

sanotact has already made more than one billion tablets with the FE55. During field trials the food specialist was already impressed by the performance of the single-sided rotary press and its ease of use. Afterwards sanotact placed the machine directly on the productionline.
FETTE COMPACTING

FE75

Productivity redefined

In the past, raising output meant increasing the sizes of tablet presses too. Now it’s the turn of the Fette Compacting FE75 to prove the opposite. With a base just two square metres in size and maximum capacity of over 1.6 million tablets per hour, the double-sided rotary tablet press is a new benchmark in tableting productivity. Furthermore, the new machine’s four pairs of compression rollers help process even powder and granulate that are hard to press.

Fette Compacting’s FE75 is the third model in the fundamentally redeveloped FE Series. The FE75 is the only double-sided rotary tablet press of its size that allows producers to press single and double-layer tablets and powder directly. Configured with FS12-dies and 115 die stations, the tablet press achieves maximum output of more than 1.6 million tablets per hour. The four compression phases allow manufacturers to work with two intermediate compression stations and therefore even to press products that are difficult to compress. Therefore, during direct pressing FS19-dies enable compression-dwell times that are 166% longer.

Production of bigger batches

The FE75 shares the technical highlights with the first two models in the series. These include the newly developed conical filling device, the precisely adjustable filling table, new types of compression rollers, the internal failure-free tablet chute and the new control terminal.

The FE75 has also been enhanced to handle big batches. For example, pneumatically controlled product scrapers have been integrated as a standard. These ensure constant contact pressure and minimise product losses. The filling devices fitted on both sides allow processing of even the most challenging product mixtures easily and reliably. And in conjunction with a closed curve pulling system, a newly developed lubricating system, where the head of the die and the shaft are separated, prevents contamination of tablets.

Superb vibration damping and easy turret replacement

The FE75’s two-component frame structure is also new and air cushioning in the feet ensures optimum vibration damping in the machine. Fette Compacting’s also treaded new paths when it comes to exchanging the FE75’s turret. The process (patent pending) involves lifting the turret with a lever mechanism over the compression rollers’ adjustment drive and then conveying it out of the machine on a support carrier made of carbon-fibre-reinforced plastic. As a result, virtually no additional effort is required by operators to change the turrets.

The FE Series machines create new benchmarks in efficient tableting. The FE75 allows us to offer our customers top productivity on a small space. On an area of two square metres, more than 1.6 million tablets can be pressed per hour.

Thomas Heinrich, Technical Director Fette Compacting
Machine Design
+ Housing of FDA-certified, high-performance polymer
+ Geometrically optimized surfaces for the easiest possible handling and fast cleaning
+ All product contact parts are made of stainless steel
+ AIO Interface on both sides of the machine
+ Windows flaps can be opened without connecting process equipment

New compression stations
+ New smooth-running compression rollers for ultra-simple handling
+ Four identical compression rollers
+ Single, direct compression and bi-layer compression
+ Direct compression with intermediate pressure of the compression stations
+ Compression with identical compression rollers and filling devices
+ Patented system allows for sampling in four seconds during production
+ Compression rollers can be moved quickly to a parking position for easy turret exchange
+ Extremely easy load cell exchange during product changeovers
What goals do you set for tablet production? Maximum output on the smallest possible space? Low procurement costs? Exceptionally reliable processes with highly effective substances? Fette Compacting has developed the right technology for any production scenario. The market leader’s entire portfolio of machines is shown on the next two pages. All machinery is certified to industry standards (GMP, CFR).

* Info in brackets: maximum number of die stations / max. output of individual tablets per hour

**FE SERIES: TOP EFFICIENCY**

These machines are the answer to uncompromising demands for efficiency. The FE Series combines maximum performance with exceptionally simple operation thanks to Fette Compacting’s TRI.EASY design. It’s quite simply a new benchmark in tableting.

**i SERIES: RELIABLE TECHNOLOGY**

From the hard-wearing segment turret to the dust-free curve space to the noise-proof machine casing, the i Series offers excellent technology from Fette Compacting right across the board. Consequently, you can produce pharmaceutical products in perfect quality.
P SERIES: FLEXIBLE USAGE

An increasing variety of products also raises the demand for machines that can easily and flexibly adapt to a large range of production requirements. To do so the P Series delivers all standard functions, without compromising on productivity, precision and industrial safety.

WIP + CONTAINMENT: SAFE PRODUCTION

Highly effective pharmaceuticals place special demands on pharmaceutical production. For WiP (Washing in Place) and containment devices Fette Compacting has developed a unique complete system that includes air management, a WiP centre, a electrical cabinet and an isolator.

GALENICS + LAB: EASY SCALE-UP

These machines are the first choice when precise galenics needs quick and direct implementation on production presses. The results are outstanding and can be transferred to production. And what’s more, the scale-up is easy and fast to carry out.
A DAY WITH THE FE35

Fette Compacting has tailored the FE35 tablet press to offer a competitive edge with flexible manufacturing, short change over and set-up times and high levels of availability. After 80 days in multi-shift operation for a German manufacturer of generic products, here’s the first report.

5.45 A.M. The operator prepares the FFE35 for the day. In the next two shifts the machine is to manufacture a million tablets from granulate and to switch to a new product. In 80 days the customer has produced 85 million tablets in 56 batches with the FFE35. With its EU19 turret, the machine presses 80,000 to 120,000 tablets per hour. At the same time the operators can monitor the whole pressing procedure via an HMI terminal. The machine and way it’s operated is based on the TRI.EASY design concept that focuses on functional excellence and ease of use won over the judging panels. Fette Compacting has also applied this concept to the other machines in the FE series.

1.45 P.M. Shift changeover. Some 800,000 tablets have been produced. The second shift is only scheduled to produce 200,000 tablets. However, the machine has to be completely reset beforehand and adapted to a new product. Older machines belonging to the customer took a long time to set up and led to interruptions in production. This is where the FE35 set a new benchmark. It produced 20 different products in the 875 hours it was in service. Cleaning and changing the machine were cut to six hours on average, or 20 per cent less. In this case operators also benefit from the TRI.EASY design that enables easy access to all components. To take just one example: the cam-controlled tablet chute through a column can be dismantled and reassembled in less than seven minutes and reassembled again.

9.45 P.M. The production target of one million tablets in two batches including set-up times has been achieved. But the FE35 won’t be standing still, but working flat out in a night shift to produce tablets until 6 in the morning.

Triple award-winner

The FE35 has already received three prestigious design awards. The accolades include the iF product design award 2013, the reddot design award 2013 and the German Design Award 2014. The TRI.EASY design concept that focuses on functional excellence and ease of use won over the judging panels. Fette Compacting has also applied this concept to the other machines in the FE series.
THE MACHINE RUNS AND RUNS

How consistent lifecycle management can significantly extend the durability of tablet presses

More than 5,000 Fette Compacting tablet presses are in service across the world. Today, tablets are still being produced on one of the oldest machines that dates back to 1968. But the technical characteristics are not the only factors that make a robust tablet press, as Lars Plüschnau, Head of Global Customer Support at Fette Compacting explains in an interview.

Lars, what makes a machine go on and on?
You gain a competitive edge if you observe and enhance the productivity and value creation of a machine systematically over its entire lifecycle. The same applies to a car, it needs good technology, careful handling and maintenance. It’s these last two points in particular where we can help companies to exploit their room for improvement. Normally the machines run round the clock. Staff turnover (especially in the growth markets) is high. Because demands have risen, many companies don’t have the leeway to let their staff take part in external training courses and consequently obtain the right skills. This has a negative impact on the availability and productivity of the machinery.

What can companies do to improve that?
Currently we’re noticing that customers are increasingly asking us how they can improve their existing machinery. The pharmaceuticals companies’ operational excellence programmes help encourage this trend. With the aid of performance indicators, many companies can for the first time pinpoint production efficiency more accurately and see what they can improve on. We’ve geared our range of services, for example with regard to OEE consultancy, to meet these very requirements. We analyse existing processes, give specific advice on where improvement potential lies, identify the investment required and state what customers stand to gain. Furthermore, we provide active support in implementing improvements and ensure that the customer achieves the targets set.

How impartial can this type of consultancy be when offered by you as an OEM?
Our consultancy services have to be impartial otherwise we’d lose credibility. Our expertise is the decisive factor. We’ve now completed 23 OEE tablet-consultancy projects. On average, the OEE level rose by up to 16 percentage points. Furthermore, customers initiated lifecycle management via these types of projects. In addition to regular service intervals, systematic preventative maintenance supported by a database and professional spare-parts management are other factors. Looking at the productivity and value creation of a machine regularly over its whole lifecycle (including machinery in operation for ten years or more) is the best way of achieving a sustainable competitive edge.

A sustainable competitive edge is possible if a machine’s productivity and value creation are analysed and enhanced systematically over its entire lifecycle
OEE CONSULTANCY

Production costs cut by more than 160,000 euros

Efficient tableting requires strong links in the chain, from the tablet press to the processing equipment to the operator. In real-world conditions, OEE (Overall Equipment Effectiveness) analyses have a good track record in gauging and improving the efficiency of whole machines. The following anonymised example records the progress and result of OEE consultancy services provided by Fette Compacting.

Low level of OEE in the pharmaceuticals segment – why?

The average level of OEE in pharmaceuticals production is only around 30 per cent (source: International Society for Pharmaceutical Engineering [ISPE]). That’s a relatively low figure, caused by unstable production processes or long cleaning cycles. Lars Plüschaus, Head of Global Customer Support at Fette Compacting explains: “Manufacturers often can’t fully exploit their machines’ capabilities. One of the reasons is that OEE support by companies offering purely consultancy literally ends at the machine’s door. However, if our consultants work hand in hand with manufacturers, pharmaceuticals companies can achieve real improvements. As a result, as regards best-in-class production OEE levels of up to 65 percent are possible”.

1. **The remit:** A pharmaceuticals company achieved production speeds of 180,000 tablets per hour. The company wanted to increase output sustainably.

2. **OEE analysis:** Fette Compacting experts observed the whole production process, including cleaning and set-up times and analysed all the data relevant to the machine and its components, for example of the turret and die. The captured data was compared with that of similar machines at different sites.

3. **The upshot:** After a short time it was clear that if the customer was prepared to make a one-off investment of 9,500 euros in minor technical enhancements to the machine, production could be increased to at least 250,000 tablets per hour.

4. **Implementation phase:** Once the customer had given his consent, the technical suggestions were applied. Then came the surprise: the machine even managed hourly output of 350,000 tablets. At 480 batches, annual production time decreased by 816 hours (40 per cent). Production costs dropped by 163,200 euros after a comparatively minor investment.
Production processes differ just as vastly as the demands on machinery operators. Tabletting depends heavily on their skills. Specific training courses increase the confidence of personnel handling machinery and equipment and have a positive impact on performance overall.

People are the most important link in the pharmaceuticals production chain. Even the most efficient technology can’t perform to the max if it’s operated incorrectly. It’s only when people, machinery and methods interact perfectly that top performance is the outcome. And this is where Fette Compacting’s training programme comes in. Modular in structure, it offers special programmes for any level. The content ranges from tableting fundamentals to special courses to electronics, to calibration and maintenance to two-day events that deal with galenics or Washing in Place procedures.

The trainers adapt each seminar to fit participants’ skill sets and their own specific production demands. Operating and maintenance personnel can also be trained on their own machines.

In-house seminars are especially attractive. Fette Compacting trainers work directly with operators on their own production lines. The advantages are that travelling times are minimal, personnel stays on site and operators can put what they’ve learned into practice immediately. Everyone taking part will receive a certificate compliant with 21 CFR clause 211.25 personnel qualifications.

3 questions to …

Fabian Prehn, Head of Training & Consulting at Fette Compacting

■ Who’s the training programme aimed at?
We tailor each course individually. Therefore, managers, research staff, machine operators or process and engineering consultants can all take part.

■ Do you need to sign up early?
Definitely. We restrict numbers to eight people. That way everyone gets the most out of the course.

■ How essential is the practical part?
It’s vital. Modern production machinery is available for practical sessions. Our technical department is the ideal backdrop for in-depth training.

Contact: training@fette-compacting.com
SPARE PARTS: WITHOUT ALTERNATIVE

The components of a tablet press are perfectly matched and run like clockwork. In other words, the quality of the system as a whole depends on each and every cog in the wheel.

In pharmaceuticals production, high quality and output are the result of long-standing machine and component development processes. Only when all components work together perfectly is reliable and efficient production guaranteed. Which is why Fette Compacting only uses OEM spare parts for maintenance or repairs on machinery and equipment. This applies to its own machinery and to process equipment that other manufacturers have provided. The spare parts guarantee machinery and equipment are robust and last a long time.

REMOTE SERVICE

Disruptions to production are enormously expensive. When a machine comes to a standstill, professional service is crucial in pharmaceuticals production.

Fette Compacting’s new Service Portal pledges swift help. As soon as the operator presses the service button on the machine’s control panel, a service technician answers from the terminal’s monitor. The technician then uses a webcam and remote access to provide a fast diagnosis and instructs the machine’s operator on how to locate and eradicate the fault. Fette Compacting’s service network is notified if the malfunction can’t be put right directly. Therefore, specially trained technicians can deliver local support to customers all over the world.

Professional maintenance management – prevention is better than cure

The Service Portal also helps to avoid downtime in advance. The portal has a comprehensive maintenance-management tool for this purpose. The data is exchanged via a secure, encrypted connection between the machine’s server and a client. This means that operators have an overview of key production data at all times. Fette Compacting and all other Excellence United partners belong to the Service Portal. Consequently, over 600 service personnel are available all over the globe to provide assistance at all levels of production quickly.
CUSTOMER-DRIVEN FOCUS

Worldwide Excellence United network grows

Since 2011, under the roof of Excellence United, Bausch+Ströbel, Fette Compacting, Glatt, Harro Höfliger and Uhlmann have been providing a comprehensive offering along the whole value chain of pharmaceuticals production – from product development to packaging. 40,000 machines belonging to the Excellence United partners are currently in service throughout the world. A glance at the companies’ sales figures indicates healthy growth potential. In addition to innovative, state-of-the-art machines and equipment, Excellence United has developed an in-depth service, consultancy and training offering that has consistently been expanded over the past few years. By founding Excellence United Marketing GmbH, the alliance has now created a new milestone in their future partnership. As well as a wide range of services, like the Service Portal, in eight working groups the alliance is developing technical partnerships and a standard quality management system.

New sales and services hubs were recently opened to ensure excellent local support to customers. These include Fette Compacting and Glatt and Harro’s sales and service office in Mumbai, India, a joint Bausch+Ströbel, Fette Compacting and Uhlmann agency in France and a sales agency in Egypt.

EXCELLENCE UNITED: BROAD ONLINE OFFERING

In the future, customers will be able to obtain detailed information on Excellence United’s product and service portfolio on the alliance’s new website. It will include an overview of the partner companies’ range of machines and direct access to the Service Portal. Furthermore, Bausch+Ströbel, Fette Compacting, Glatt, Harro Höfliger and Uhlmann will also supply information on individual line solutions and service areas like factory planning, OEE consultancy and training.

> www.excellence-united.com
NEW CUSTOMER CENTRE IN SCHWARZENBEK

On course for growth: in the next few years, the LMT Group will be investing round 12 million euros in Schwarzenbek as a production facility. Fette Compacting will be getting a new customer and development centre in the process.

Customers will benefit from a large number of machine acceptance rooms with cleanroom features.

As a result, testing of even more machines simultaneously under production conditions will be possible.

In the new rooms, Fette Compacting will test the machines with customers based on the established procedure for factory acceptance testing, or FAT to give it its acronym. The experts in Schwarzenbek will test all the customers’ machinery, from tablet presses to peripheral processing equipment.

“The bigger centre in Schwarzenbek will adopt a key role in our international network”, explains Olaf J. Müller, Division President Fette Compacting, when asked about the importance of the new building for Fette Compacting. Further centres of competence are located at the sites in China, India, South America and the US.

Advantages of the new customer centre

- New acceptance rooms with cleanroom features
- In-depth testing under production conditions possible
- More machines accepted after factory acceptance tests

NEWS

MEXICO AND TURKEY’S SALES AND SERVICE NETWORKS EXPANDED

Fette Compacting is adding two new branches to its global network. At the beginning of 2014, Fette Compacting founded a new sales and service company in Mexico City. The core team of four will look after the growing number of the company’s customers in Central America. Fette Compacting now has a total of three subsidiaries on the American continent. In conjunction with the Excellence United partners, Fette Compacting has also founded a new service hub in Istanbul for the Turkish market.

FETTE COMPACTING NANJING ENJOYS SUCCESS IN CHINA

Business at Fette Compacting’s Chinese subsidiary in Nanjing continues to be buoyant. In 2014, the branch will deliver the 300th machine made in China. This year, Fette Compacting Nanjing wants to make 100 machines of the P2020 and P3030 types. In the centre of competence in Nanjing, Fette Compacting now carries out more than 100 trials annually for customers.
NEW DIMENSIONS IN EFFICIENCY

FE75
WORLD PREMIERE AT INTERPACK 2014
www.fette-compacting.com