

hilite

The company magazine of the Hauni Group • No. 2_2022

Passion.
Precision.
Performance.

Ecosystem

Holistic offering
for customers'
objectives

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#strongertogether

**Hauni Group becomes
Körber Business Area Technologies**

More information from your personal contact person, on LinkedIn,
or at koerber-technologies.com from 1 September

**From
1 September
2022**



HAUNI
KÖRBER SOLUTIONS

Where are you on your journey to Factory of Excellence?

Hauni guides you to the factory of the future across your entire tobacco value chain



“More than the sum of its parts”

An orchestra is only as good as its conductor. What no-one would dispute in musical ensembles also applies to the interaction between different solutions in the increasingly complex world of production. A conductor is needed to ensure these individual solutions deliver more than the sum of their parts to our customers. We as the Hauni Group can and wish to amply fulfil this role using our variety of solutions, our knowledge of the tobacco industry and our extensive partner network. You can read on the following pages how we take on this role and provide highly practical assistance to our customers on their way to becoming a Factory of Excellence.

We also have perfect interaction in mind regarding our integrated end-to-end solutions for logistics. In this issue, we present these solutions alongside pioneering maintenance concepts and the role of sensor technology as a game changer in further development towards a Factory of Excellence.

We also explain different options available to you to get the most out of existing systems in the primary and secondary segments and keep them permanently at the cutting edge with customised updates.

Sustainability is also about future viability. That's why, in this edition of hilite, we also explain how we work together within Körber AG in this context and assist our customers regarding sustainability with a software tool.

I hope you enjoy an exciting read.



Jürgen Spykman
Chief Executive Officer



You will also find the current edition of hilite with all the stories, photos and links directly on the Hauni website.

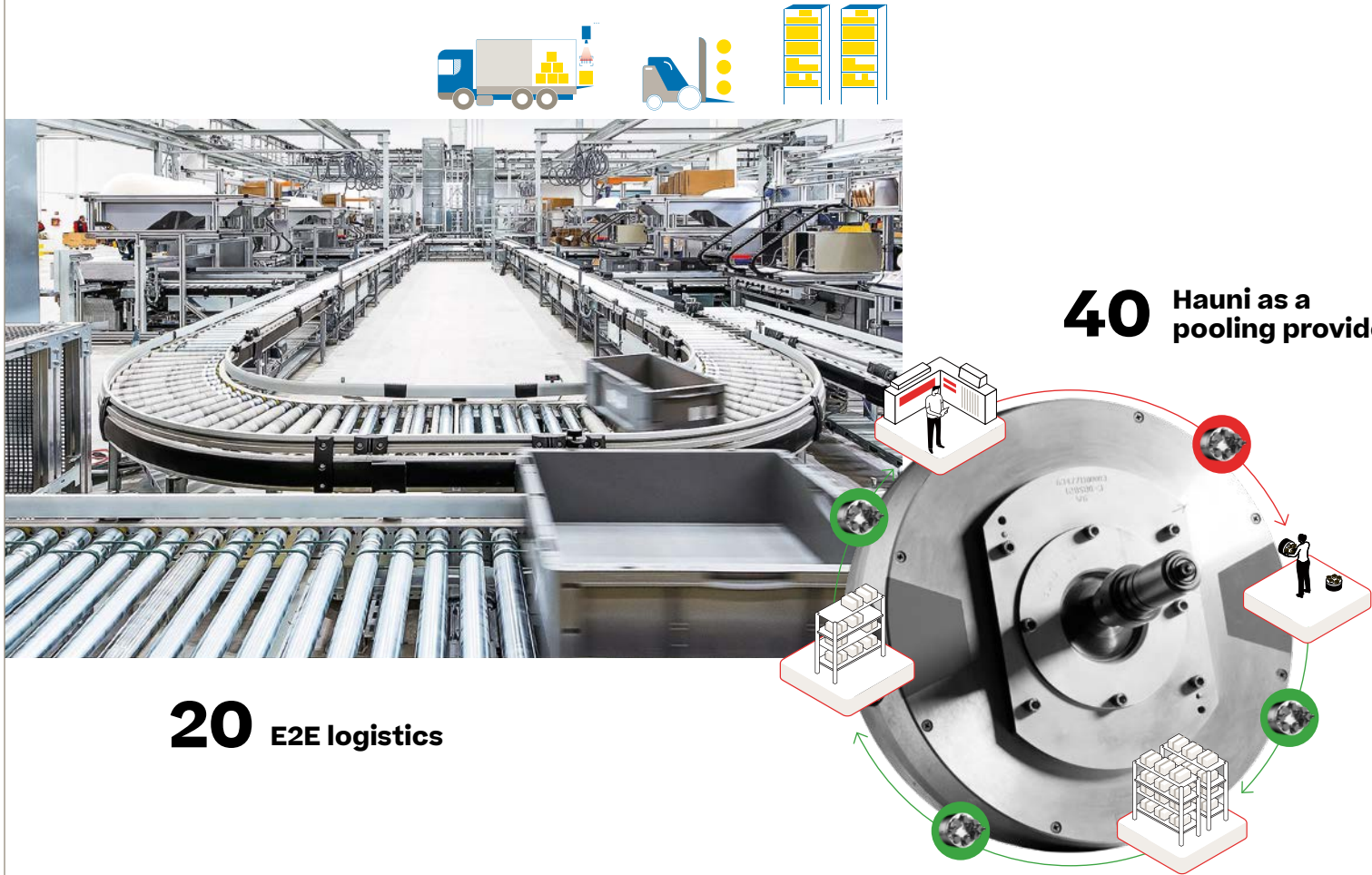


Contents 2_2022



12 Way to a Factory of Excellence

16 Imperial Brands strategy



40 Hauni as a pooling provider

20 E2E logistics

03	Editorial
06	Not just solutions but an entire ecosystem! Interview with Hauni Chief Sales Officer Jürgen Heller on the future of the tobacco industry
10	Passion. Precision. Performance. The Hauni Group's new claim and how the company wishes to inspire its customers
12	Way to a Factory of Excellence Ideas become concrete projects with the Hauni Group's structured process
16	Imperial Brands strategy Global Supply Chain Officer Javier Huerta explains where the journey is headed in an interview

20	E2E logistics Integrated end-to-end solutions for the entire value chain
24	Performance based payment With KPI-driven maintenance, customers pay when specified KPIs are achieved
26	Modular THP maker The flexible Hauni Group portfolio provides the basis for environmentally friendlier heated tobacco products
30	Game changer sensors Sensors as the basis for further development into a smart factory
32	Updates safeguard investments Innovative updates deliver high performance in existing systems in the primary and secondary segments

36	News Information and innovations
38	Bespoke maintenance Flexible maintenance concepts for reduced downtimes and individual requirements
40	Hauni as a pooling provider The Subassembly Exchange Program leaves a complex issue in safe hands
42	Optimised maintenance processes The d.maintenance software tool ensures transparency and efficiency in preventive maintenance
44	Digitisation for sustainability Hauni's building and energy management software generates sound sustainability data
46	More sustainable together The Hauni Group adopts joint sustainability strategy together with parent company Körber
48	Digital? Don't need it! The Hauni Group dismantles common preconceptions about digitisation
50	7 minutes with a resolute decision maker hilite on flying visit to Fredrik Sandmark, Head of the Secondary Segment
51	Imprint

Not just solutions but an entire ecosystem!

In an interview, Hauni Chief Sales Officer Jürgen Heller explains what is important in the tobacco industry today and in the future and how the Hauni Group finds the answers to challenges using the ecosystem approach.

“We create integral packages instead of individual solutions”

Dr. Jürgen Heller

In the last edition, Rami Jokela, Chief Sales Officer of the Körber Group, highlighted the subject of ecosystems.

How does Hauni use this approach?

Jürgen Heller: We focus on our customers and their production, their needs and their vision and not on our solutions. There's a good reason for that. As with numerous other sectors, the tobacco industry is also undergoing a far-reaching transformation process. It needs to be faster, more streamlined, more cost-efficient and more sustainable. We have understood this and reflect this change in needs in our ecosystem approach. Instead of individual or exclusively own solutions, we adopt an integral methodology. We involve other partners to help customers achieve their objectives. We create an all-inclusive solution for the customer with production material suppliers, upstream and downstream machines, software solutions which extend our range or consultancy services.

We're talking about the big picture then...

Jürgen Heller: Exactly and we are precisely the right partners with our expertise gained over decades, our premium machines, digital solutions and extensive service network. The latter enables us to be available to our customers locally at all times and gain insights into plants of widely different sizes and development stages. We piece together individual solutions into a whole system, especially in cooperation with the Körber Business Units Supply Chain and Körber Digital.

We also have a widely varied network of partners in the tobacco industry and companies such as Microsoft and Porsche Consulting, which examine a factory's processes in detail, evaluate them and recommend improvements.



What does the often used term “end-to-end” mean in this connection?

Jürgen Heller: End-to-end means nothing other than the way to achieve your objective: we don't look at individual machines. We start at the beginning, at the factory gate, and end the analysis where the finished product leaves the workshop. In this way, we come to understand the plant concerned as a whole and can optimise it with our integral solutions. It is the customer who specifies the objective. You shouldn't envision the analysis as a lengthy scientific process. This approach allows us to achieve rapid, positive effects for the customer and we can also work on long-term changes together at the same time.

How should we envision such a process exactly?

Jürgen Heller: The focus is on the customer at both the beginning and the end. We generally work together with them to define a vision which establishes what the company wishes to achieve.

We also include an assessment of the current situation and an implementation plan, which also contains instant improvements. This plan may involve an individual process such as filter production, a complete make-pack line or the entire manufacturing area.

What do you wish to achieve with this ecosystem approach?

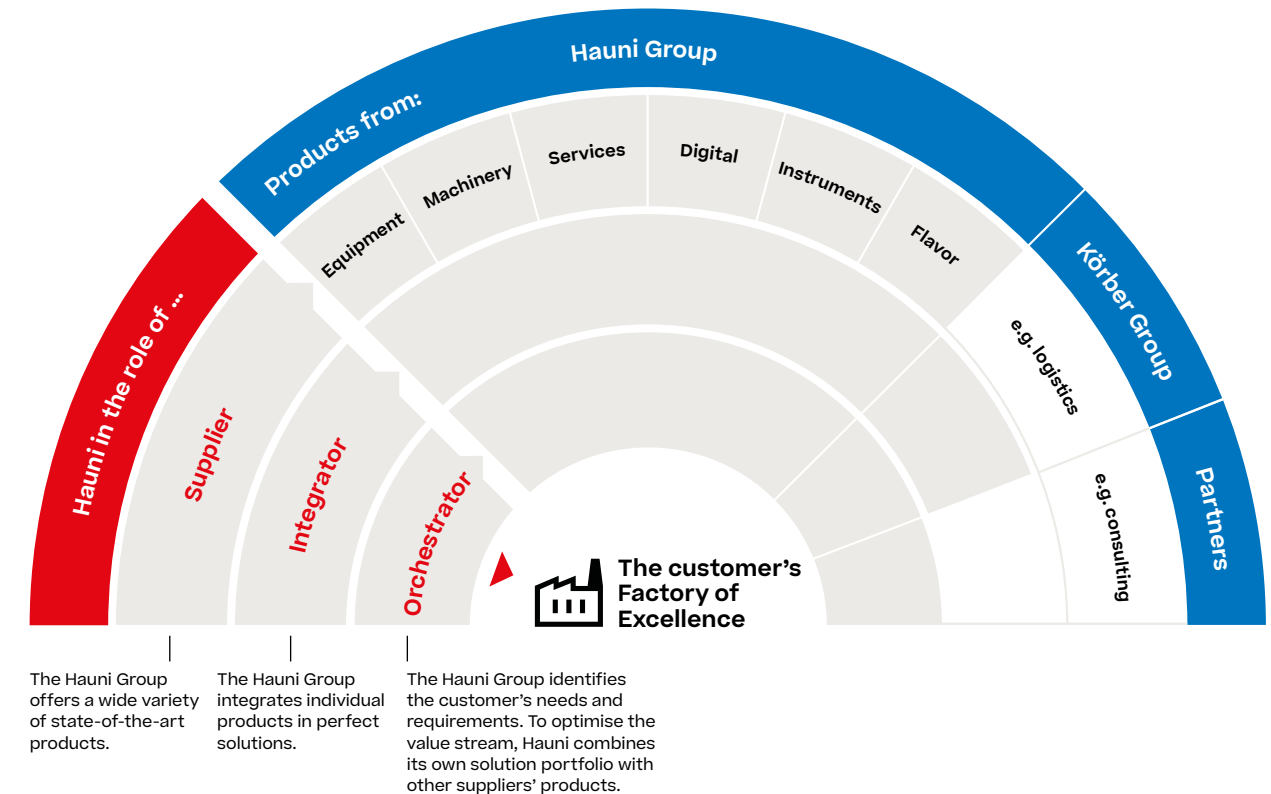
Jürgen Heller: Obviously, there is no universal answer to that question since our customers' future needs and objectives will be as individual as they are at present. As a market leader in the tobacco industry, however, we have a precise picture of the megatrends which we are about to experience or which are already with us. In addition to sustainability, these also include a significant increase in productivity and overall equipment effectiveness and a considerable reduction in waste. It is also all too apparent that stricter regulations, changes in consumer needs



“We handle upcoming tasks with passion and our long-standing capacity for high precision.”

The Hauni Group Ecosystem

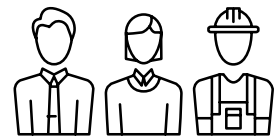
The Hauni Group is synonymous with exceptional products and is more than a supplier for its customers when required: the Hauni Group integrates both its own solutions and partner solutions and accompanies customers on their own particular journey to becoming a Factory of Excellence.



and preferences, and greater cost and innovation pressure will define day-to-day operations in small and large companies. We are convinced no company can respond to all these challenges on its own. It requires experts from a wide variety of areas to do so. We aim to bring all these experts together in our network and thus offer our customers optimum solutions. If desired, we are thus much more than just a supplier. As an integrator, we can merge different solutions or orchestrate an entire network in such a way that customers receive the best solution from a single supplier. Incidentally, this not only applies to the tobacco industry. We are currently expanding our company's scope to include other sectors, where we face similar requirements.

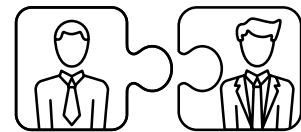
So Hauni wishes to be an ecosystem supplier beyond the tobacco industry?

Jürgen Heller: In our corporate strategy, we have actually specified that we not only want to consolidate our core business with new technologies and business models, but also seek to win over customers in new sectors. This aspiration is an expression of our self-concept stated in our new claim “Passion. Precision. Performance” and our guiding star for the coming years. We handle pending tasks with passion and our long-standing capacity for high precision. This aims to reliably offer our customers what will ensure their future success at the highest quality standard. We will only achieve this if we match our strengths closely with the needs of new sectors. If they do match, we will adopt this approach in new markets. Our vision summarises this strategy and places this self-concept at the centre of our actions.



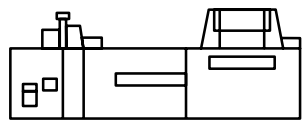
Employees

Stronger together.
Embracing diversity.
Accepting challenges.



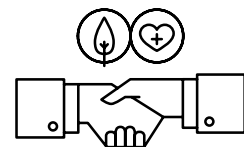
Customers

Turning ideas into reality.
Exceeding expectations.
Creating value.



Solutions

Equipment. Machines. Services.
Digital. Flavor.
Leading through innovation.
Going beyond.



Partner

Acting sustainably.
Guaranteeing reliability.
Assuming responsibility.

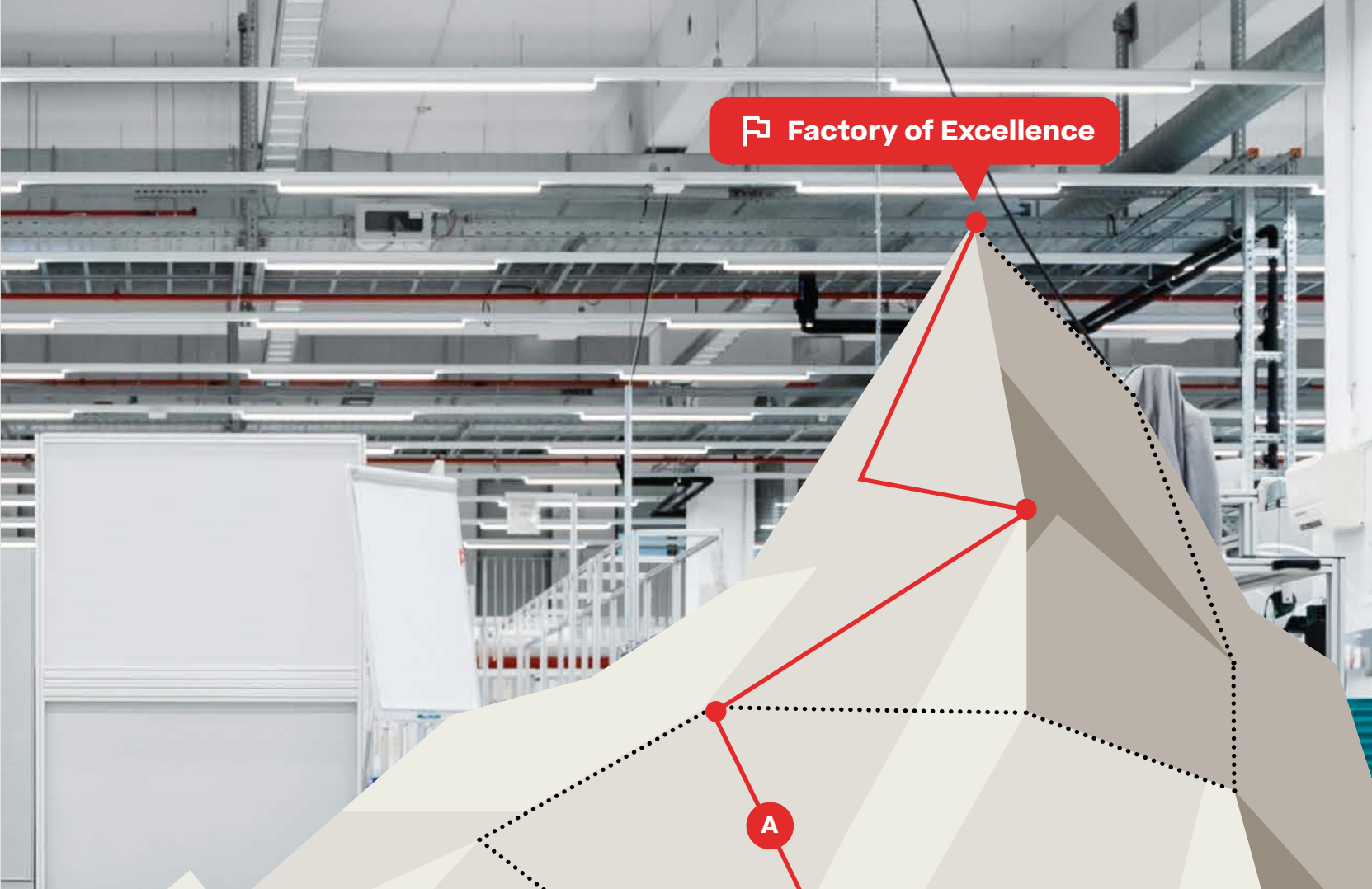
**“Our vision reflects
the Hauni Group’s
integrated, customer-
centred approach.”**

Jana Siouzou, Head of Strategy, Marketing and
Corporate Communications Hauni Group



Passion. Precision. Performance.

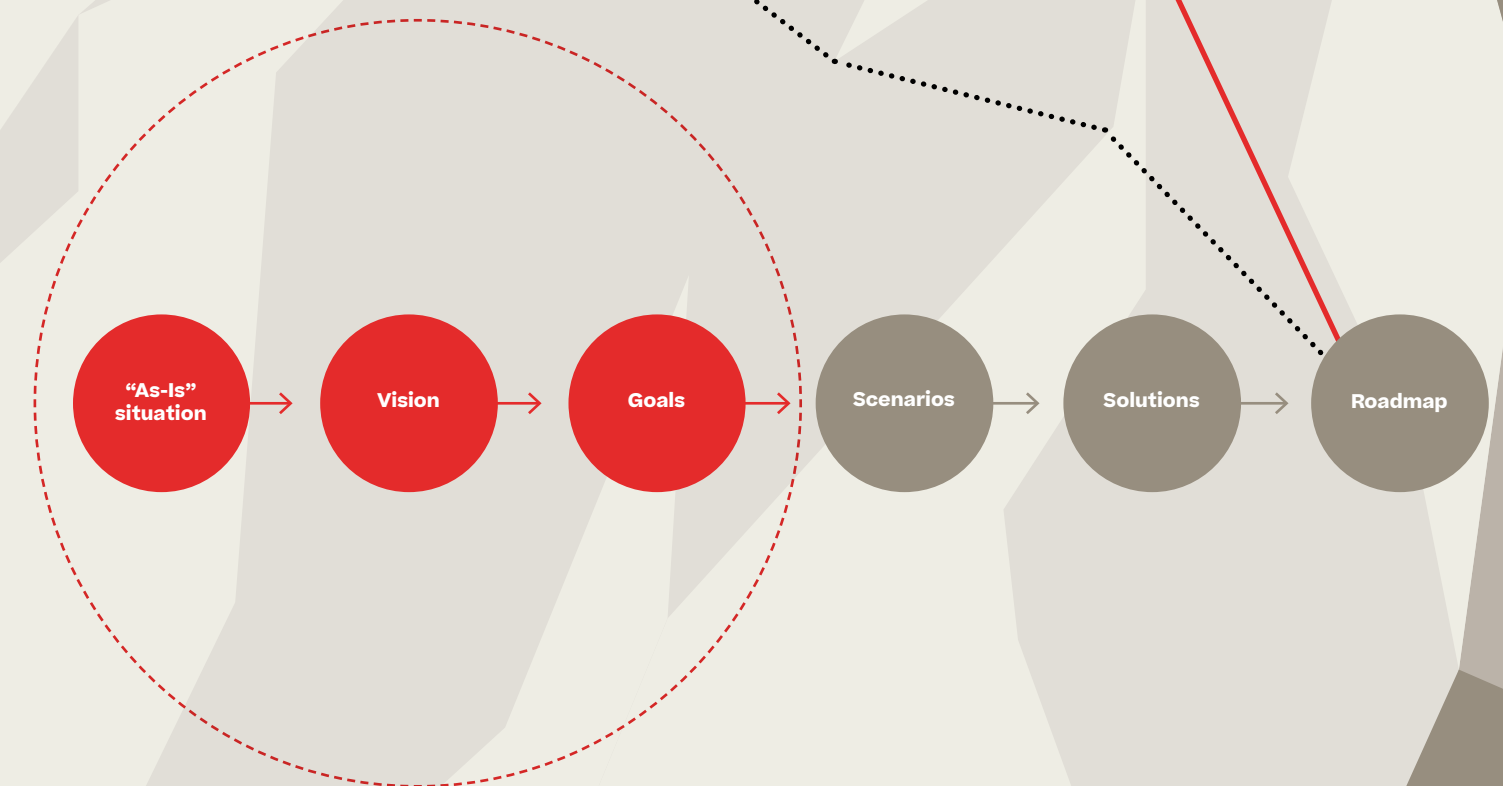
**The new claim sums up how Hauni wishes to
inspire customers. To achieve this, Hauni offers its
customers a functioning ecosystem of solutions,
employees and partners for their future projects.**



Transformation into a Factory of Excellence: fleshing out ideas

In the advance towards becoming a Factory of Excellence, success is intrinsically linked with an effective start. Hauni assists companies in doing this with a structured process: after recording and analysing the current situation, the company's objectives are formulated, potential starting points identified and a concrete implementation plan drawn up.

 **Factory of Excellence**



Hauni develops the optimal individualised path of transformation together with the customer and a network of experienced partners.

1

Set the course

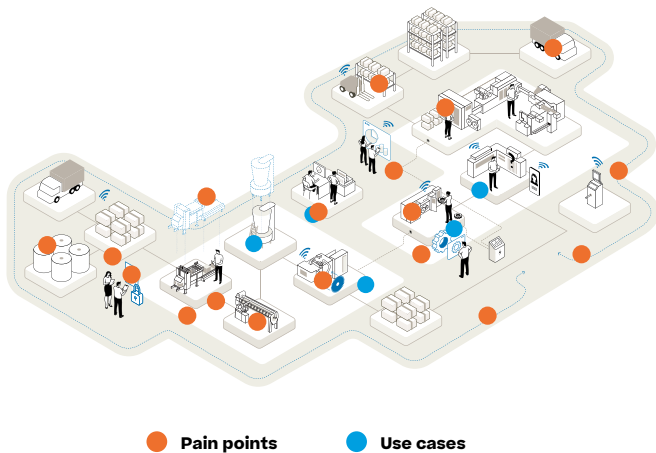
First of all, ideas, goals and challenges are discussed in a management workshop. Hauni thus ensures that everyone views the project from a common perspective and all experts can contribute their knowledge throughout its course to an optimum extent. Optimum solutions, procedures and results are assured thanks to the perfect interaction between the customer's experience in production, Hauni expertise and the input from consulting experts such as Porsche Consulting and Ernst & Young.



2

Collect information

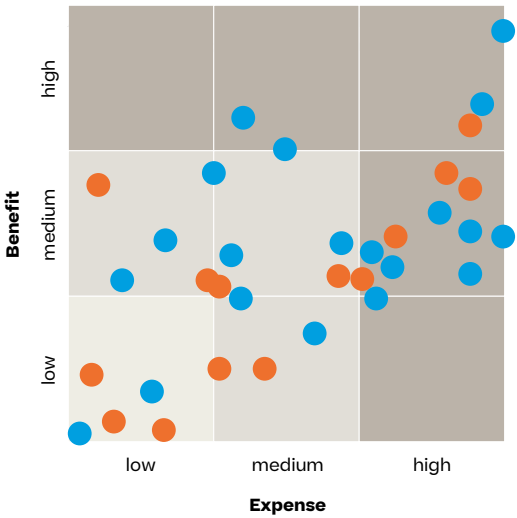
The experts get an idea of the situation on site over a period of three to four weeks. They collect all information about processes, machines, software, challenges and specific characteristics related to production. The baseline study focuses on weak points and potentials. The most accurate information possible on the current situation forms the basis for an effective transformation project.



3

Evaluate benefits

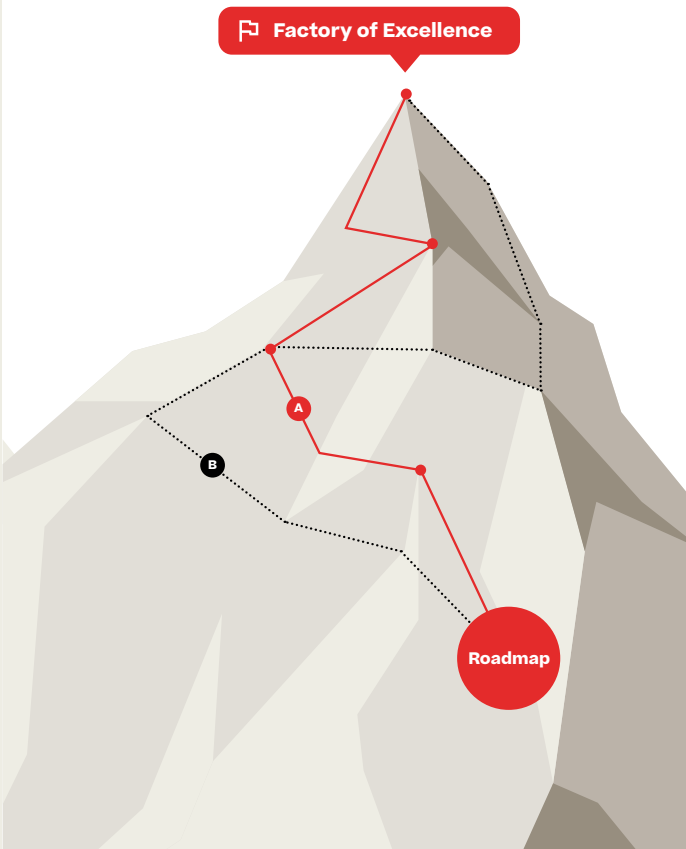
The right solutions must be selected from the numerous potential solutions to the challenges at hand. To do this, the interdisciplinary project team evaluates all approaches with regard to their effects, costs and time horizon. The experts use different evaluation methods to analyse the numerous possible use cases. The basis for these is partly the conditions in the value chain and partly the company's strategic goals.



→

Make a plan

After a thorough analysis of the situation and options for action, appropriate solutions can now be selected and the optimal sequence for implementation established. The result is a road-map that includes a firm plan and fixed milestones. This forms the starting point for undertaking the individual transformation projects.



“The tobacco industry needs a profound change”

Javier Huerta
Chief Supply Chain Officer
Imperial Brands PLC

Making Connections



Company

Imperial Brands is the fourth largest international tobacco company. With more than 27,000 employees and 160 brands, the consumer company is present in 120 markets worldwide.

Products

The Imperial Brands portfolio features next generation products such as blu or ZONE X as well as the established cigarette brands West, Davidoff, Gauloises, JPS, Winston, Nobel and Lambert & Butler. Its range of tobacco products and smoking accessories includes Golden Virginia fine-cut tobacco, Rizla rolling papers, Backwoods cigars and oral tobacco products such as Skruf.

Listen, observe, ask questions

Global Supply Chain Officer
Javier Huerta has many years' experience in the consumer goods industry. In this interview, he highlights the challenges faced in the tobacco industry.



Javier Huerta

How do you look back on the past year at the company? What did you expect? What surprised you?

Javier Huerta: It has been an intense time. I joined Imperial Brands in the middle of COVID, 15 months ago. I was not able to travel and touch ground in factories and operations during my first few months. I'm also new to the tobacco industry, so it's been a good challenge.

My expectations now are the same as when I started – to learn and to play my part in delivering Imperial's five-year strategy. That strategy is all about driving our broader market portfolio, focusing on priority combustible markets and building a targeted Next Generation Products business.

I've got a strong team of leaders in place who have helped me a great deal, teaching me about the industry and taking one step at a time. What has surprised me the most – very pleasantly – is the high degree of collaboration and care for people that I have seen across the global supply chain and the whole company.

You previously worked in another industry. How do you view the tobacco industry? What challenges are tobacco manufacturers currently facing?

Javier Huerta: I have worked for 25 years in the consumer goods sector across many product categories and geographies. I came to the tobacco industry with an intention to learn as much about it as possible, in the same way I have done in the past in other businesses. I listen, observe and ask lots of questions to understand all the elements that drive value.

I see the tobacco industry as one that requires significant transformation to thrive. It's no secret that the industry is facing decline in terms of demand for conventional products. To move forward, we must change and innovate and increasingly focus on the development of potentially less harmful products – our Next Generation Products.

Like most other industries, we are facing levels of inflation we have not seen in decades, which, with the impacts of COVID, are inevitably going to be challenging to navigate. In the past, to increase productivity and performance there may have been an increase in scale, single sourcing and cost-effective solutions like going east and growing big. As we have seen over the last few years, this has increased the level of risk manufacturers face and, as we know, a chain is only as strong as its weakest point/link. Also, as an industry we must increase our credentials in terms of sustainability and environmental performance, and that is a key focus for us.



In focus at Imperial Brands: Next Generation Products

Corporate vision also defines wall design at Imperial Brands in London.



How should suppliers and partners such as Hauni position themselves and what offers should they make? What do you expect from us in the next few years?

Javier Huerta: Technology and innovation are as important today as ever; and building strong partnerships with Hauni and other suppliers is very important to us. These partnerships should cover high levels of agility and resilience, while at the same time continuing to deliver productivity and performance.

It has been quite a learning experience for me to see examples of the high speed of some of our production lines at our factories that are made by you. It's mesmerizing to see those speeds, producing 20,000 sticks per minute. At the same time, when I see the complexity of our portfolio, and the level of flexibility and time required to perform changeovers, I can

also see a missed opportunity when developing those technologies to build more flexibility and easy-to-perform changes, perhaps at the sacrifice of speed but not at the sacrifice of overall throughput.

When I see the level of data that is held by Hauni machines but that is not easy to extract, to bring insights to life such as quality of materials, waste, rejections and other things, I strongly believe we have a great opportunity to create this from the beginning of the machine development.

Hauni is in the process of changing. We don't just offer our customers machines, but a holistic approach that also includes integrated solutions and partners. You have already gained initial experience with this offering from Hauni and Körber, and have started a first joint project. Can you describe your experience with the project's first steps? What convinced you about Hauni's approach? How can we develop further together?

Javier Huerta: Integrated solutions are the way forward. Ideally, we don't want to introduce these solutions later, but rather they should be available from the start. However, this is a good step forward.

What I'd like to see is more support from Hauni and our machine suppliers with reducing the level of waste. Waste is never good! It doesn't benefit anyone – from farmers to consumers. As one of our strategic partners, I am sure we can work together on this and other areas of manufacturing.

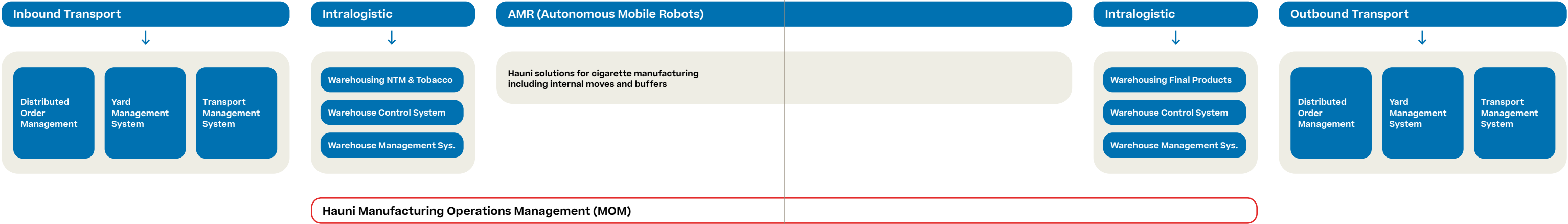
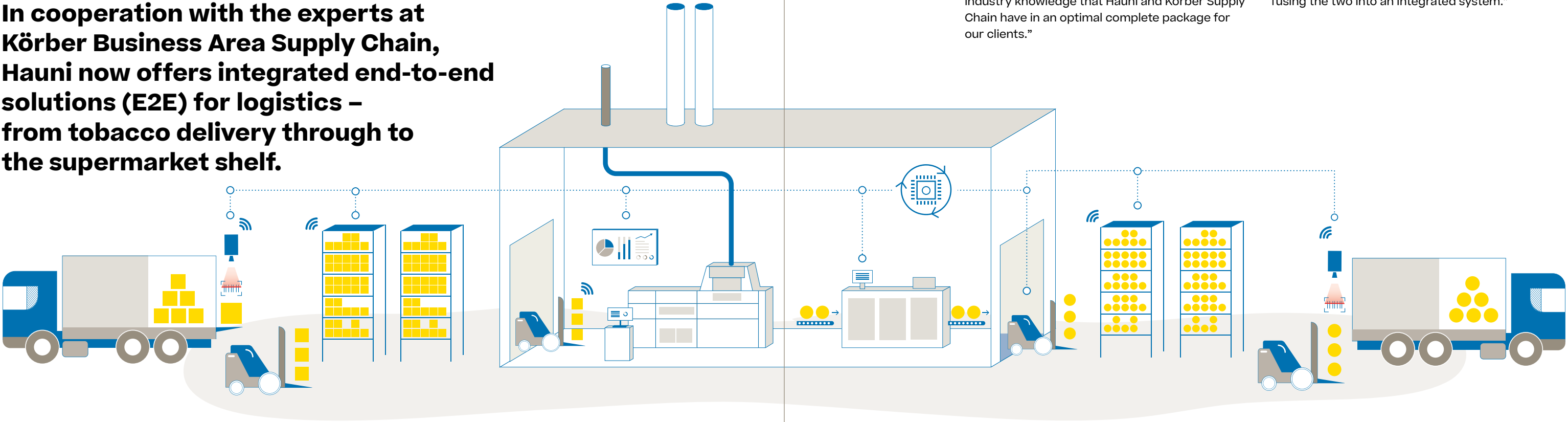
E2E: logistics for the entire supply chain

New

In cooperation with the experts at Körber Business Area Supply Chain, Hauni now offers integrated end-to-end solutions (E2E) for logistics – from tobacco delivery through to the supermarket shelf.

When it comes to logistics in the tobacco industry, they always involve special requirements – both for tobacco product production and for matters related to inbound, outbound and production logistics. As an established system supplier, Hauni is now extending its portfolio through its cooperative partnership with the Körber subsidiary Körber Supply Chain. “We’re thus in a position to offer companies in the tobacco industry integrated solutions for their complete ecosystem from a single source,” explains Veit M. Liemen, Chief Sales and Marketing Officer at Körber Business Area Supply Chain. “To achieve this, we combine the established expertise and industry knowledge that Hauni and Körber Supply Chain have in an optimal complete package for our clients.”

Accomplished integrator
For these solutions, Körber Business Area Supply Chain brings extensive logistics and supply chain expertise to different manufacturing and retail industries. The result of the cooperative partnership is turnkey hardware and software solutions for the entire supply chain – from the supplier through to the end customer. “To achieve this, we integrate new and existing solutions into a combined system,” explains Liemen. “We thus take on the role of a manufacturer-independent integrator which combines hardware by third-party suppliers with our own solutions and manages them with high-performance software, seamlessly fusing the two into an integrated system.”

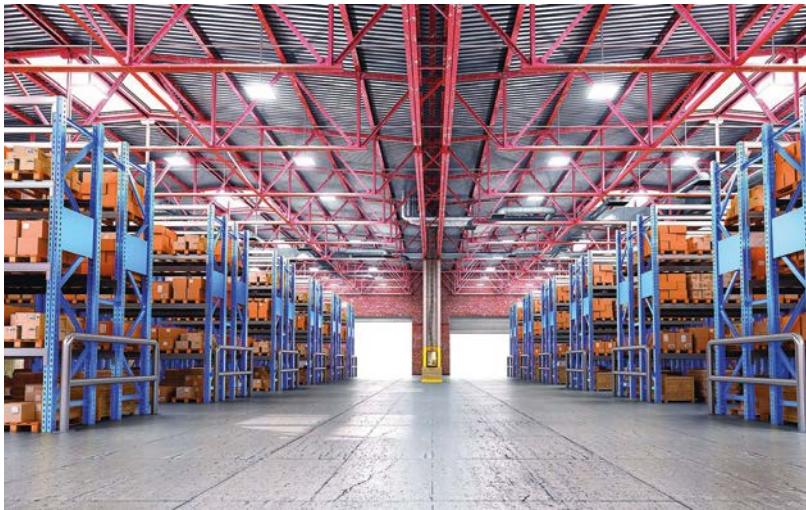


The Hauni Group creates integrated, manufacturer-independent logistics systems for clients in cooperation with Körber Business Area Supply Chain.

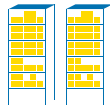


Inbound transport

Logistics does not start with a company’s own production. Körber transport management solutions can be used to organise the inflow of raw materials and production materials at sites. During this process, the solutions integrate the entire transport chain into the company’s own supply chain control system, no matter whether it involves carrier freight invoicing or complete management of incoming and outgoing shipments.



Intralogistics



Warehousing poses numerous challenges in any production facility. Tobacco and non-tobacco materials (NTMs) must be stored and fed into production precisely as required in cycles. Semi-finished goods such as filters must be stored temporarily between production steps. Finished products are moved, packed, palletised and stored in-house before shipment. Körber solutions can be used to control and organise all these tasks from a central system networked with Production and Shipping.



AMR (autonomous mobile robots)

AMRs have become the game changers in intralogistics in recent years. Their innovative technology assists with plain pallet transport, goods-to-person processes, picking, and sorting tasks. Körber integrates the smart robots in existing systems or brand-new processes designed using this ground-breaking innovation.



Manufacturing Operations Management (MOM)



With Hauni’s modular d.operations MOM solution, manufacturers can control and manage their production, quality, maintenance and intralogistics processes throughout their plant in real time – fully integrated with everything from manufacture control modules through to all enterprise resource planning (ERP) systems. The genius of d.operations is that it provides all users with apps specifically designed for their tasks.



“We offer the tobacco industry integrated solutions for an all-inclusive ecosystem from a single source.”

Veit M. Liemen, Chief Sales & Marketing Officer
Körber Business Area Supply Chain Consulting



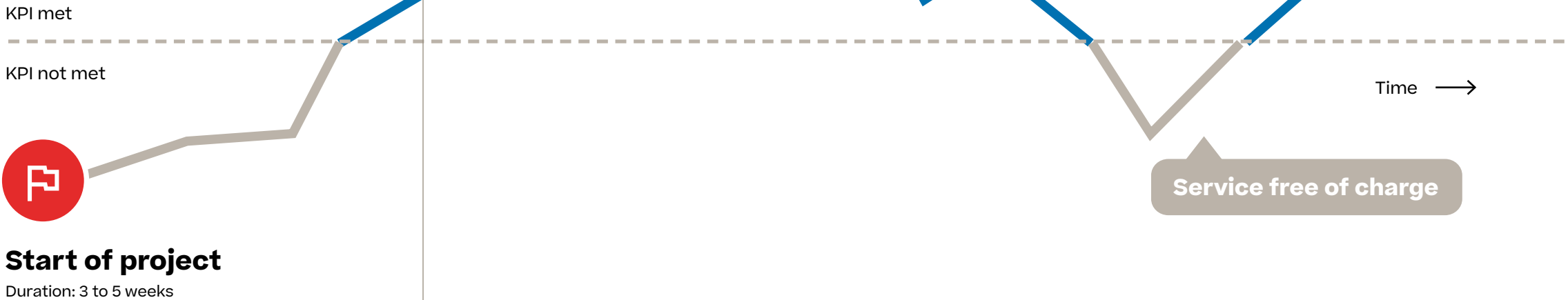
koerber-supplychain.com

Körber Business Area Supply Chain

Körber Business Area Supply Chain is the partner for integration of all systems into the supply chain. To achieve this, experienced experts fit new components into an existing environment or design a complete logistics system for a new building. Hardware, software and the integration of time-tested components by Körber and SAP SE or other preferred providers create a seamless complete package from a single source in every case.

With **KPI driven Maintenance (KPIIdM)**, Hauni takes maintenance to a new level: the focus is on the customer, who only ever pays for the KPIs they have specified.

The service doesn't cost a thing if machines perform below their target values based on their physical limits.



Performance based payment



“With KPI driven Maintenance, customers pay for results, not for resources.”

Vikki Lu, Asia Strategic Officer Hauni Group

“Our innovative KPIIdM approach is as simple as can be,” affirms Marco Castro, Global Head Advanced Services Hauni Group. “Our customers wish to obtain optimum performance from their machines and only pay when machines actually achieve it. Thanks to our innovative methodology, we’re able to provide precisely such a service to them.” Customers can contract this maintenance model for the entire Hauni machines portfolio in the secondary segment.

Top performance as permanent status

To ensure rapid success on a lasting basis, Hauni first calculates all relevant production KPIs with the customer – from output and overall equipment effectiveness (OEE) through to waste and mean time between failures (MTBF). In the next step, the achievable targets are defined for all values and the required preparations are made. “We can start after about three weeks and immediately achieve measurable and simultaneous improvements to all production KPIs,” explains Vikki Lu, Asia Strategic Officer at Hauni. “It’s then a case of sustaining this new optimum for all values for the long term.”

All-inclusive, carefree packages

This is precisely what Hauni is responsible for during ongoing operations on site. Hauni logs all relevant KPIs on a continuous basis, evaluating them in real time. Hauni has the required wear parts available, monitors the machine’s settings and carries out all necessary maintenance pit stops so that it can respond to deviations in the machine’s performance target.

Conventional maintenance intervals with long machine downtimes are thus now a thing of the past. “This approach ensures that the all-too-familiar effect of a continuous drop in performance after achieving optimum levels is kept at bay. We thus offer customers numerous advantages,” states Castro. “Alongside rapid and simultaneous improvement in performance with regard to all relevant criteria, customers also benefit from the time-tested methodology that Hauni Advanced Services brings to the table.” Manufacturers thus not only save on their own human resources but also broaden their expertise due to the constant knowledge transfer.

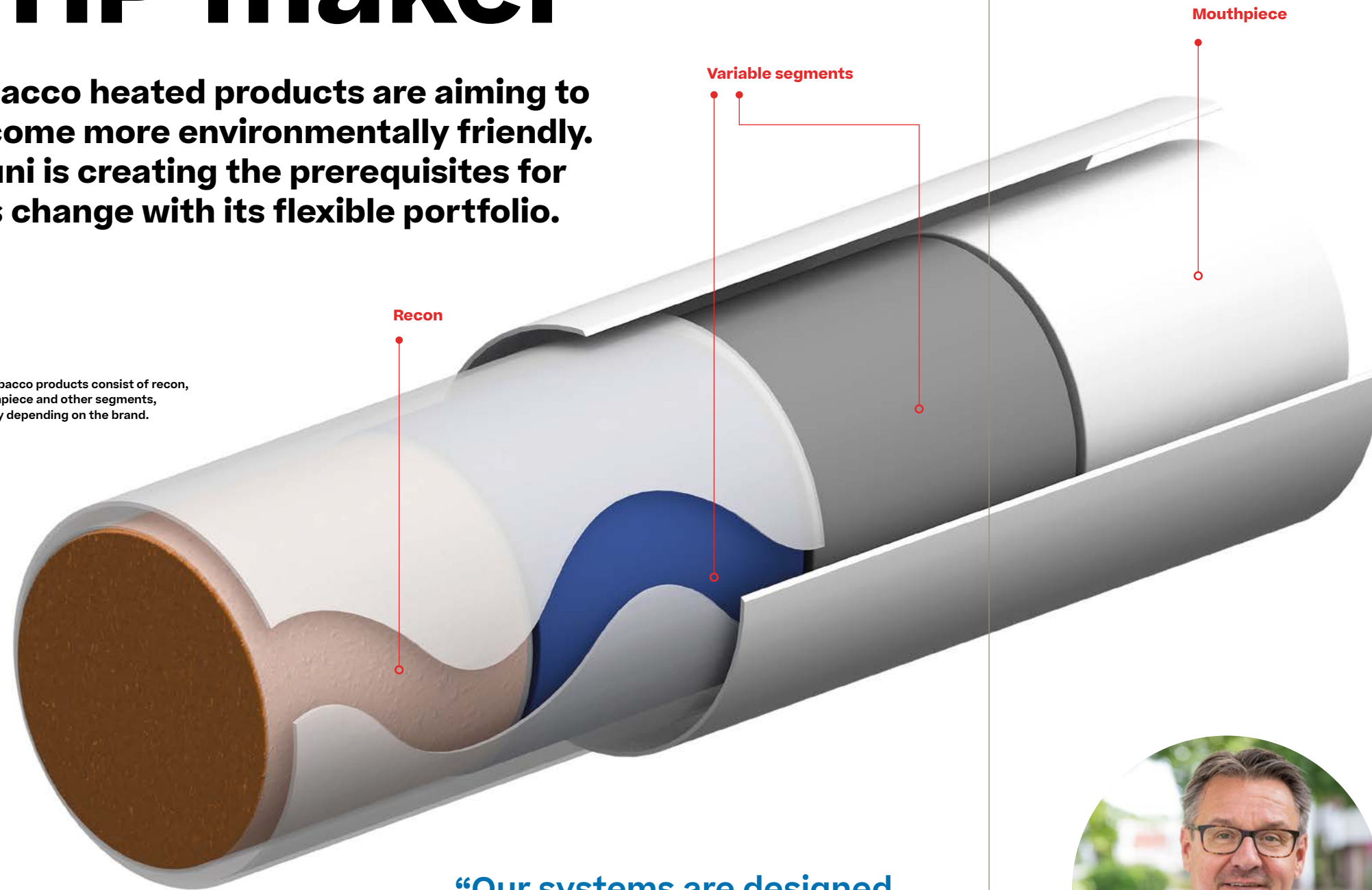
Cost advantage thanks to performance based payment

Vikki Lu believes that the cost advantage is highly attractive for customers, not only in terms of the savings potential achieved through Standardization: “Manufacturers only pay for what they want and get. More specifically, this means that customers pay less if a machine remains below a targeted optimum. If performance falls below a red line, they don’t pay a thing.”

Modular THP maker

Tobacco heated products are aiming to become more environmentally friendly. Hauni is creating the prerequisites for this change with its flexible portfolio.

Heated tobacco products consist of recon, the mouthpiece and other segments, which vary depending on the brand.



“Our systems are designed so that they can also process alternative materials.”

Thorsten Hoffmann, Strategic Product Manager Hauni Group



Sustainability is becoming an increasingly important issue in the tobacco industry for both conventional cigarettes and heated tobacco products. One item coming under scrutiny is the filter. Filter development is switching from cellulose acetate, which the EU considers a plastic under its single-use plastic directive, to biodegradable material. A biodegradable filter disintegrates naturally after a period of time. It is an ambitious task to develop and produce such sustainable products: environmental regulations must be met and consumer tastes must be matched.

Composed of different components and materials, heated tobacco products pose special challenges in this respect. One of these segments is the mouthpiece, which is made of crepe paper instead of acetate in its ecological version, for example. “Cigarette manufacturers are working with different concepts in this respect. However, no matter what biodegradable filter types our customers prefer, our machines are designed to process all products easily and ensure consistently high quality,” states Thorsten Hoffmann, Strategic Product Manager at Hauni. “We also offer suitable solutions for machines that are already in operation at our customers’ sites.” Hoffmann sees Hauni’s role as providing flexible, pioneering solution platforms for basic filter production and combining: “To achieve this, we are continuously optimising the existing portfolio together with our customers. In doing so, we always keep close track of the latest market developments and are best placed to remain one step ahead of the times.”

Strength of modularity

The Multi Segment Maker (MSM) is the crown jewel in the Hauni portfolio. It not only combines the functions of several machines with one another but also allows complex products to be manufactured. These primarily include heated tobacco products, for which the number and composition of individual segments vary greatly as a general rule. Then there are also the different types of biodegradable filters “No problem for the MSM,” explains Hoffmann. “The MSM also shows its modular strengths with biofilters.”



With the flexible, modular MSM in its portfolio, Hauni has a machine which can be configured to produce environmentally friendly filter solutions.

Game changer



Watch the game changer

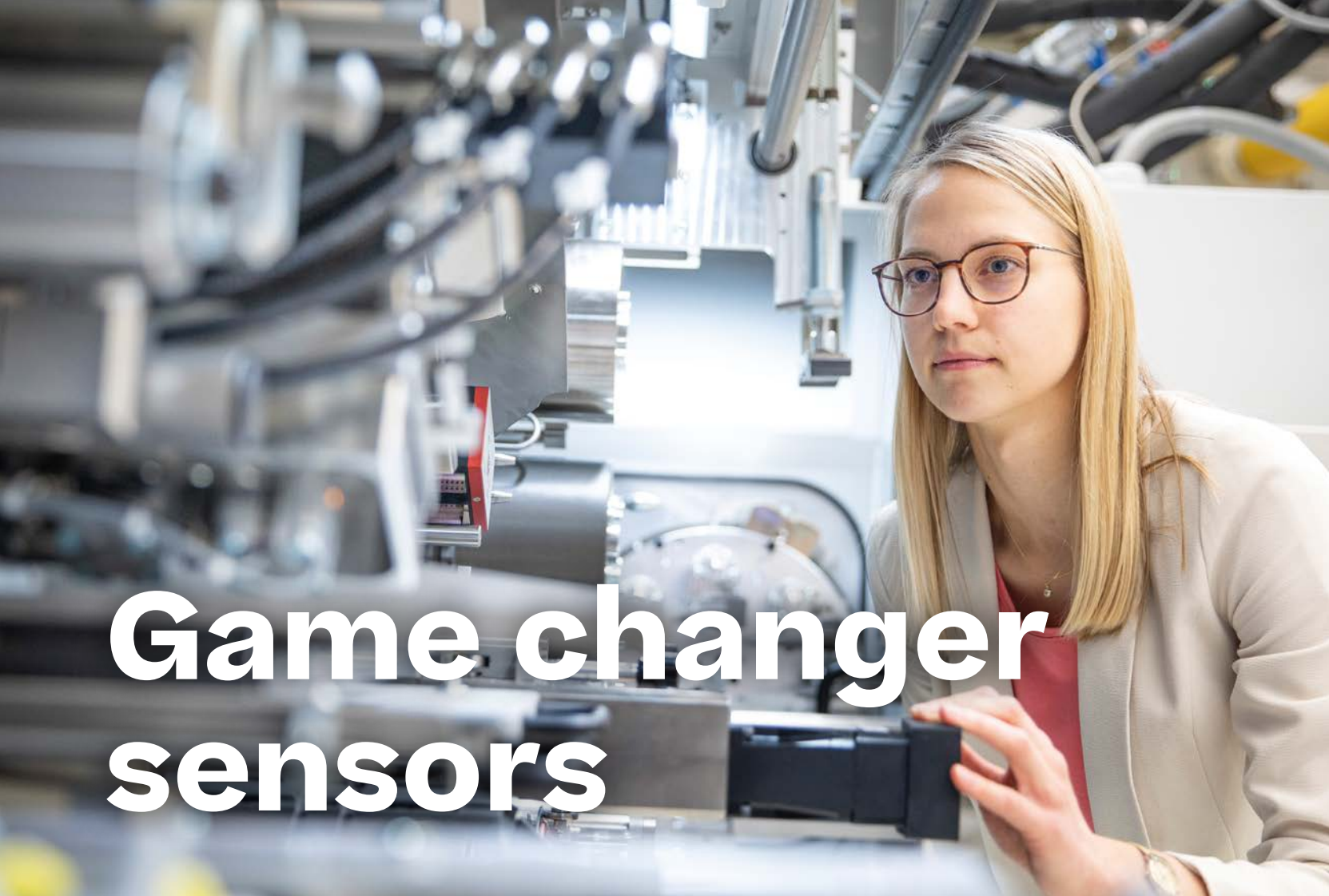


Game changing
performance

Game changing
automation

Game changing
accessibility

Game changing
ease of operation



Game changer sensors

Sensors not only monitor product quality. They are also a core component in the further development of machine performance and an important step towards a smart factory.

When Hauni speaks of a game changer to refer to the Protos-M5e, it bases its conviction on its roughly 370 built-in quality and process sensors. Although many cigarette and filter manufacturers focus closely on the performance of quality sensors used to measure their products' weight, diameter or visual characteristics on a daily basis, they often ignore crucial process sensors. Inside the Protos-M5e, more than 300 different sensors ensure precise measurement and control of speeds, pressures and temperatures.

"We put a great deal of effort into selecting and integrating the right process sensors into our systems," affirms Kristin Fock, Product Manager Hauni Group. "They form the basis of continuous improvement in machine performance. If we had previously promised an efficiency of 85 percent for our machines and were able to increase it to 95 percent with the second-generation of Protos, this is very much thanks to the sensor technology. The same applies to reducing the overall amount of waste to one percent."



"Sensors are key to improving performance."

Kristin Fock, Protos-M Product Manager

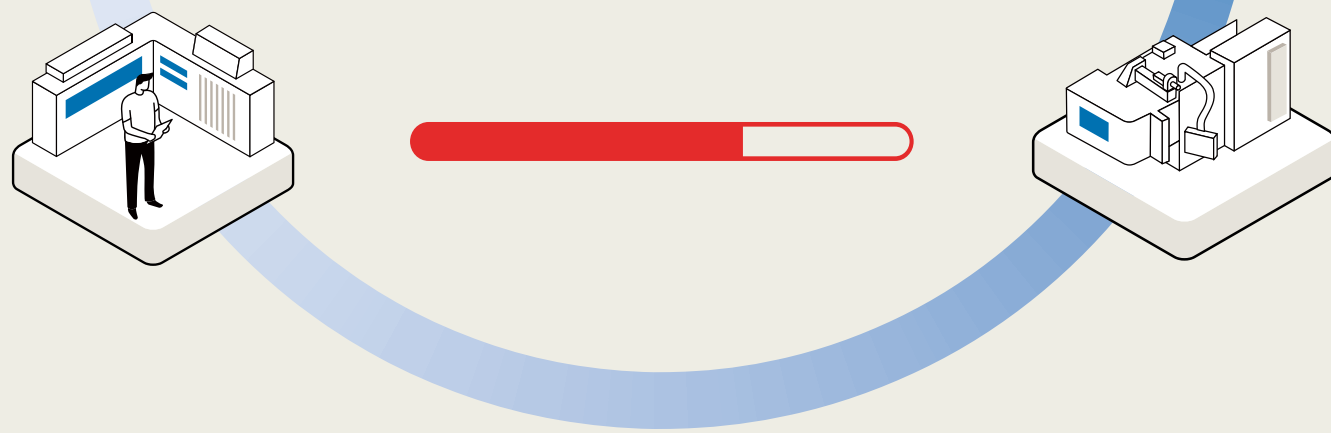


Data for optimum operation
Precise data from the inside of equipment is required to find ideal machine settings (centre lines) to optimise a production process and continuous improvement: How much pressure is applied to the draw rollers to feed the paper correctly? What kind of vibrations does the fan have? Does it need servicing shortly? Is the cover closed and can the machine start safely? What temperature does the format heater need to be, firstly, to close the rod seam safely and, secondly, prevent a burned seam? Manufacturers require precise information from inside their machines to answer such questions.

This information also forms the basis for developing successful concepts for continuous improvement. And that's not all: smart digital sensors generate "vital parameters" that make predictive maintenance possible.

Sensors required for successful automation
Kristin Fock is sure that state-of-the-art Hauni sensors will continue to gain in importance in the future: "Every step towards a smart factory is based on the capture, comparison and control of individual process data and the interaction between different sensor systems."

Updates safeguard investments



Quality lasts. That's why Hauni Group machines in the primary and secondary segments have been in use for decades. Innovative updates ensure that equipment always meets the latest standards and delivers the desired high performance.

It's the same thing with a Protos as with a KDF or a tobacco cutter: they just keep running. However, what was state-of-the-art for a machine put into operation in the 90s does not necessarily meet today's requirements for speed, flexibility and digitisation in view of the rapid changes to markets and products in the tobacco industry. For this reason, the Hauni Group provides continually revised update options for all machines in the primary and secondary segments.

"Here, we advise customers on their individual decisions regarding the timing and type of feasible optimisations and upgrades," explains Ercan Acik, Group Head Product Management Services Hauni Group. "We further develop our TIP portfolio together with them continually. Customers can also find tips applicable to their machine types and requirements with a few clicks of the mouse on Hauni myPortal."

Making a big difference

With more than 300 tips, the Technical Improvement Program in the secondary segment, for example, ensures that manufacturers achieve a far-reaching effect with simple measures and permanently maximise performance from their time-tested machines: individual functions can be installed to achieve even better product quality, performance, reliability and ease of operation and maintenance and prevent obsolescence problems.

Primary at the cutting edge

In the Primary, the Hauni Group believes it has a responsibility to provide all customers with access to the full potential of their investment throughout the entire lifespan of solutions. "With the help of our installed base management system, customers can use their existing equipment to an optimum extent at any point of use without investing in new acquisitions," affirms Ralf Kohlhardt, Head of Primary Services Hauni Group. "Our expert team handles inspections, upgrades, modifications and optimisations on their behalf. We find solutions for obsolete parts or subassemblies and will also organise transfer of equipment to other locations."



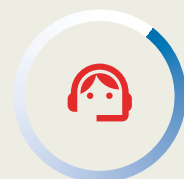
Prevention of obsolescence



Machine settings



Connectivity



Digital support



Energy saving



Prevention

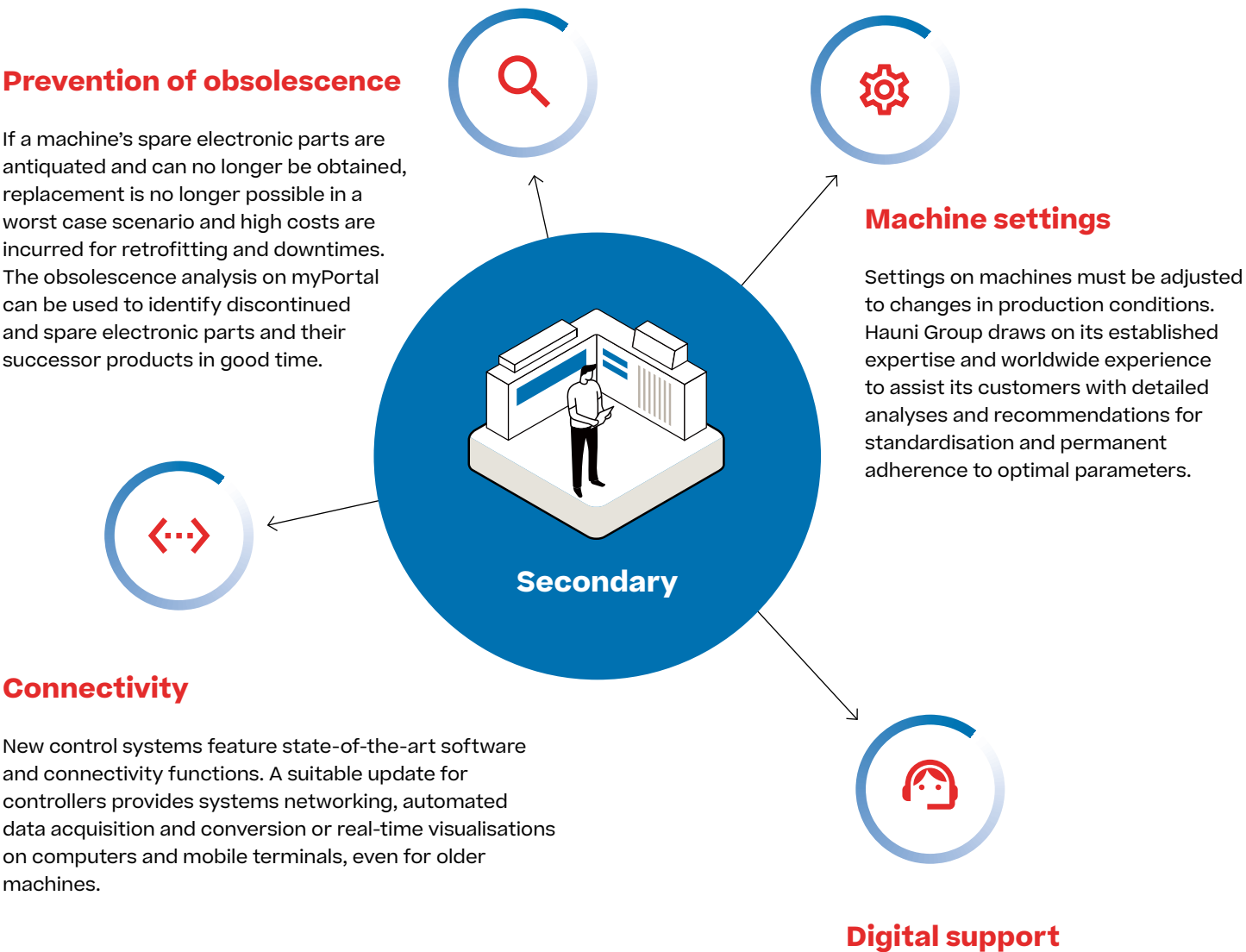


Relocation

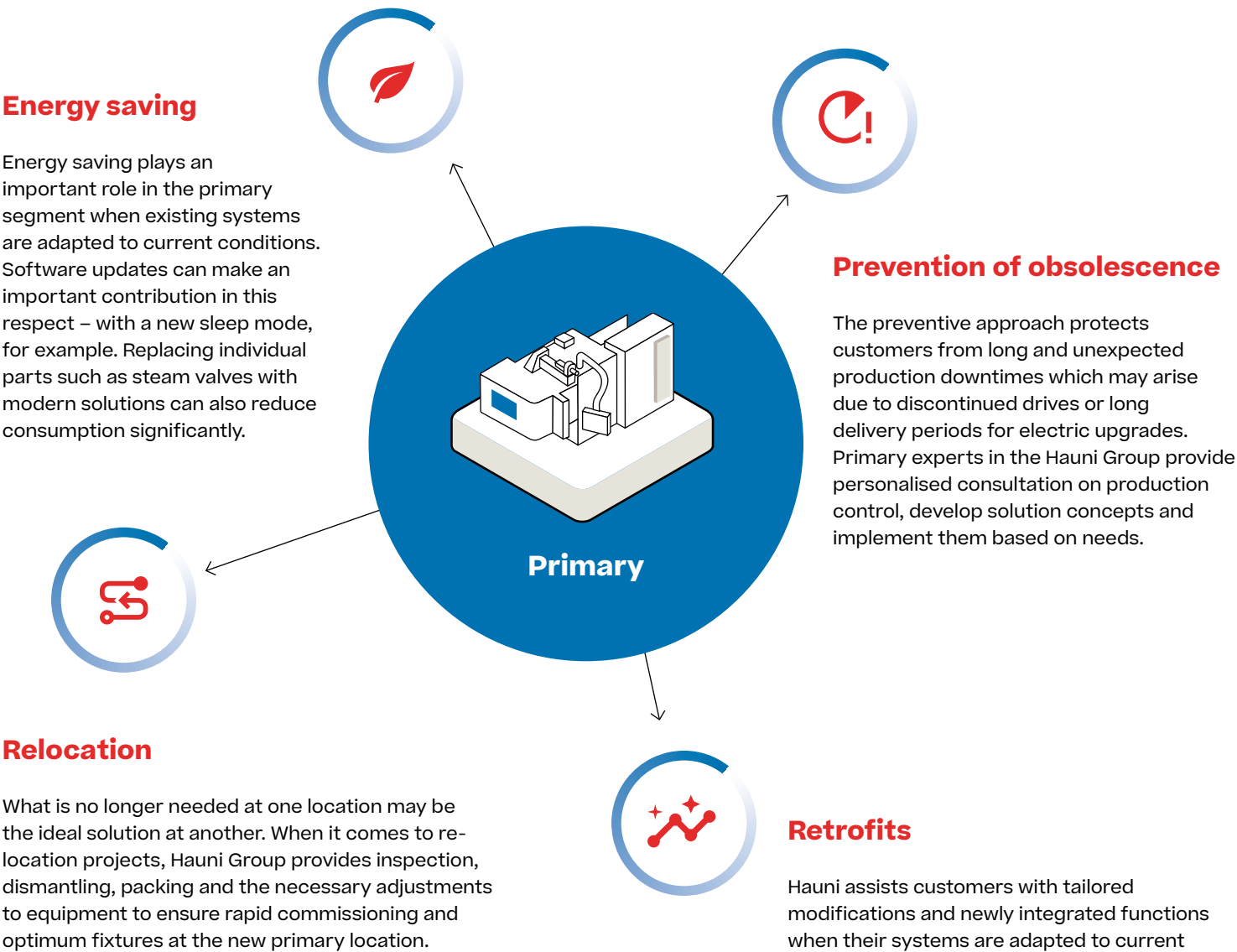


Retrofits

In the Secondary, Hauni Group offers updates for current concerns such as obsolescence or standardisation.



Hauni Group offers customised consultation for Primary updates for matters ranging from sustainability to relocation.



“No primary is like any other. Our customised solutions ensure that systems remain future-proof for the long term.”

Ralf Kohlhardt, Head of Primary Services Hauni Group

News



Control system for vertical farming

Vertical farming refers to growing plant-based foodstuffs without exposure to external influencing factors or without needing to meet the enormous space requirements of an agricultural supply chain. A Hauni project team has been developing the control system for a facility consisting of four farmhouses in Singapore since September 2021. "Our technology controls irrigation and drainage in our client's farmhouses precisely and provides light to growing plants," reports Project Manager Michael Schupp.



1,500 drinking straws per minute

Fast, reliable and resource-efficient, the Hauni Straw Maker (HSM) offers the world's fastest production of sustainable paper drinking straws. The HSM was originally a machine which manufactured cardboard sleeves for alternative tobacco products. Today, the HSM feeds the material for drinking straws through the machine at a rate of 300 metres a minute. That's the equivalent of 1,500 straws a minute.



paper-straw-maker.com

Chance to meet

With intersupply in Dortmund, WT Asia in Surabaya, Indonesia, and WT Middle East, Hauni is again using important trade fairs this year as an opportunity to meet clients in person and exchange ideas on professional matters. However, this is also possible in a virtual environment, regardless of location. In its hilite webinar series, Hauni Group experts are giving presentations on current topics of interest in a 7-minute-pitch format and are also answering clients' important questions.



Videos of the events are permanently available on YouTube.



Maintenance

Greater flexibility:
bespoke
maintenance

Hauni reduces downtimes with flexible maintenance concepts and integrates customers' individual requirements and circumstances into bespoke solutions.

Long maintenance times and, in the worst case scenario, unplanned downtimes are a real problem for companies facing high production pressure on a daily basis. Cost-efficient solutions are indispensable to guarantee productivity. As requirements and prerequisites are different in every factory, Hauni places its trusts in customised solutions. To develop optimal solution concepts, Hauni holds a joint workshop with customers to examine their circumstances and requirements regarding the conflicting priorities risk, costs and performance and then define their specific individual objective. To do so, what are known as pain points are analysed, the customer's resources highlighted and the available budget discussed. The end result is an adapted maintenance concept developed specifically for production schedules and the customer's budget, which saves money and reduces downtimes.



“Customer projects prove the success of flexible maintenance concepts with their impressive figures”

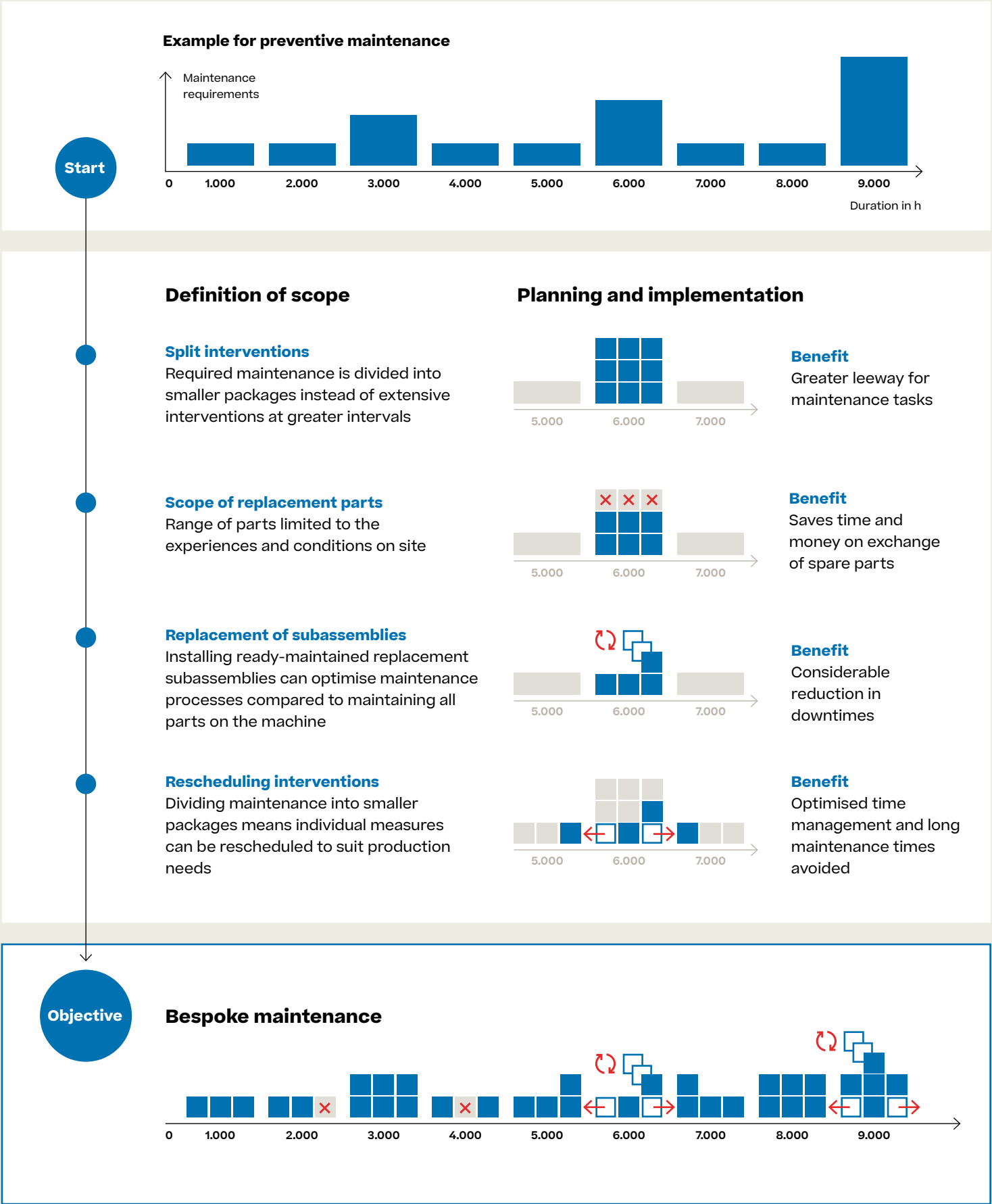
Dirk Reuscher, Key Account Manager
Service Products Hauni Group

Compact

Challenge
Maintenance priorities and objectives are unique to each factory. ‘One size fits all’ concepts often fail to meet specific individual challenges and circumstances.

Solution
Hauni's bespoke maintenance concepts prevent unplanned production shutdowns and are consistently tailored to individual requirements and production schedules.

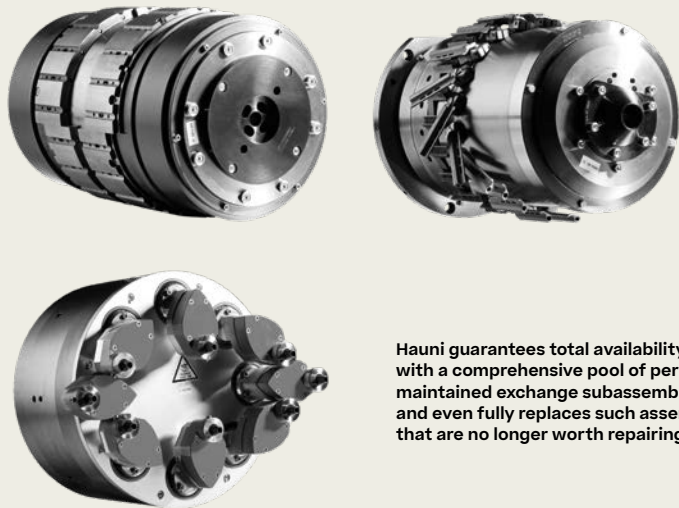
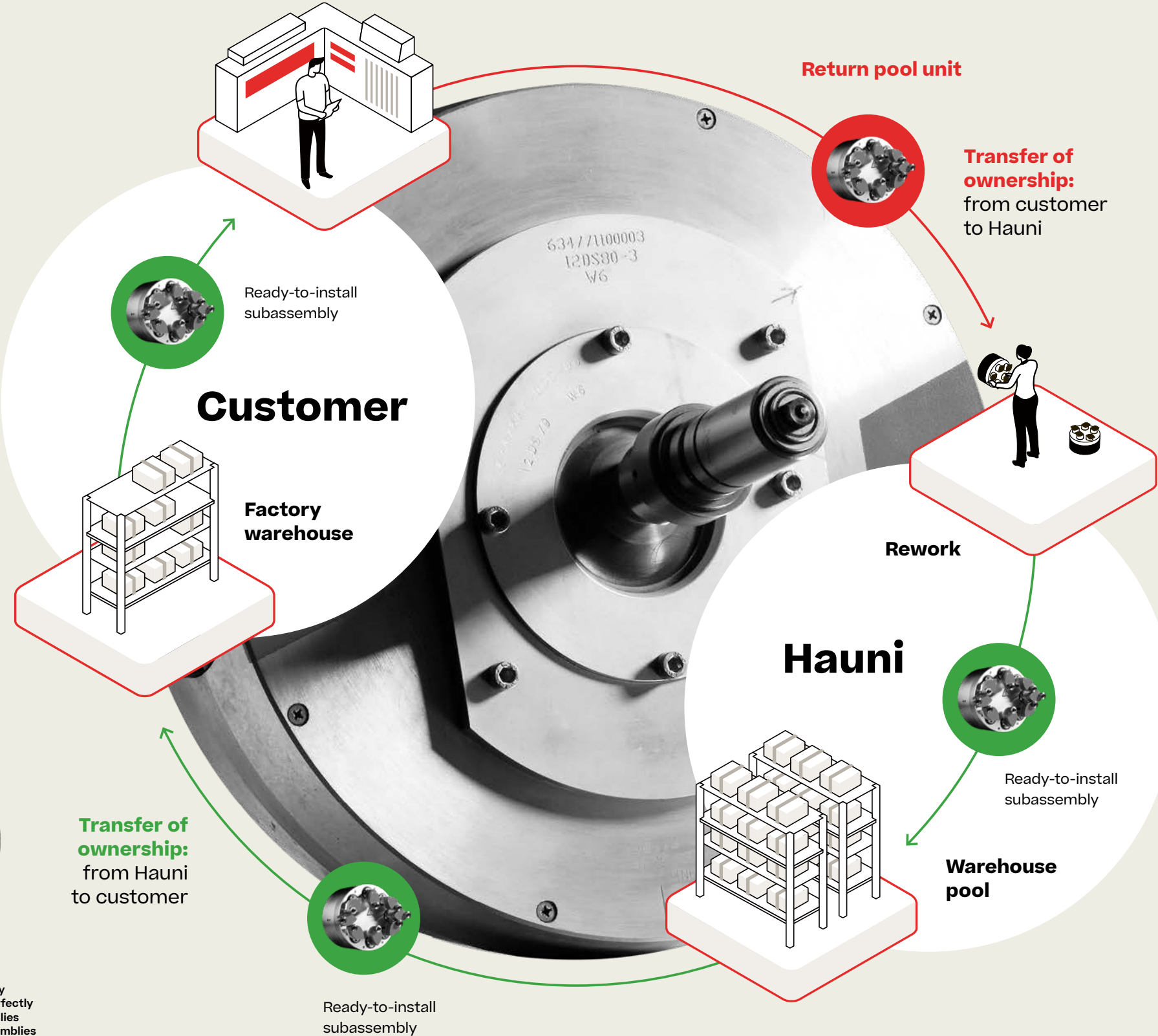
Roadmap to saving time and money



Maintenance

Hauni as a pooling provider

With the Hauni **Subassembly Exchange Program**, customers optimise their maintenance processes and leave a complex issue in safe hands.



Hauni guarantees total availability with a comprehensive pool of perfectly maintained exchange subassemblies and even fully replaces such assemblies that are no longer worth repairing.

Whether it's a trimmer unit, transfer unit or knife carrier, all subassemblies in a machine need to be maintained regularly and exchanged at some point. Manufacturers are prepared for these needs with exchange subassemblies. The problem is that parts are stored unused in the warehouse most of the time.

Guaranteed availability
“With our comprehensive pool of freshly maintained, highly complex subassemblies for virtually all machines in our portfolio, we can make things extremely easy for customers with guaranteed availability,” affirms Claus Peters, Group Manager Services. “Manufacturers benefit from our comprehensive experience and reliable supply chains.” To ensure this works, Hauni maintains the inventory within the pool in such a way that the pool customers’ scheduled maintenance is reliably covered at all times and ensures that the right subassembly is always available in time for the scheduled maintenance events.

In doing so, Hauni guarantees 24/7 access to the pool, 100% supply reliability for all scheduled maintenance events and one-for-one exchange. “Manufacturers also incur significantly lower operating costs compared to their own warehousing,” explains Peters. “And even if an unscheduled exchange is required for a pool component, we are the right contact partner and supply the component immediately under the contractually agreed terms.” Customers enjoy further advantage regarding the subassemblies in the pool: they do not need to make any provisions for subassemblies which can no longer be repaired.

Maintenance

d.maintenance:
Optimised maintenance
processes

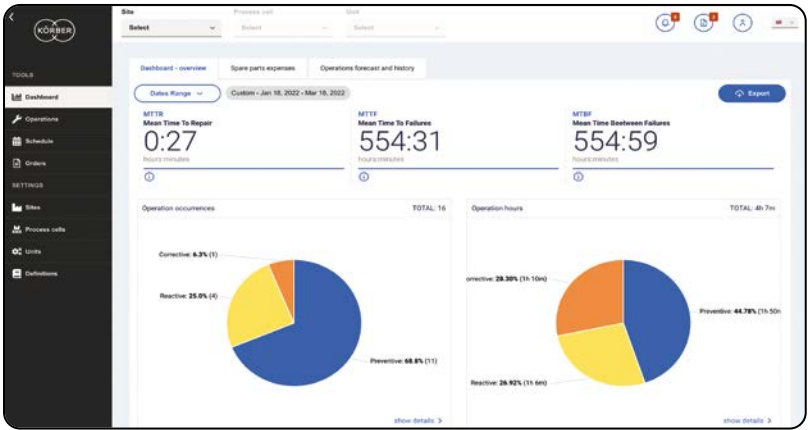
The Hauni **d.maintenance** software tool transforms preventive maintenance into a success model: transparency and efficiency reduce losses in production.

While paper and a pen may often still prevail when maintenance is performed, d.maintenance provides everything that a tobacco company needs for contemporary maintenance processes in a factory of excellence. The tool uses automation and standardisation to ensure that the right tasks are completed at the right time for all machines within the preventive maintenance schedule, irrespective of the machine manufacturer.

For Alvise Vianello, Business Developer Manager Hauni Group, the advantages are quite obvious. “Anyone who uses machine data from d.maintenance selectively to identify the ideal time to carry out maintenance procedures saves on maintenance costs and reduces downtimes. The software also links the required spare parts with specific maintenance tasks and the convenient order options on Hauni myPortal. This means clients have highly efficient spare parts storage and ensure that the required part is always at hand precisely when they need it.”

d.maintenance uses machine data to plan and carry out preventive maintenance procedures and determine the required capacities. The paperless system's customised maintenance history makes optimisation of existing processes as simple as can be.

According to Alvise Vianello, data-driven maintenance leads to improved productivity. “The software not only ensures that all parts are available on time. It also provides the necessary instructions and schedules automatically.”



When manufacturers use d.maintenance for preventive maintenance, they make savings of up to 30 percent of costs and reduce stock in spare parts warehousing by around 25 percent.

Use Case

Maintenance 8,000 h operation hours

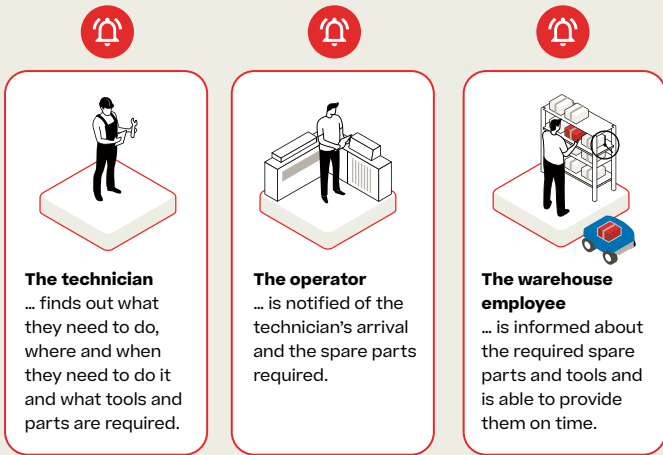
Protos 90
Interval: 1 month / 8,000 operating hrs

Tasks

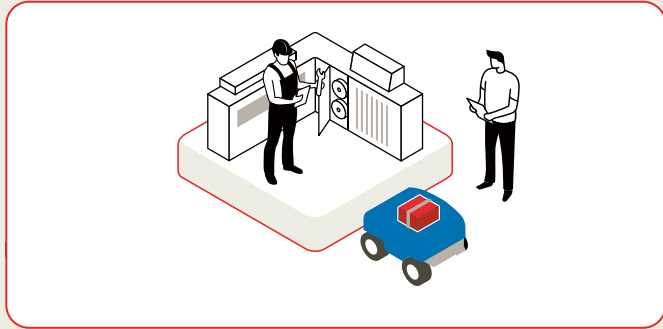
Qualification/specialist Technician	Jigs & Tools Maintenance cart Pressure gauge
Spare parts Replacement parts	Scheduled duration 2 hours

next →

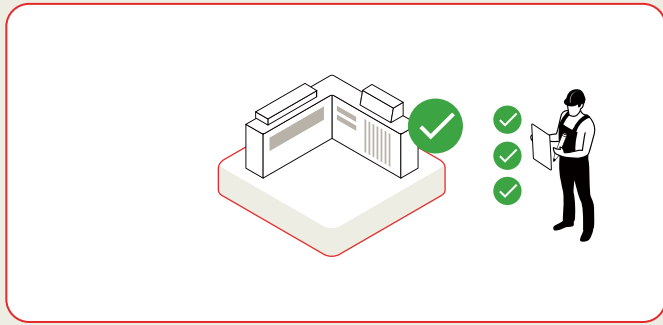
Job card
After a machine has been running for a specific time, d.maintenance provides a standardised job card for the impending maintenance task. This contains information on the time, qualifications, spare parts and tools required for maintenance.



Information for all involved
Numerous people are involved in a maintenance process, from the technician and operator through to the warehouse employee. d.maintenance ensures that everyone knows what to do in good time.



Technical support
If the information stored on a maintenance procedure should prove not to be sufficient, d.maintenance will provide specific further information and contact persons via a remote service connection.



Technical documentation
The system documents all maintenance tasks in detail. d.maintenance thus retains key information and creates the basis for continuous improvement to preventive maintenance.

Digitisation for greater sustainability

Hauni's building and energy management software ensures transparency for sustainability-relevant data.



Stricter reporting requirements make sound data on sustainability a must-have for companies. Hauni's **Building and Energy Management Software d.BMS supplies the necessary prerequisites for reporting.**

The EU taxonomy makes proof of sustainability activities mandatory for companies active on the capital market from 2023. Digital tools that provide a sound basis for sustainability strategies are not only essential for these companies. They supply extensive information on the current status, monitor and optimise energy-related processes such as production, heating, cooling or lighting and ensure that successes in sustainability are measurable.

"Commercial buildings in particular are places where intelligent technologies provide considerable reductions in climate emissions," affirms Alvise Vianello, Business Developer Manager Hauni Group. "A digitally controlled energy management system provides maximum transparency in equipment and building usage and allows instant intervention in the event of abnormal consumption."

Integrated software solutions such as d.BMS consolidate and analyse all data and information sources, thus simplifying sustainability management considerably. Insightful reports showing all key information in detail can be viewed at the click of a mouse. "To achieve this, d.BMS merges all relevant energy users into an integrated unit that can be operated, analysed and controlled centrally," explains Vianello. "Transparency on consumption and other measured values serve as the basis for optimisation measures and, consequently, for significant reductions in energy usage and emissions." d.BMS reduces operating costs by allowing equipment, lighting, air conditioning or heating to be controlled in such a way that they are only used where they are needed. Another positive effect, according to Vianello, is increased productivity. "Intelligent buildings and optimally managed rooms have been shown to improve employee well-being. The right environmental conditions for air, temperature or lighting ensure optimised production conditions, which are directly reflected in a plant's productivity."

Joining forces for greater sustainability

The Hauni Group's sustainability programme has been examining issues such as environmental protection, social responsibility or reductions in our CO₂ emissions closely for over ten years. Since 2021, the sustainability team has been working together with colleagues in the Körber Group on implementing a jointly developed sustainability strategy.

For the Körber Company Group, sustainable action means well-balanced ecological, social and corporate responsibility. Using this holistic approach, Körber aims to provide a better life for present and future generations and has thus embedded sustainability as an integral part of its corporate strategy.

The cornerstone for our combined action within the company group is the group-wide sustainability strategy, which translates these convictions into specific objectives and measures. Three main objectives lie at its core: reducing CO₂ emissions and energy consumption, acting as a fair and attractive employer and using a responsibly structured supply chain.

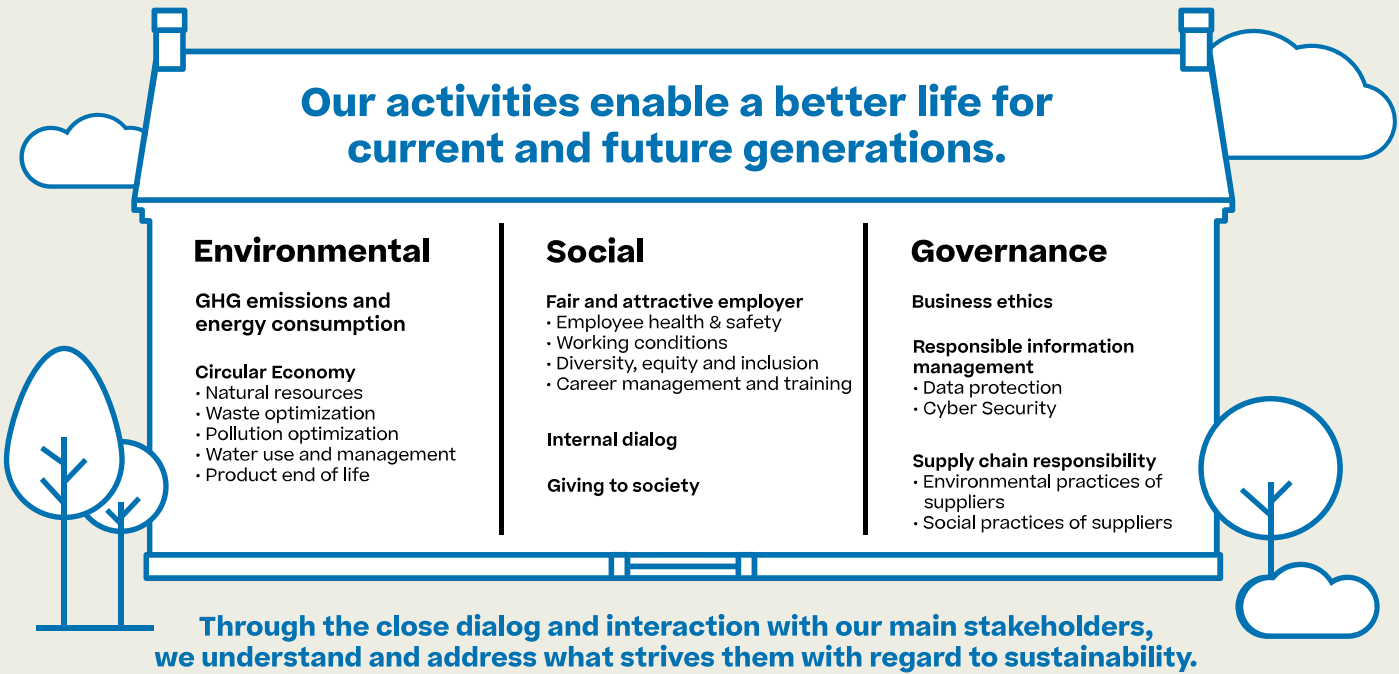
“Sustainable action involves breaking new ground in order to reduce the use of resources continuously and take on responsibility for ensuring co-operation on an equal footing.”

Jürgen Spykman, CEO Hauni Group



The Körber Group's House of Sustainability

... is the joint basis for unifying our sustainability measures across the group – now and in the future.



Körber's House of Sustainability

The cornerstone for our combined action is Körber's House of Sustainability. This also encompasses the three main objectives environment, society and corporate governance that the group has established for itself. "To reduce our greenhouse gas emissions, for example, we are switching to green energy, reducing energy consumption and taking environmental aspects into account with regard to travel. As an employer, we in the Körber Group also promote health, safety and further training for all employees and advocate diversity, equality and inclusion. When it comes to corporate governance, one of the key lines of action is ensuring responsible supply chain management with regard to our suppliers' social and environmental practices," explains Michaela Thiel, Head of Sustainability at the Körber Group. "We are contributing to seven of the United Nations' seventeen Sustainable Development Goals with the efforts to achieve our three main objectives alone. These include, for example, Goal 7: affordable and clean energy, Goal 13: climate action and Goal 3: good health and well-being."

Specific goals

Having been an integral part of daily activities for many years, sustainability is firmly embedded in the Hauni Group's corporate strategy. The company has taken specific goals from its sustainability strategy which can be used to define and implement measures for all departments. What can be achieved in this way is demonstrated by the example of respect for human rights. "As a globally active company, the Hauni Group is responsible for its economic, ecological and social activities in Germany, Europe and the entire world. We're aware of this and we have adopted human rights and workers' rights guidelines in which we define specific standards. "We're making a commitment with these guidelines and we have ourselves measured against them," states CEO Jürgen Spykman.

Digital? Don't need it!

People are sceptical about changes and this is also the case when it comes to digitisation. Hauni breaks down common prejudices.

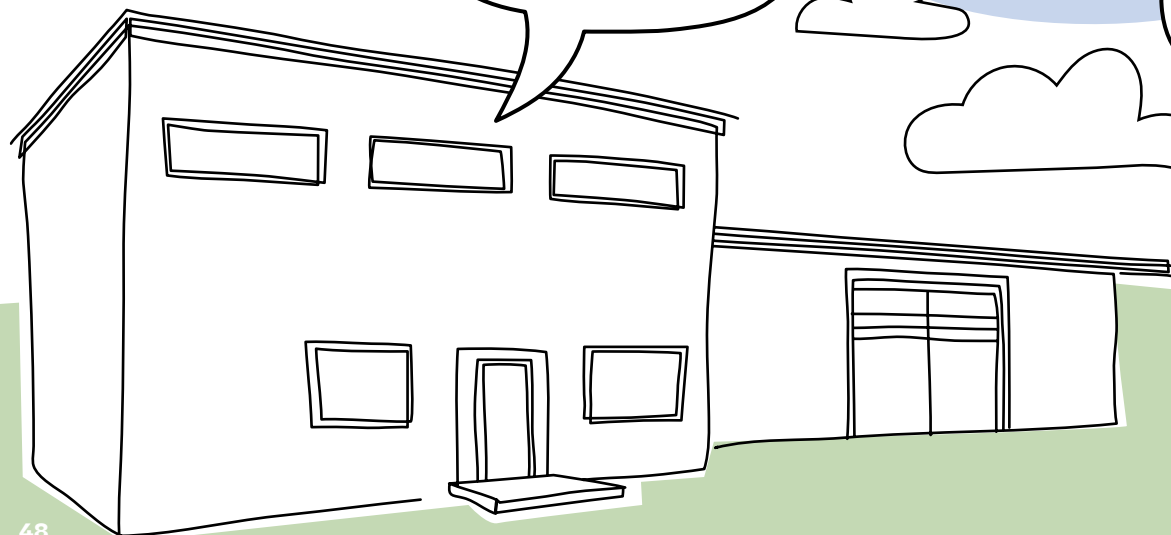
Hauni thinks: digitisation is not a question of size. Smaller production facilities can use cloud solutions that do not require complex software and hardware installation. Such solutions can be scaled as their needs change. In these cases, experienced partners not only help with selecting suitable solutions but also with implementing them.

"Our company is too small for digital solutions."

"There is no quick and easy way to learn."

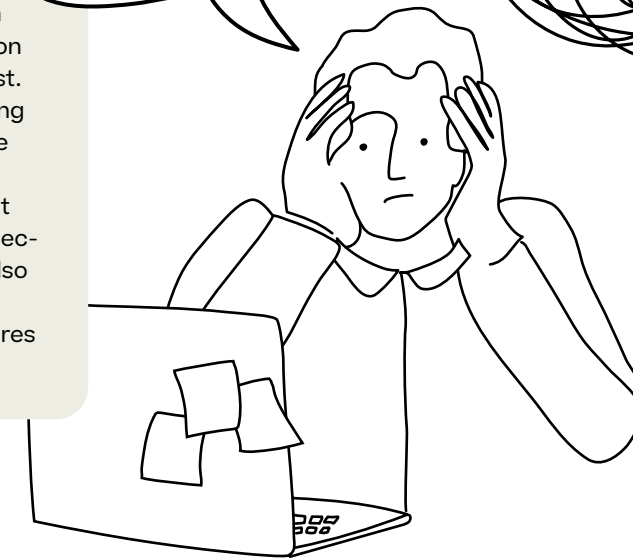
Hauni thinks: companies often come up against misgivings from experienced employees when it comes to digitisation. The thing to do here is to involve such employees in the project from the outset, accommodating their preferences. During rollout, training sessions give staff better understanding on how to use the solution and its advantages.

"The security risk is too great."

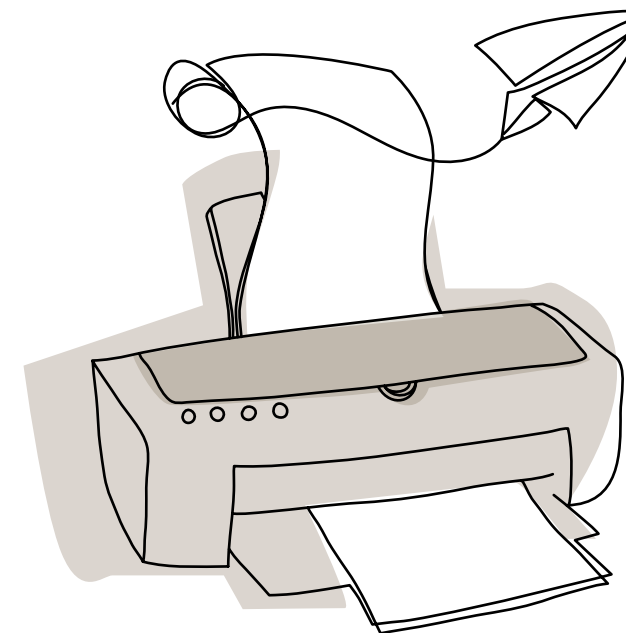


Hauni thinks: a digitisation project is manageable with the right partner. Production sequences are mapped first. It is then a matter of defining objectives and planning the project. This is a one-time expense, which subsequent usage then puts into perspective. Digitisation projects also provide an opportunity to pinpoint inefficient structures and optimise processes.

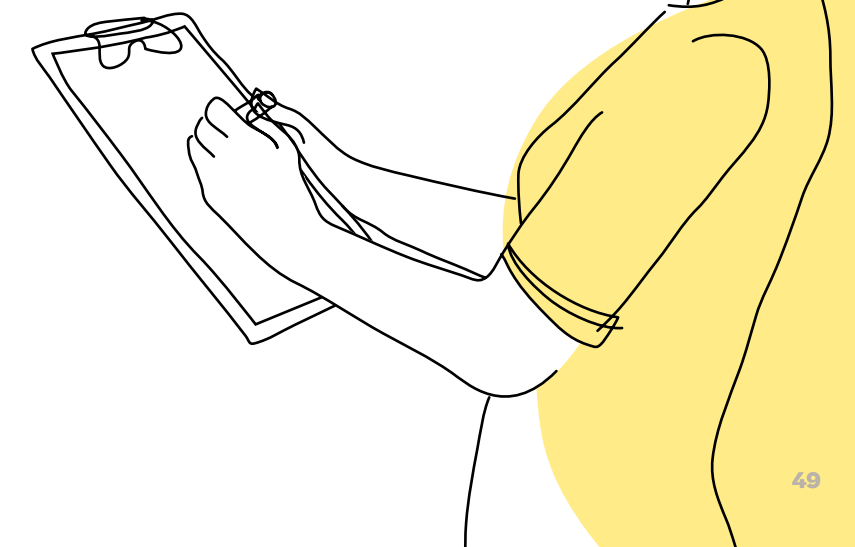
"It is too expensive."



Hauni thinks: you will not obtain the level of transparency and real-time information that software effortlessly delivers if you simply work with paper documents. Urgent warnings and high-quality machine data reduce breakdowns, increase machine availability and life cycles, and form the basis for greater profitability.



"I can handle my paper documents highly efficiently."



Hauni thinks: when digitising, companies also need to take IT security into account if they haven't already done so, a task that is often long neglected. Experienced partners are the best solution in view of the effort involved and how important the process is. Such partners will provide a weak-point analysis, suitable encryptions and data backups and select solutions with the necessary certifications.



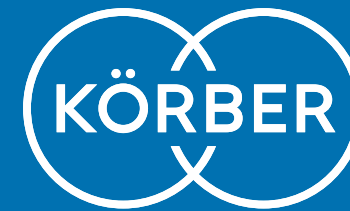
7 Minuten ...

... with a resolute decision maker.

Fredrik Sandmark, Hauni's Head of the Secondary Segment, was not sure whether to choose between management or professional football when at university. In the end, he bid farewell to Sweden's second league and started work at the French automotive supplier Valeo. During one particularly unpleasant Swedish winter, he quickly said yes without a second thought when he received the offer to take over as project manager in South Spain. He relocated there with his wife and daughter without speaking a word of Spanish. Two more children followed during their time in Spain. After a total of 14 years as an automotive expert at Valeo, Sandmark changed industries and joined Nexans, a world-leading cable manufacturer. The industrial engineer contributed his expertise in transformation and restructuring in plants at various German and European locations.

When Hauni knocked on the door in 2020, the decisive manager elected to switch sectors for a third time. "The challenges are great in the secondary segment. We need to focus our actions on clients more closely than ever before. It's essential to increase our speed of implementation and take our staff along with us in this direction. We have outstanding experts in the secondary segment and need to exploit this enormous potential for the benefit of our clients," affirms Sandmark, who now lives between Hamburg and Münster. "Our new internal departmental structure also helps us in this process."

If Sandmark still has time left over after implementation and current projects, he enjoys sports activities. He generally goes skiing and hiking in the mountains when on holiday.



From
1 September
2022

#strongertogether

Hauni Group becomes Körber Business Area Technologies

More information from your personal contact person, on LinkedIn, or at koerber-technologies.com from 1 September

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