

# Packaging Manufacturing

**OPERATIONAL AGILITY  
ENABLES PROFITABLE,  
SUSTAINABLE GROWTH**

Comprehensive operations consulting for packaging manufacturers from seasoned operations consultants with deep lean DNA, a bias for action and a relentless belief that speed wins.

## Does your organization struggle with:

- Increasing costs
- Finding ways to improve equipment reliability
- Balancing capacity expansion with capital expenditure limitations
- Ensuring human capital availability to operate production lines
- Identifying, vetting and adopting new automaton
- Managing through a barrage of supply chain disruptions
- Ensuring operational capability to support innovation
- Integrating acquisitions

## Leverage TBM's deep expertise in Packaging Manufacturing to:

- Reduce defects, first pass yield, and rejects
- Improve asset reliability, speed and yield
- Increasing internal capacity
- Optimizing the distribution network
- Creating and implementing a rational, doable plan to leverage automation for better efficiency
- Creating operational flexibility to affordably address shifts in consumer preferences and demands

## Improve Profitability, Thoughtfully Pursue Automation, Avoid Unnecessary CapEx, and Improve Operational Agility to Support Growth

We move the needle on business performance quickly. Our seasoned operational consultants dive deep to rapidly assess your operational challenges and go right to work partnering with your team at the point of impact to implement positive changes.

### Our Packaging Industry Focus Areas

**COST OUT, QUALITY & YIELD:** Optimizing changeovers, reducing defects, improving yield, reducing external rejects, reducing reclaim/regrind, and reducing energy consumption.

**ASSET UTILIZATION:** Increasing internal capacity through improved scheduling logic, better OEE, and reduced changeovers and make-ready; maintenance excellence.

**DIGITAL MANUFACTURING / AUTOMATION ADOPTION:** Building digital transformation roadmaps, vetting and selecting technology / automation, implementing and managing pilot projects.

**SUPPLY CHAIN MANAGEMENT, PLANNING, NETWORK OPTIMIZATION:** Understand cost to serve, implement resiliency measures, robust S&OP process, risk analysis, network analysis, facility planning and relocation.

**HUMAN CAPITAL MANAGEMENT:** Assessing resources, developing leaders, providing strategic embedded resources, building internal talent management programs, improving recruitment and retention.

**SUPPORTING THE GROWTH AGENDA:** Creating capacity for new products, improving process capability for new product development, and providing operational support for acquisitions.

**CULTURE IMPROVEMENT / PROCESS DISCIPLINE:** Management system design and implementation, KPI creation and alignment, goal deployment, problem solving and sustainment.

## About TBM Consulting Group

TBM is a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. Many of our consultants have worked in or with packaging manufacturers during the course of their careers— with myriad materials including rigid and flexible plastic, closures & lids, metal, glass, wood, fiber and paperboard. Our senior management consultants have 25+ years of hands on experience in C-suite, operational leadership or continuous improvement roles.

Serving North America, Latin America, and EMEA regions

Our packaging industry clients include:

**ALPLA**

**pactiv  
evergreen™**

**SIG**

**Scholle IPN**

**CSI CLOSURE SYSTEM  
INTERNATIONAL**

**Graham  
Packaging**

**Graphic Packaging  
INTERNATIONAL**

### Packaging Manufacturing Results

#### INTERNATIONAL PLASTIC PACKAGING MANUFACTURER

##### Liberated Capacity, Increased Uptime, Equipment Reliability

- Improved equipment availability and changeover process, installed total productive maintenance program, embedded total productive maintenance (TPM), implemented a lean based management system and coached and mentored leads and associates
- 20-25% productivity improvement
- Improved machine availability and efficiency with a 35% reduction in line stoppages
- Finished goods inventory reduced by 17% and spare parts inventory reduced by 12%

#### PLASTIC FOOD PACKAGING & FOOD SERVICE PRODUCTS

##### Cost Reduction, Equipment Reliability, Operating System

- Multi-year engagement with long-term value creation, goal deployment, operating system design & implementation, cost out, yield, asset utilization, order fulfillment and working capital reduction.
- \$22 million in one year with an 8% reduction in conversion costs through improved productivity, material composition and staffing
- 11% productivity improvement through plant synergy savings projects, accelerated best practices and OEE improvements
- \$13 million saved in film extrusion through increased average pounds per day by 13%

#### PAPER & PAPERBOARD MANUFACTURING

##### Cost Reduction, Quality Improvement, Capacity Optimization

- \$16 Million in savings, 40 greenbelts trained, embedded manufacturing excellence throughout organization, reduced contamination, improved customer satisfaction
- Improved product acceptance (quality) at critical process milestones including pulp, paper and extrusion
- Improved equipment reliability / uptime
- Created problem solving ability
- Drove sustainable cost savings

TALK TO TBM TO JUMPSTART YOUR NEXT WIN TODAY

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