

PRESS ARTICLE

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A highly efficient canning line and a shorter time to market: how HEINEKEN Vietnam is boosting beer production thanks to its partnership with Gebo Cermex



As a leading player in the domestic beer market, HEINEKEN Vietnam was looking to significantly increase the beer production output of its Tien Giang site, located in the south of the country. And they needed to do it quickly. Long-term partner and expert in turnkey solutions for beer players, Gebo Cermex, supported this ambitious goal with a complete line project, featuring among other highly efficient and high-performing solutions the new Sidel filler, EvoFILL Can.

A subsidiary of the HEINEKEN Group, HEINEKEN Vietnam is the second largest brewer in Vietnam, employing around 3,000 people, while operating six breweries across the country. With a focus on high-output and high-efficiency lines, they produce the most famous international and local brands through dedicated 'single-format' lines.

A proven partnership resulting in a successful complete can line project

In Tien Giang, the brewer was looking to increase its production output. Paul Bleijs, Supply Chain Director at HEINEKEN Vietnam Brewery, explains, "We wanted to buy a new complete can line, doubling the capacity of the existing ones. However, a typical challenge is that you have to install the equipment while the brewery is in operation. This is why you have to look at the layout very well but – thanks to the experienced line design team from Gebo Cermex – we overcame this obstacle."

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Gianmatteo Bigoli, Strategic Account Director for HEINEKEN at Gebo Cermex, comments, “We ensure that a stable expert team is supporting the customer on all their projects in Vietnam to capitalise on customer proximity, to easily grab their requirements, and to quickly implement the right solution for them. What cemented our cooperation through the past 13 years is also our continuous focus on innovations: this is key for a global leader like HEINEKEN.” Paul continues: “From line design through installation up to the commissioning phase, the Gebo Cermex team helped us take each step very quickly.” This was instrumental in starting production seven days ahead of schedule. Gebo Cermex’s vertical start-up programme, including a dedicated training that was specifically developed for the HEINEKEN team, reduces time-to-market by 40%, while securing ongoing efficiency of line operations.

High performance paired with optimal sustainability

Sustainability is absolute key for HEINEKEN. In 2017, the leading brewery was recognised as the most sustainable manufacturing company in Vietnam by the Vietnam Chamber of Commerce and Industry (VCCI), based on the annual Corporate Sustainability Index. Paul comments: “Besides good productivity levels, this line is consuming less energy and water, thus contributing to a very good return on investment for us.”

Ha Minh Thanh, Packaging Manager at HEINEKEN Vietnam, values the design of the can filler, “The ergonomics and safety architecture of the solution are great: it is very easy to operate, to maintain, and to clean.”

“A job well done”

Sustainability, coupled with performance, was also high on the agenda when Gebo Cermex engineered SWING®. Top-quality treatment in an equipment that is simple-to-operate and maintain, makes SWING the ideal solution for pasteurising, heating or cooling cycles for cans of all formats and sizes. Moreover, it allows significant resource savings.

Increased output paired with consistently high product quality and optimal resource savings are now all achievable for HEINEKEN Vietnam thanks to the new complete canning line. Paul concludes: “Let the result speak for itself: if you can run four weeks after starting the first canning, in three shifts, at a good OPI (Operational Performance Indicators) level, that means the job was well done.”

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About Gebo Cermex

Gebo Cermex works in partnership with Sidel as part of The Sidel Group. The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

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