

# HEYE and ORORA mark two decades of collaboration

**H**eye and Orora celebrated their friendship and commitment and remembered the beginnings of their partnership in 2002 whilst looking forward to future collaborations. Anniversary celebrations, attended by employees of both companies, took place in February at Orora's glass manufacturing plant in Gawler, South Australia.

Over the course of their collaboration, Heye has provided continuity of supply and techni-

cal support for Orora - initially confirmed by a large new order placed with the German equipment manufacturer just before Christmas 2022.

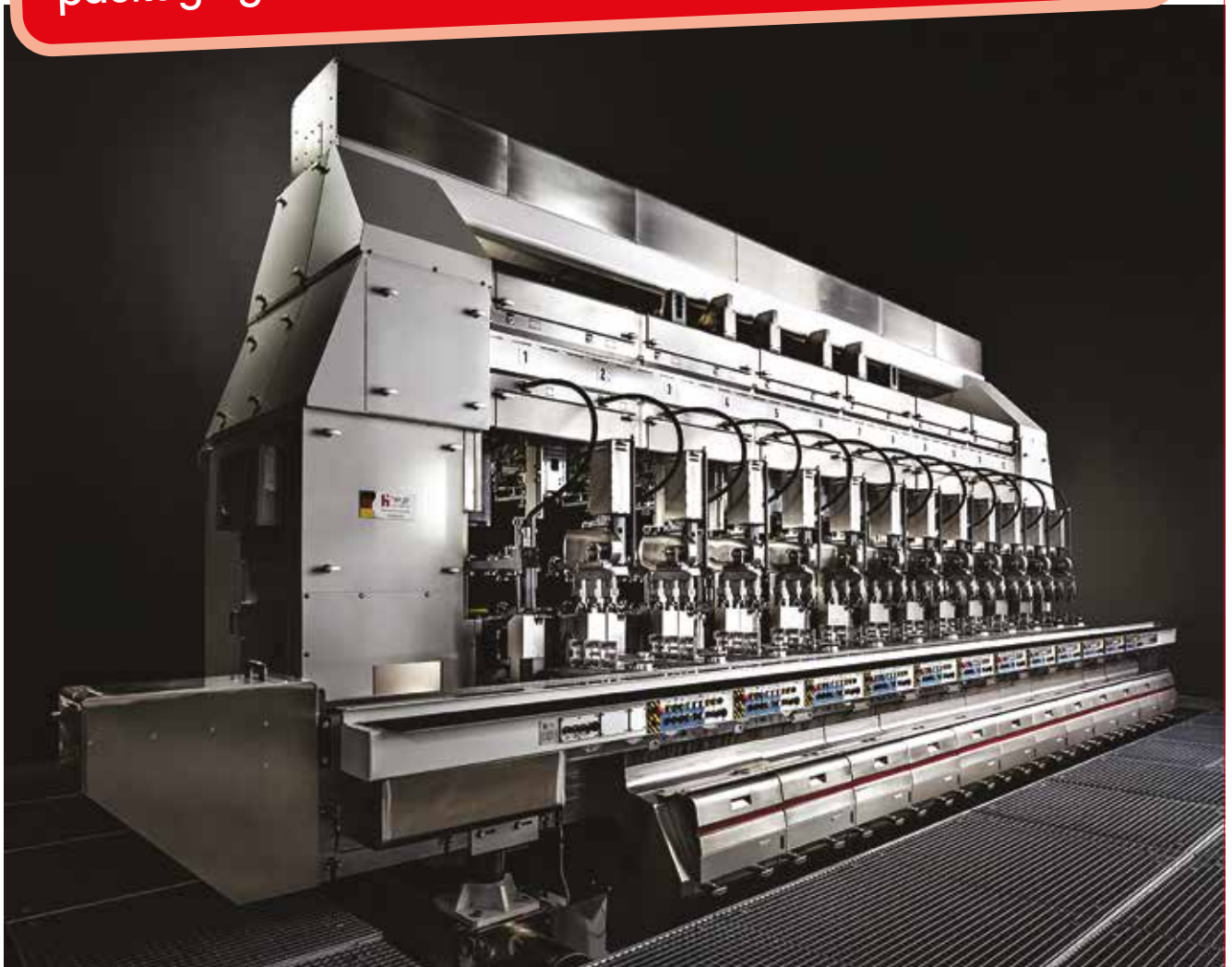
## START AS YOU MEAN TO PROCEED

Upon establishing its Gawler glass manufacturing plant back in 2002, Orora entrusted Heye with design and supply of the first furnace and two production lines. The plant was built to supply the rapidly

developing wine industry in the nearby Barossa Valley, together with other prestigious wine regions across Australia. This being a new plant, Heye also helped train glass operators and delivered technical support once the plant was up and running. According to Orora Technology and Business Development Manager, Andrew Barreau, that support has continued to this day. Said Barreau: "Having a responsive world-class



In a joint celebration of consistency and continuity, HEYE is celebrating the twentieth anniversary of its supplier partnership with leading sustainable, innovative packaging solutions provider ORORA Limited.



technical partner like Heye makes a big difference to our operations. Our plant operates 24/7, so it is critical to have consistent and reliable support, which our partnership with Heye delivers. Together we have developed some clever remote solutions and this collaborative approach to innovative solutions is key to our long, successful partnership.”

When the glass plant was commis-

sioned in May 2002, Heye’s 450-tonne furnace fed two 16-section, double-gob IS machines, which produced a yield of over 90 percent. Sales soon exceeded the initial target of 200 million wine and champagne bottles a year. As a result, Orora added a second furnace two years later. Again, Heye supplied the furnace, feeder, two 16 section 6 ¼” DG IS machines (blow-blow process) and cold-

end equipment.

The wine industry has sustainability at its core and has been pioneering light weight wine bottles. Orora used this opportunity to diversify its glass offering and, in 2010, asked Heye to supply another furnace - equipped, for the first time, with NNPB technology on its IS machines to supply the beer market as well as ultra-light



## PARTNERSHIP

# Partnership

weight wine bottles. The two 20 section NNPB machines were supplied with a triple gob conversion kit, giving the plant the flexibility to run double- or triple-gob production. As Heye is the inventor of the NNPB production process, it was clearly the best supplier for the job. NNPB is now applied throughout the plant, with commercial wine brands benefiting from 75cl bottles weighing as little as 330g. By 2020, all lines had been converted from 16-section to 20-section. Heye supplied compact 20 section IS machines which were built to fit within the footprint of the original 16 section machines. This dramatically reduced the civil engineering required to fulfil the project. The latest order, received in December 2022, will see Heye install the first SpeedLine IS

## ABOUT ORORA LIMITED

Orora is a leading manufacturer and distributor of sustainable, innovative packaging and visual solutions. Listed on the ASX and headquartered in Melbourne, Australia, the company is focused on designing and delivering products and services that enable its customers' brands to thrive. Every day, millions of consumers buy and use goods in packaging that's all proudly designed, developed, manufactured or distributed by Orora.

machines to Orora's Australian operation.

### TECHNICAL ASSISTANCE

From the very beginning, Heye supported Orora with a comprehensive Technical Assistance Agreement that has been renewed and extended over the years. This includes training of Orora team members in Australia and Germany, production- and

yield-support, furnace inspection, job- and colour-change support, mould design/light-weighting and a host of other areas to boost the efficiency of customer operations. During the pandemic, the company supported Gawler as it rebuilt the G2 furnace, first completed in 2004. Currently Gawler has a capacity of around a billion bottles a year from its three fur-







naces and six production lines - depending upon product mix and colour schedules.

### **BUILT ON DEMAND, EFFICIENCY AND TRUST**

A combination of market demand and opportunities for operational efficiencies have kept the relationship expanding throughout its 20-year history. In the lead-up to 2022, the flexibility built into the lines supplied by Heye helped the glass business to successfully expand into new product ranges to mitigate the impacts of lower wine volumes. Both the plant's expansion and Heye's innovative technology have made it increasingly efficient. For example, the early furnaces had to change colour quite often to react to market demands. With three furnaces,

Orora became more flexible and generated more stability. Heye International CEO Hans-Peter Müller says: "To realise such complex projects in place requires trust between the partners, exemplified by the continuity and the level of professional excellence both parties show." The development of personal contacts between the experts in all departments enhances communications and reduces bureaucracy. There are no bottlenecks caused by enquiries having to channel through a single account manager.

### **A WIN-WIN SITUATION**

Hans-Peter Müller explains: "This is the kind of relationship we want to build with all our customers. Glass is a capital-intensive business, so glassmakers seek

partners like Heye who will be with them for the long haul and provide fresh solutions for the challenges they face." The ongoing collaboration has been a win-win-situation for both parties and has helped Orora prove to be a reliable partner for the wine, beer, spirits and olive oil industries in Australia. Looking to the future, Orora continues to work with Heye to pursue the glass industry's evolution. Andrew Barreau says: "We are actively seeking to improve flexibility around run lengths, further lightweighting and sustainability around low CO2 glass manufacturing. We are confident that Heye will play a key role in helping us address these challenges." The relationship with Heye will assist Orora in achieving its interim Climate change target of reducing Scope 1 and 2 greenhouse gas emissions by 40 percent by FY35 from an FY19 baseline. ■

## ABOUT HEYE INTERNATIONAL

Based at Obernkirchen, Germany, Heye International GmbH is one of the international glass container industry's foremost suppliers of production technology, high performance equipment and production know-how. Its mechanical engineering has set industry standards for more than five decades. Extensive industry expertise, combined with the positive attitude and enthusiasm of Heye International employees is mirrored by the company motto 'We are Glass People'. Its three sub-brands HiPERFORM, HiSHIELD and HiTRUST form the Heye Smart Plant portfolio, addressing the glass industry's hot-end, cold-end and service requirements respectively.



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