



Partnership with the customer with enthusiasm and motivation

From commissioning of the large-scale project to the signed handover protocol in just two and a half years: the project in Mexico for PiSA in cooperation with Excellence United partners was implemented in a remarkably short time and was very successful as well. What was the key to the success of the mega-project?

The mega project at PiSA in Mexico included two complete OSD manufacturing trains. This meant that Excellence United (an association of German companies from the pharmaceutical plant engineering sector) was involved in all aspects of the manufacturing train - from the equipment for weighing the active ingredients and the granulation line, the container blender, and the coater from Glatt to the tablet press from Fette Compacting and the packaging line from Uhlmann. To match this, Glatt supplied the suitable powder, granulate, and tablet containers, handling systems, lifting columns and other accessories. To be able to process the high hazard class of active ingredient required by the customer, both lines were designed by us according to OEB-5, the second highest OEB level (OEB stands for Occupational Exposure Banding).

To determine the end point of drying automatically, Glatt used an established microwave sensor from Tews in both Glatt fluid bed systems.

What was the recipe for success of the mega project? According to Henning Wolf, the project manager of Glatt's PiSA project, the answer clearly lies in the outstanding cooperation and team play at eye level between the customer and the plant manufacturer.

In particular, the maximum commitment and involvement of all project team members from PiSA and Glatt were the key to success. Project planning and onsite coordination enabled the ambitious schedule to be met even though there was a 3-month lockdown. This worked out so well because the customer also provided its specialist staff, and the recruitment of the employees who will take over the management of production on the new lines had also started at an early stage. As a result, the on-site staff got involved at an early stage, became familiar with the equipment, and asked well-founded questions.

Not only did the cooperation with the customer work exceptionally well, but the local partner NSPADEI also provided Glatt and Excellence United with its expertise during the particularly challenging period. The internationally positioned service team for commissioning and qualification enables Glatt to stand out from other providers.