

# **It:** is collaboration.



## >> Client



Hill's Pet Nutrition is a manufacturer of pet nutrition products available in 86 countries around the world.

Today, Hill's product lines include more than 60 Prescription Diet brand pet foods and more than 50 Science Diet brand pet foods. Products are sold through veterinarians and pet specialty retailers. A subsidiary of Colgate-Palmolive, Hill's is based in Topeka, Kansas and has sales of over \$1 billion annually.



## >> Situation

The Hill's Indianapolis facility manufactures and packages a huge volume of bagged pet food daily. The product loads are palletized and protected by a corrugated top sheet and then stretch wrapped. The palletized loads are shipped continuously from multiple packaging lines. The customer was in need of an integrated solution that would minimize the potential damage to the physical packaging as well as the overall packaging cost.

## >> Solution

After extensive analysis and testing, we determined the best solution was to replace Hill's current corrugated top sheet configuration with poly top sheets from a roll which would be individually sized and cut for each load. We partnered with Orion Packaging to source their Top Sheet Dispenser. Our engineering and design teams worked in conjunction with Orion to modify the dispenser for integration into Hill's existing automatic stretch wrapping system. Sample loads were sent through Hill's various distribution channels and evaluated for the durability of the packaging and overall shipping quality.

This integrated packaging solution was a true collaborative effort between Orion Packaging, the customer's distribution channel partners, and our internal engineering staff who provided analysis, testing and system integration services.

## >> Benefits

The cost savings and process improvements to the packaging process, as well as the increased product shipping quality, were dramatic. Hill's has duplicated the solution throughout their facility. It has also reduced the levels of product damage and the associated customer service costs for Hill's.

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