

Find your **hidden** **factory** in 30 days

A 7-step method to put a price tag on every production loss and recover output from the equipment you already have.

• 7 steps

• 4 weeks

• One loss Pareto in €

Your team talks in minutes. Your CFO decides in euros.

When improvement results never reach the financial statements, support fades. The losses stay.

≈60%

OEE in an average plant

≈85%

world class for discrete lines

THE PRINCIPLE

If a loss has no price tag, it has no priority.

Measure true OEE with **three numbers**

Scheduled time, good units and the ideal rate. Nothing else.

OEE =

**(good units ÷ ideal rate)
÷ scheduled time**

Example: 4,362 good units ÷ 4 per minute = 1,090 minutes of perfect production, in 1,830 scheduled minutes.

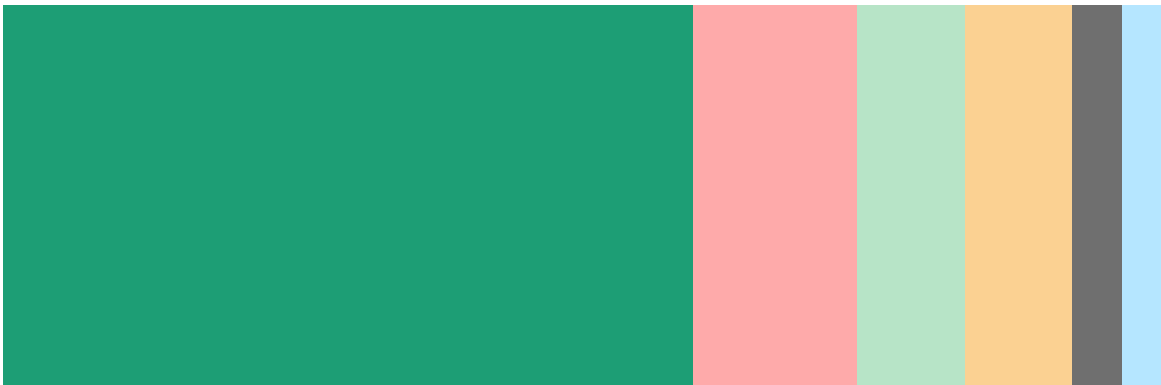
• **OEE 59.6%**

No ideal rate? Use the best 4 hours of your last 400. Method and example: R.C. Hansen, Overall Equipment Effectiveness.

Classify every minute. No "other".

A minute with no reason can't be priced, and a loss with no price won't be fixed.

Where scheduled time goes (Hansen's 40-hour example)



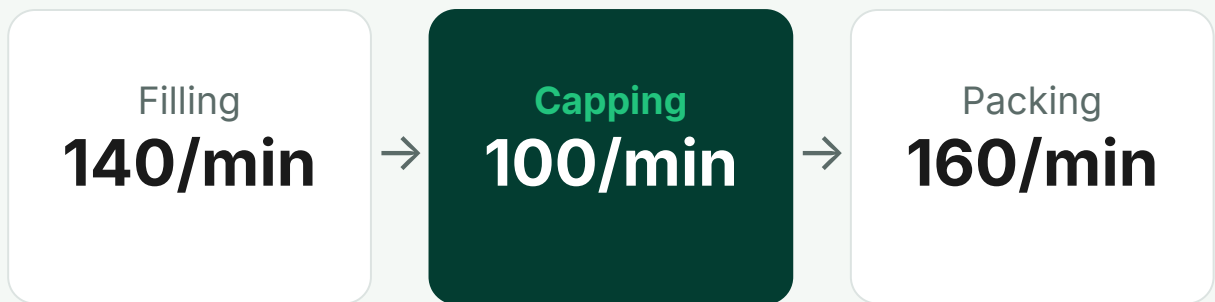
■ OEE 59.6% ■ Downtime 14.2% ■ Speed loss 9.3%
■ Planned stops 9.3% ■ Scrap 4.3% ■ Induced stops 3.3%



The check: OEE plus every loss must add up to 100% of scheduled time. If it doesn't, a loss is hiding.

Start at the **bottleneck**

A minute lost at the bottleneck is a minute lost for the whole plant. A minute lost elsewhere may cost nothing.



Sample line: capping sets the pace for all three steps

Ask before every project: if this step gets better, will plant output or profit move? If not, work somewhere else.

Put a **price tag** on every loss

You only need your selling price and gross margin per product.

Revenue at risk

lost units × selling price

• €48.00 / min

Profit impact

lost units × gross margin

• €15.36 / min

Cost of downtime

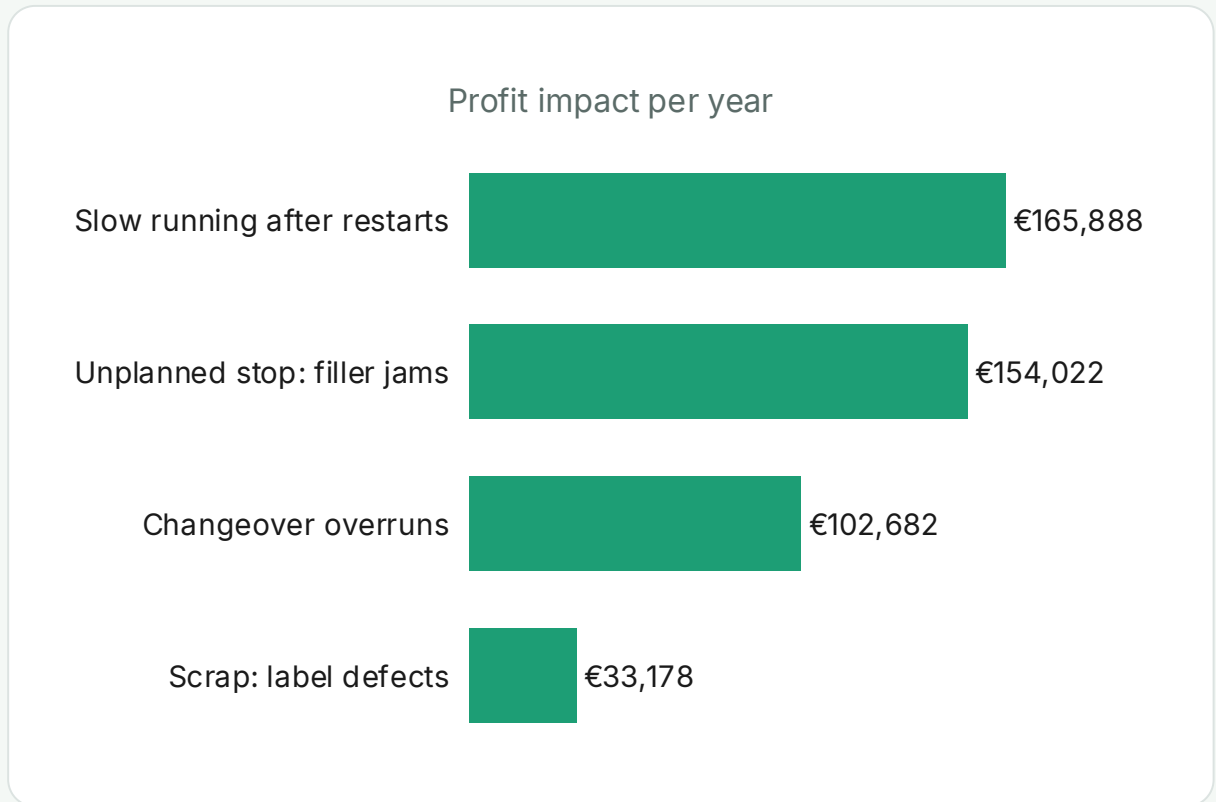
labour and overheads while you wait

• €2.47 / min

Sample data: 20 units a minute, €2.40 per unit, 32% margin, €148 an hour labour and overheads = €1,070 per hour stopped. [Price your own line →](#)

Rank by **money, not minutes**

Slow running rarely makes the morning meeting. Priced per year, it often beats the stop everyone remembers.



Sample data from the loss price tag calculator. Ranked by minutes stopped, filler jams would have looked like the priority.

Pick **no more than three** losses

Finish them fast. Each one gets the same four parts.

Evidence

Stop codes, operator notes, the timeline

• Step 1

Owner

One name, not a department

• Step 2

Action

A countermeasure: work order, SOP update, training

• Step 3

Verified result

Checked against production data

• Done

Look for the cause in the process, not the person. Problems usually sit in the system.

A fix counts when **output moves**

Not when the task is closed. Compare the loss before and after, in units and in euros.

P

Plan the change

D

Do it on the line

C

Check with production data

A

Make it the standard



Can you sell the extra output? Then the gain is profit.



Can't you? It comes back as shorter shifts and less overtime.



Then go back to step 1 with the next loss.

Find the money first. Then fix it.

- ✓ **Week 1:** true OEE on the bottleneck, every minute classified
- ✓ **Week 2:** a price tag on each loss, ranked in euros
- ✓ **Week 3:** top three losses, each with an owner and an action
- ✓ **Week 4:** results verified with production data, reported in euros

Price one minute on your line

Free loss price tag calculator, 3 minutes

[Open →](#)

[Book a 30-minute demo with your own line →](#)