



CASE STUDY

INDUSTRY: FOOD & BEVERAGE



CUSTOMER: Kraft Heinz Company

KraftHeinz

LOCATION: Fremont, Ohio, USA

BACKGROUND: As the fifth-largest food company in the world and third-largest in the United States, Kraft Heinz makes the majority of the Heinz ketchup products at the Fremont, Ohio plant. Armstrong International owns, operates, and maintains the utility assets, producing steam and compressed air, and maintains the corresponding distribution systems throughout the Kraft Heinz Fremont facility.

The powerhouse produces a peak of 205,000 lbs/hr of steam and 10,000 cfm of compressed air.

SCOPE OF WORK: Armstrong's engineering team recognized and designed the upgrades to the electrical, steam, and compressed air systems.

Armstrong maintains a crew of six on-site employees who are responsible for the operation and maintenance of the utility assets and the steam and air distribution systems. This includes an Armstrong site supervisor who has overall responsibility for these systems including system efficiency, reliability, and reporting.

- Installed a stack economizer on boiler #5
- Replacement of blowdown heat recovery equipment
- Replacement of product deareator steam jet ejectors with mechanical vacuum pumps
- Repaired and/or replaced cooker relief valves and steam vent control valves
- Steam trap repair and replacement
- Correct steam blow-thru rate on cooker kettles
- Compressed air system optimization
- Ketchup cooling heat recovery and water re-use
- Energy Optimization System (EOS) / utility monitoring system
- Isolate the abandoned lines to pre-cons
- Condensate return improvement

The agreement's total value is in excess of \$100 million. The financing was secured utilizing Armstrong's strategic partners, Americas Power Partners/LaSalle Bank. The type of contract is an Energy Service Agreement.

BENEFITS: Kraft Heinz's overall utility costs have been reduced while avoiding \$2 million in capital upgrades. All savings were guaranteed (savings amounts cannot be shared by confidentiality agreement). Kraft Heinz received a capital payment for the powerhouse assets.