

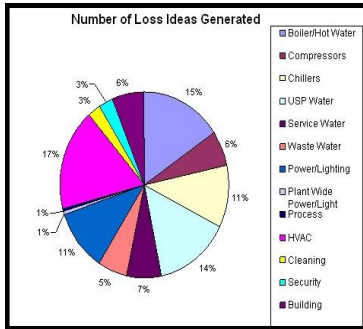


The Industrial Solutions Group

Providing World Class, Innovative Solutions

Utility Cost Reduction for International Pet Food Company

- Utilities System Loss Elimination



Number of Loss Ideas Generated

The Challenge: A health care products manufacturing plant needed to reduce operating costs. Utility and facility costs were to be well above benchmark levels.

ISG's Innovative Solution

ISG worked with the client using our unique 'loss analysis' techniques. Applying this approach required the following activities:

- Working with on-site Teams to develop a 'Treasure Map' to identify where money was being spent on utility and facility systems.
- Calculating the Plant's turndown rating for each utility system to quantify the amount of 'low hanging fruit' that could be harvested.
- Working with the team to identify, quantify and prioritize loss reduction opportunities.
- Developing a spreadsheet to list and quantify ideas and estimate feasibility grade capital costs.
- Preparing an executive summary to prioritize action required for effective loss elimination.

Benefits to Client

- This study identified achievable losses of more than **30%** in utilities and HVAC costs.
- 'Low hanging fruit' that paid out in less than 1 year amounted to a 12% budget improvement.
- Nearly 100 ideas were identified.