



## INDUSTRIAL WASHING SOLUTIONS

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BUSINESS DEVELOPMENT MANAGER

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# Agenda

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## Hobart – Overview

- Who we are
- What we do

## Industrial Washing Division

- RPCs

## Customer Testimonial

- Cumberland Farms

## Q&A



# Hobart: A Tradition of Excellence

## *Washing Solutions*

- For Best Cleaning Performance
- At the Lowest Life-Cycle Cost of Ownership

### *Reasons to Believe*

Legacy of Quality & Use



Designed for your Job



Legendary Care  
1700 Service Technicians



### *How we Deliver*

Cleaning  
Performance



Energy &  
Environmental



Labor  
Management



Soil & Waste  
Management



Life-Cycle  
Management



Chemical  
Optimization



# Legacy of Quality & Use

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## *Reasons to Believe*

Legacy of Quality & Use



Designed for your Job



Legendary Care  
1700 Service Technicians



## **Legacy of Quality & Use**

- ▶ Over 115 years of superior design and workmanship
- ▶ Quality and Performance exceeding expectations use after use
- ▶ Rated “Best in Class” by consultants last 10 years and counting
- ▶ Washers running for more than 20-30-50 years of usage



Quality has become second nature, 115 years of continuous innovation

**HOBART**

# Designed for Your Job

## Reasons to Believe

Legacy of Quality & Use



Designed for your Job



Legendary Care  
1700 Service Technicians



## Washers designed to produce the best outcomes for your application

### DISTRIBUTION

Perfect for the Distribution industry, Hobart offers a line of washing solutions for plastic totes and lugs to fit your individual needs.



### PROCESSED FOODS

Hobart has washing solutions to save time and reduce costs. The Hobart line of washers can clean and sanitize your products including equipment parts, molds and product containers.



### MATERIAL HANDLING

The Hobart FT1000i provides a labor reducing, high volume washing solution that can be customized to handle most material handling products. Call Hobart today and help us design a washer to clean and sanitize your containers.



### WHOLESALE BAKERIES

The FT1000i is designed for high volume pan and tray washing while focusing on reducing costs. Provide your product sizes and production rate and Hobart will design a washer to meet your requirements.

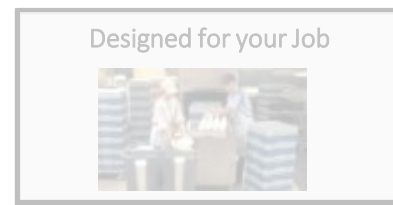


Optimum solution for your job to deliver best sanitation results

**HOBART**

# Legendary Care & Service

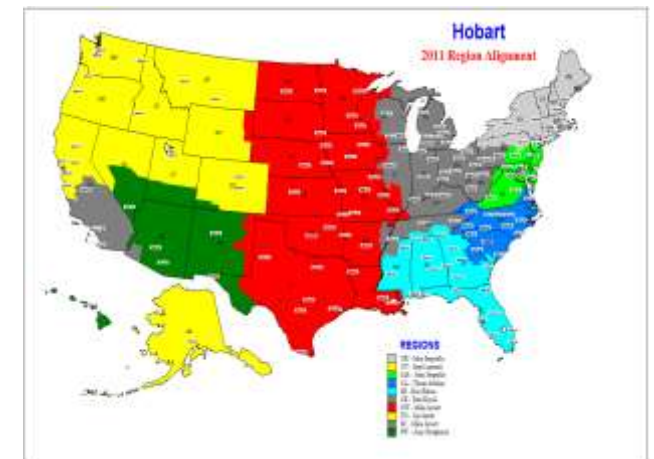
## *Reasons to Believe*



## Legendary Service Care

- ▶ **Professionals** - 1,700 Factory trained Service Technicians in the U.S. who receive on average 3 weeks of training annually.
- ▶ **Nationwide Service Network** - 95% of Hobart's service customers are located within a 50 mile radius of a Hobart office.
- ▶ **Response Time** - Target of 4 hour response time with an 85% first call completion ratio.
- ▶ **Coverage** - Hobart Service network includes nearly 200 sales, service and parts locations.
- ▶ **Service Vans** - Modern, fully equipped vans loaded with the proper parts and special tools.
- ▶ **Parts Network** - \$100mm in parts available for overnight delivery from our National Distribution Center, another \$42mm available in our trucks.
- ▶ **Service Documentation** - Comprehensive Parts and Service Manuals.

150 offices





# Focus on Industrial Applications & RPC's

## German Innovation:

- Started 7-10 years ago
- 2 year market study
- Most advance industrial cleaning applications

## History of Solutions:

- Convenience Distribution
- Health Care
- Wholesale Bakery/Food Processing

P&G

The Cheesecake Factory

Baked Fresh!  
TASTYKAKE

RITE  
AID

McLANE

Core-Mark

NGK  
SPARK PLUGS  
THE WORLD LEADER



HOBART

# Food Safety is The #1 Priority for the RPC Industry

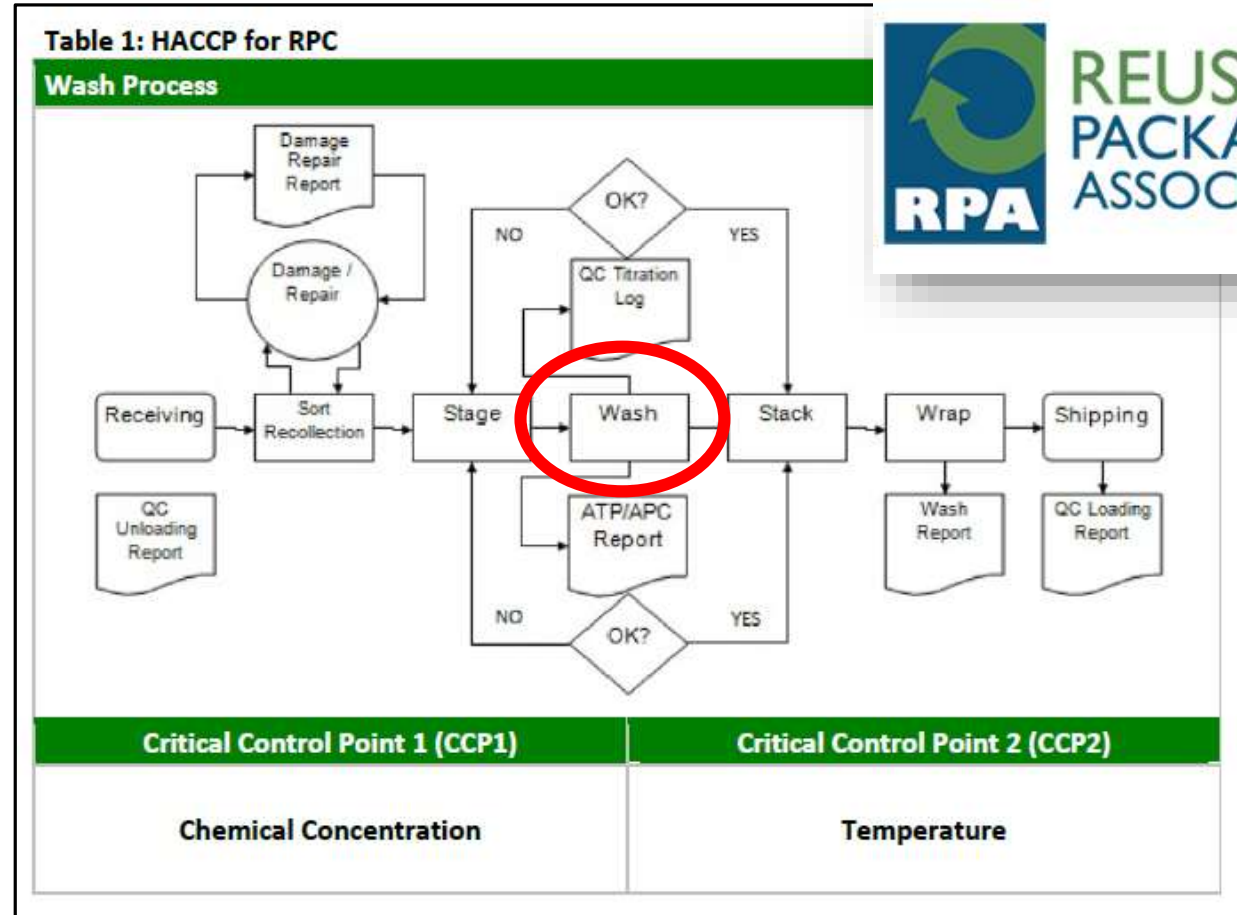
“RPA Guidelines & Best Practices for Safe Use of Returnable Containers in Food Service Supply Chain” - 2015

## Today's Methods:

- Automated Sanitation
- Manual Sanitation

## Hobart & the RPA:

- Save resources  RPC usage
- Reduce waste  Utilities





# NSF (National Sanitation Foundation) Sanitization Test

Minimum 3600 heat unit  
equivalents (HUE) required

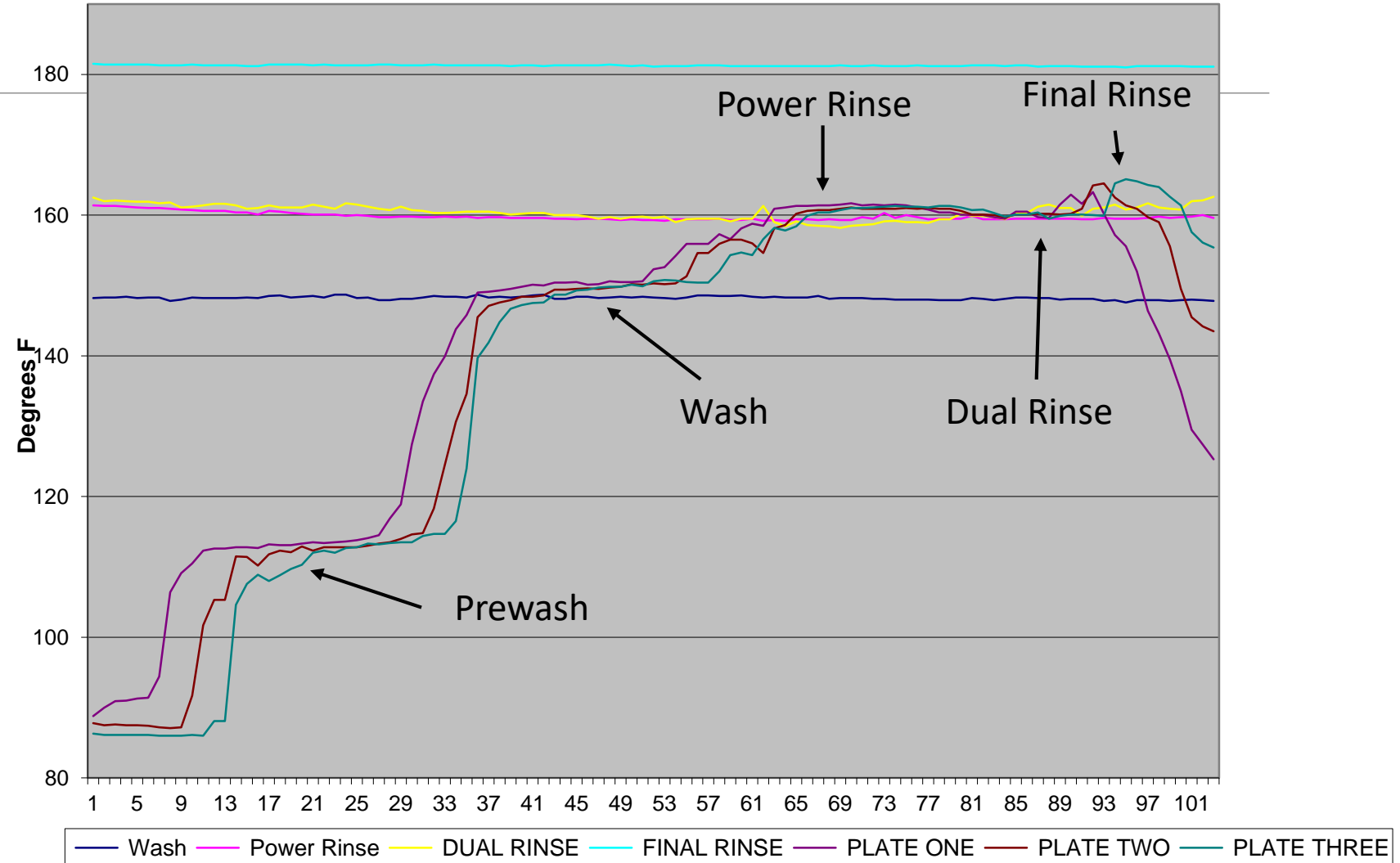
USDA requires 1800 HUE's to  
pasteurize milk

Track the plates moving  
through prewash, wash,  
power rinse, dual rinse and  
final rinse zones

**At 143°F = 1 HUE**

**At 165°F = 346.8 HUE's**

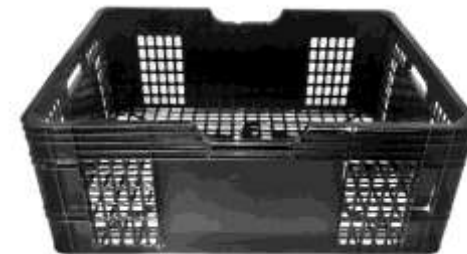
## Flight-Type Washer NSF HUE Test



# Sanitation Solutions

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- **Distribution** (plastic shipping containers)
- **Bakery** (trays/sheet pans)
- **Produce** (grated baskets/trays)
- **Food Processing**
  - mixing bowls/utensils
- **Parts washing**
  - Automotive
  - General manufacturing
  - Medical
  - Other applications



# Washing Solutions

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**Batch-Style Washer**




**Tote Washer**



**High-Volume Washer**

# Lower Cost of Ownership

- ✓ Less Water
- ✓ Less Chemical
- ✓ Less Energy
- ✓ More Savings
- ✓ Higher Throughput
- ✓ Value Added

 Temple, TX	Existing Unit Electric Tank Heat Electric Booster Heater 480/60/3	FT1000Si Electric Tank Heat Electric Booster Heater High Pressure Blow Off 480/60/3
Final Rinse Gallons Per Hour:		78
Final Rinse Water:		
Cold Water-Gallons Per Year		79,716
Fill Water (one fill per day):		
Hot Water-Gallons Per Year		31,828
Total Hot Water Gallons Per Year	129,797	31,828
Total Cold Water Gallons Per Year		79,716
Total Water Gallons Per Year	129,797	111,544
Total Gas Hot Water Heater Cost Per Year	\$658.08	\$161.37
Total Water/Sewer Cost Per Year	\$778.78	\$669.26
Electricity-kWh Cost Per Year:		
Power Wash Tank Heat		\$5,093.06
Dual Rinse Tank Heat		\$1,298.23
Booster Heat		\$1,110.25
Motors & Controls		\$3,367.76
20HP High Pressure Blow-Off		\$3,140.63
Total kWh Cost Per Year	\$15,019.01	\$14,009.94
Total Water & Energy Cost Per Year	\$16,455.88	\$14,840.57

**\$1600/yr. savings against the competition**

# PW10/20 Batch-style Washers

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## Machine Features:

- **(2) Standard models to meet varying capacity**
- **33.79" door opening**
- **Front opening, split-door system**
- **Large pull-out rack for easy loading**
- **Adjustable cycle times**
- **Hot water sanitization**
- **Steam elimination and Energy Recovery option**

# CL64T Tote Washer

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## Machine Features:

- Center rail conveyor system
- Variable speed conveyor control
- Two tank system (wash & rinse)
- Avg. 2 GPM consumption
- Booster heater (15/30 kw)
- High pressure blow-off system
- Customized return conveyors
- Live product testing on lab machine for validation prior to any customer commitment



# FT1000i High-Volume Washer

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## Machine Features:

- **Custom conveyor belt by job**
- **Spray nozzles and manifold patterns customized by job**
- **3 or 4 tank wash system** (pre-wash, wash, rinse, dual/aux rinse)
- **1.3 GPM consumption rate**
- **Booster heater (15/30 kw)**
- **Energy recovery**
- **High pressure blow-off system**
- **Modular** – add zones as required
- **Customized return conveyors**
- **Live product testing on lab machine for validation prior to any customer commitment**

# Customization to meet your individual needs

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## Machine built in zones and can be configured to meet your specific needs:

- PW / W / PR / DR / HPBO (standard)
- PW / W / W / PR / PR / DR / HBD (washing power)
- PW / W / DR / HPBO / HPBO / HBD / BD (drying power)

## Wash sections (single section or multiple zones):

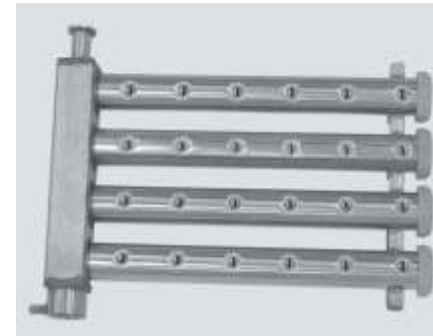
- Adjustable spray patterns/water pressure
- Wash manifold placement and # of heads per manifold

## High-pressure blow off (single section or multiple zones)

- Variable air delivery options (knives, cannons, jets, plenums, etc.)
- 10/20 HP motors

## Other areas of customization:

- Conveyor speeds & design (flight link, trivoli, waffle, SSL w/pushers)
- Tank temperatures
- Conveyor system integration (loading/unloading)
- Racking & hold down systems



# Other Uses

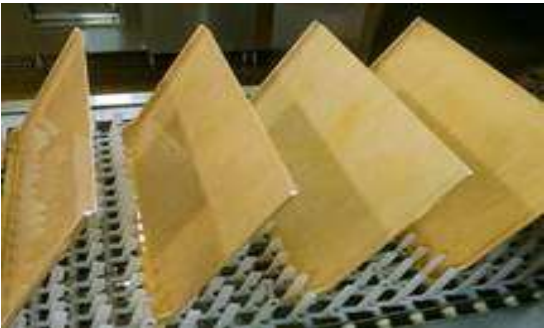
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Medical Application



COP & Parts Washing Applications



Health Care Applications



Confectionary



Wholesale Bakery



Misc. Parts Washing

# Support & Safety in Mind...

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## **Safety features:**

- Door interlocks
- Conveyor anti-jam feature
- Limit switches
- Digital alarm display (low temp/dirty tank, service diagnostics, etc.)

## **User friendly ergonomics:**

- Conveyor heights and tables ergonomically positioned
- 3<sup>rd</sup> party partner robotics for auto loading/unloading

## **Support & Maintenance:**

- Tool free access to manifolds/screens/baskets for easy maintenance
- Comprehensive parts and service manuals
- Multiple PM and maintenance packages to choose from





# Case Study

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# Cumberland Farms

## Background

Cumberland Farms is a regional chain of convenience stores based in Framingham, Massachusetts, operating primarily in New England, portions of the Mid-Atlantic region of the United States, and Florida.

## Problem

**5,000-6,000 totes/day** coming in and out of DC using manual washing solution for sanitation

## Solution

Automated Washing Solution by Hobart







INDUSTRIAL WASHING SOLUTIONS

# Thank you!

## Q&A

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