

## Focus on Food and Beverage Industries

### EXPERIENCE AND CAPABILITIES

Stone has a core competency in the food and beverage industry. Over 60% of its total services business over the last 10 years has been delivering projects to the food & beverage industry. 4 of the top 5 (and 10 out of 20) of the top global food and beverage companies trust Stone to deliver multiple integrated solutions ranging from very small to multi-million dollar projects. They produce a wide variety of products including cereal, meat, edible oils, coffee, wine, cheese, beer, water, soft drinks, snacks, bakery, and dairy. Stone's project scope typically includes electrical design, process controls, manufacturing execution and plant information systems.



A critical success factor is the knowledge and understanding the processes that are the heart of a food plant. Stone's experience includes:

#### Process Expertise

Raw material receiving and storage (liquid and dry)	Ovens and dryers
Dry material transfer (pressure and vacuum)	Depositors
Liquid material transfer (LIW, flow, weigh cells)	WIP & lot tracking
S88 Batch management	Fermentation
Mixer & kettle control	Rework systems
Cooking	Utilities
Cooling and freezing tunnels	Waste systems
Extrusion	Blow molding
CIP and SIP	Extrusion/forming
HSTS / Pasteurization	Sanitary design
Weight control (LIW, flow, weigh cells)	Dough making
Tub/tote tracking	Grinding
Key Performance Indicator reporting	Quality systems

#### Packaging & Material Handling

Packaging – high speed can and bottle, including aseptic	Print and apply
Overall Equipment Effectiveness	Line control
Material receiving and storage (Liquid and Dry)	Case packing and conveying
Palletizing and depalletizing	Mechanical design and layout

## INDUSTRY EXPERIENCE

Stone approach is to develop lasting relationships with its clients in order to bring maximum value. We have developed and maintained these relationships and have never done just a single project with any of our clients. The following are highlights of our multi-project relationships with our food and beverage clients.

- ❖ **Kellogg's**
  - Battle Creek, MI
  - Lancaster, PA
  - Omaha, NB
  - Pikeville, KY
- ❖ **Kraft**
  - Springfield, MO
  - Champaign, IL
- ❖ **Post Cereal division of Kraft**
  - Jonesboro, AR
  - Naperville, IL
  - Battle Creek, MI
- ❖ **Oscar Mayer division of Kraft**
  - Madison, WI
  - Kirksville, MO
  - Davenport, IA
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  - Davenport, IA
- ❖ **MillerCoors**
  - Milwaukee, WI
- ❖ **Starbucks Coffee Company**
  - York, PA
  - Kent, WA
  - Sandy Run, SC
- ❖ **Unilever**
  - Baltimore, MD
  - Atlanta, GA
  - Olathe, KS
  - Sunnyvale, CA
- ❖ **Frito-Lay**
  - 34 facilities in the US
- ❖ **Cargill**
  - Waukesha, WI
  - Milwaukee, WI
- ❖ **Pepsi Americas**
  - St. Louis, MO
  - Columbus, OH
- ❖ **Con Agra**
  - St. Louis, MO
  - Holland, MI
  - Mayville, WI
  - Memphis, TN
  - Indianapolis, IN
  - Downers Grove, IL
- ❖ **CHR Hansen**
  - Milwaukee, WI
  - Calumet, IL
  - Gretna, LA
- ❖ **McKee Foods**
  - Gentry, AR
- ❖ **Nestle Water**
  - Dallas, TX
  - Sacramento, CA
  - Cabazon, CA
- ❖ **Nestle USA**
  - Cleveland, OH
  - Mt. Sterling, KY
- ❖ **Nestle Purina**
  - 13 plants in the US
- ❖ **Fosters Wine**
  - Napa, CA
- ❖ **Cargill**
  - Waukesha, WI
  - Milwaukee, WI
- ❖ **Sara Lee**
  - 6 plants in the US
- ❖ **Kerry Inc.**
  - Afton, MO
- ❖ **Tropicana**
  - City of Industry, CA
- ❖ **O'Dell's Brewery**
  - Ft. Collins, CO