



# HERSHEY'S – SWEET SAVINGS SOLUTIONS

Performance benefits and cost savings.

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– Barry Rhoney, Manager of Maintenance,  
Hershey Chocolate of Virginia, Inc.

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## Hershey's – Sweet Savings Solutions

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The Hershey Company is a leading snack food company and the largest North American manufacturer of chocolate and non-chocolate confectionery products, as well as chocolate related grocery products. Outside of North America, the company exports its products to over 90 countries worldwide. The Hershey Company has grown to be one of the most successful companies in the world by continually providing their customers with, as their mission statement states, products and services of consistently superior quality and value. The company operates several manufacturing facilities in North America. One of them is located in Stuarts Draft, Virginia. Barry Rhoney is the facility's Manager of Maintenance. Over the course of a year, the plant turns out approximately 60 million pounds (27 million kilograms) of finished product, including a variety of chocolate bars, S'mores and Reese's Peanut Butter Cups.



### The Challenges

Impeccable food safety and quality control is the most important part of the Hershey's manufacturing process. There are several factors that play a role in this process – one of the most important being the use of high-quality, H1 registered food grade lubricants. With so many different production lines and lubricant options, finding the best food grade lubricants for each application and attaining optimal inventory consolidation was no easy task for Rhoney and Hershey's Stuarts Draft, Virginia facility. "Reducing the number of different lubricants being used in our facility was a big challenge," says Rhoney. "We wanted to eliminate all non H1 lubricants. Finding a supplier that could meet our needs and provide specially formulated H1 food grade lubricants all at a competitive price point was yet another challenge." Rhoney looked to Petro-Canada's lubricants, sales technicians and engineers for help.



### The Solution

In less than three months, Petro-Canada performed a comprehensive plant analysis, provided detailed documentation to Rhoney and successfully converted the entire facility over to an integrated line of PURITY™ FG lubricants. Lubricants now being used include PURITY FG EP Gear Fluid, PURITY FG AW Hydraulic Fluid, PURITY FG2 Grease, PURITY FG2 Extreme Grease, and PURITY FG Heat Transfer Fluid. Applications include gearboxes, hydraulics, presses, pumps, bearings, pallet lifts and batch mixers. "We used to inventory a total of 60 food grade lubricants from eight different suppliers. Now I only have one supplier – Petro-Canada – and inventory only 12 PURITY FG lubricants," explains Rhoney. Rhoney says that the plant will benefit from substantial annual cost savings as a result of inventory consolidation.



### Product Attributes

Petro-Canada's PURITY food grade lubricants provide industrial strength protection for food processing applications in food processing plants. They are effective under severe operating conditions – from food acids and juices to by-products and temperature swings. Collectively the lubricants are formulated to provide a number of benefits, including longer lasting protection, excellent wear performance and for the greases, high resistance against water washout. PURITY food grade lubricants also fit perfectly into Hazard Analysis and Critical Control Points (HACCP) and Good Manufacturing Practice (GMP) plans. In addition, they carry a full set of food grade credentials meeting Canadian Food Inspection Agency and NSF H1 standards.



## Recommendation

"I am thoroughly satisfied with the performance benefits and cost savings that Petro-Canada lubricants give our operation. Petro-Canada sales technicians and engineers are very professional and will work hard to solve your problems and answer any questions you may have. I would recommend Petro-Canada's products and services to anyone." Petro-Canada blends and packages more than 350 different lubricants, specialty fluids and greases that are exported to more than 60 countries on six continents. Products are manufactured from 99.9% pure base oils – among the purest in the world. As the world's largest producer of white oils, Petro-Canada is focused on going beyond today's standards. With more than 30 years of experience in blending Groups II and III base oils, the company delivers a diverse line of innovative lubricants to meet an ever increasing range of international specifications. Petro-Canada specializes in offering customers products and services proven to increase productivity and lower operating costs, lubrication consolidation, technical leadership and training.

## Tangible savings solutions

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– Barry Rhoney, Manager of Maintenance, Hershey Chocolate of Virginia, Inc.

Hershey Chocolate of Virginia, Inc. called upon Petro-Canada to perform a plant lubrication analysis and assist in the complete conversion and consolidation to PURITY FG lubricants. Shown here are Duyvis peanut press hydraulic systems – lubricant in use is PURITY FG AW Hydraulic Fluid 68.



To learn more about how Petro-Canada Lubricants can help your business visit:  
**[lubricants.petro-canada.com](http://lubricants.petro-canada.com)**  
or contact us at **[lubecsr@petrocanadalsp.com](mailto:lubecsr@petrocanadalsp.com)**

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