

# “THE SOLUTION”

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 Case Study Series



## Local Companies Share Core Guiding Principles

Founded upon integrity, product excellence, and fairness, Sauder's Eggs and Thermal Solutions were bound to meet. Based in Lancaster County, Pennsylvania, Sauders has grown from a door-to-door business in the 1930's to one of the nation's top wholesale egg conglomerates. Thermal Solutions, also based in Lancaster, was founded on the need for reliable copper boilers, and has quickly become the industry benchmark renown for efficiency and longevity.

A single plant processes over 14,500,000 eggs a week, Sauders presently has 5 such plants and distributes its high quality egg products throughout the Midwest, Mid-Atlantic, and New England markets. Gary Varner, Engineering Manager for Sauder Eggs facilities, is responsible for plant operations. "We use the boilers to provide hot water for the clean-up and process in which we wash the eggs, no hot water means no production" reminded Gary. Reliability, efficiency, and ease of maintenance are paramount to Mr. Varner. He continued, "We became familiar with Thermal Solutions after discussions with local installing contractor, Dustin Martin of Clark Mechanical, whom highly recommended their product versus the boilers we constantly serviced at our locations."

The Ohio plant location was first and installed in 2010. Sauder's noticed a reduction in propane consumption of 30% and liked simply changing the air-filter as yearly maintenance. This initial design became the template for all processing plants and foundation for partnership for both local manufacturers. Two more plants were converted in 2012. In addition to the fuel savings, Sauder's has eliminated the need for a redundant boiler for back-up and greatly reduced upfront costs.

To find out more about Thermal Solutions, please contact the Marketing Department or visit our website [www.thermalsolutions.com](http://www.thermalsolutions.com).

### *Thermal Solutions, Innovative Equipment for Hot Water Systems Where Efficiency and Longevity Meet*

