



Energy supply
performance
contracting

Made efficient: Continental AG

Hanover-Stoecken factory

Continental AG is one of the leading suppliers for the automotive industry worldwide and has an extensive knowledge of the tire and brakes technology, road handling controls, electronics and sensor technology. Continental ranks number one amongst tire manufacturers in Germany. The product spectrum covers car and truck tires, as well as industrial, motorcycle and off-road tires. In 2006, 106.3 million cars and 6.9 million truck tires left the factory. At the Hanover-Stoecken factory, Continental AG not only produces tires but also runs a central research and development centre for the tire industry and a mould and machine factory. At the site, HOCHTIEF Energy Management supplies an industrial estate spanning 500.000 m² with useful energy, media and energy-related services, on a year-round, three shift basis, using its own facilities.

**Lower energy costs guaranteed.
Greater reliability of supply.
Optimized media supply.**



More scope for core business

Continental AG

Requirements

Continental AG is one of the leading high-tech corporations worldwide, known for its impressive technical expertise, a standard which the company also expects of its own suppliers. The company has entrusted external specialists with supplying its energy and media. The aim is to enhance efficiency and reduce costs. The industrial site at Hanover-Stoecken needs a wide range of different media and energy products.

Results

HOCHTIEF Energy Management operates the energy facilities at the Continental site in Hanover and provides the factory with the required energy, services and media, including water, power, steam and compressed air, using its own ultra-efficient facilities. The energy supplier purchased the old supply facilities and the distribution network and modernized both at its own cost, optimizing the processes. This investment was refinanced by HOCHTIEF through the guaranteed savings. The factory employs 30 highly motivated staff in three shifts.

Energy management with HOCHTIEF has brought key benefits for the high-tech corporation. The realized measures have significantly reduced the power consumption and operating costs. The new building control technology facilitates central recording of individual operating and consumption data, making flexible reactions to deviations and malfunctions much easier.

The energy facilities and the value of the technical infrastructure are right up to date. The much higher reliability of supply is contractually guaranteed and observed at all times. As the costs and savings are also defined in the contract, the energy supply risks are passed on to the service provider. Unexpected repairs or rising media procurement costs no longer burden the tire manufacturer but are only of relevance to HOCHTIEF.

Services provided by HOCHTIEF Energy Management

- Facility operation
- Facility optimization
- Supply of useful energy
- Planning and advice

Individual measures

- Partial transfer of operations with takeover of 28 employees from Continental AG (June 2001)
- Acquisition and operation of energy-related technical facilities at the site
- Optimization, modernization, redevelopment of supply facilities
- Supply of media and useful energy to the production process from systems run by the operating company
- Adjustment of organization to the needs of an energy and media supplier
- Extension of control room to ensure interruption-free operation and the analysis of media flows
- Reorganization of the three shift system for technical gasses and waste water

Media

- Cooling water, compressed water, power, steam, compressed air, vacuum, hot and municipal water, nitrogen



Customer benefits

- Reduced overall energy costs in the first two contract years by the guaranteed 5%
- Minimized risks
- Greater reliability of supply
- Synergy effect from exchange of experience with other plants

**Efficient energy –
perfect workflow**



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