



## The Brave New World of Fully Automated Ripening

Not long ago, you needed a ripener with the clairvoyance of Nostradamus, a buyer with the skills of Machiavelli and alignment of the stars and planets (along with a little luck) to give your customers consistent, high quality fruit day-in and day-out.

Luckily, those dark ages of ripening are long gone. Advances in grower processing and pressurized ripening technology have elevated this once "mystical" endeavor into a highly predictable, highly profitable science. Today's pressurized ripening rooms minimize supply chain variations and make ripening easier, more efficient and more profitable than ever.

The average THERMAL TECH customer increases banana sales 5%-10% after switching over to pressurized ripening rooms, with an increase in profit of \$1 or more per box. With numbers like this, it's easy to see why 9 of the top 10 grocery retailers in America currently use THERMAL TECH ripening rooms. But is that as far as it goes? Has ripening technology reached its limits? Absolutely not!

While it's true ripening has come a long way over the last ten years, new developments are pushing ripening technology and know-how toward a brave new world of **fully automated ripening**, and THERMAL TECH is at the forefront. As the first to offer **premium efficiency fans** for increased pressurization and reduced energy consumption, and **stainless steel cooling coils** for increased longevity and high corrosion resistance, THERMAL TECH continues to take the lead with new technology.



New developments include:

- **PalletFridge™**: the patented, freestanding **TARPLESS®** Ripening Appliance that integrates seamlessly with two-deep pallet racking and works with the next generation of fully automated warehouses. Soon to be available for a variety of cold storage and ripening applications, the PalletFridge is the modular solution that delivers **TARPLESS®** ripening efficiency wherever you need it, with flexibility that goes well beyond traditional fixed rooms.
- **FX Controller**: this all-new, state-of-the-art microprocessor controller is a revolution in automated ripening, providing centralized PC control only dreamed of before now. Temperature, humidity, gassing and venting are controlled automatically at the touch of a button based on preset ripening commands. Simply select a ripening cycle and the FX Controller does the rest, with remote access to room conditions anywhere, anytime.
- **Variable Frequency Drives**: advanced technology that varies fan speeds and airflow based on the specific heat transfer needs of the fruit, providing 20% - 30% in additional energy savings.
- **Next Generation Sensors**: increasingly accurate sensors based not only on temperature and humidity, but on **fruit color**.

**A brave new world of fully automated ripening is coming!** With THERMAL TECH on your side, the only effect you'll see is the increased green of your profits ... leaving your competitors green with envy! To find out more about these technology breakthroughs, call Dave Byrne at 770-967-9225.

# PalletFridge™ Fulfills Diverse Ripening Applications at HEB and Boulder Fruit Express

HEB and Boulder Fruit Express, two progressive companies with diverse market niches, harness the power and flexibility of the PalletFridge™ to meet specialized ripening demands.

At the HEB Distribution Center in Houston, Texas, two new PalletFridge™ units have been installed for ripening bananas and stone fruit. The new dual-chamber appliances are part of a major renovation of the ripening operation, keeping this retail powerhouse on the cutting-edge of an increasingly diverse and demanding market. As part of the renovation, HEB also replaced four older ripening rooms with new 42 pallet TARPLES® ripening rooms with dual temperature control zones.

The PalletFridge™ units are capable of ripening bananas and stone fruit in either of two ripening chambers simultaneously. The side-by-side chambers can maintain temperature ranges from 38°F on one side to 60°F on the other, with absolute precision and control. An advanced FX microprocessor controller provides total control over room functions from a central or remote PC or convenient hand-held unit, complete with adjustable hot gas. This gives HEB unheard of ripening flexibility in an appliance that fit seamlessly within their select racking system.

Boulder Fruit Express in Denver, Colorado, is using two PalletFridge™ appliances to ripen organic bananas at their brand new distribution facility in Denver, Colorado. Organics have different ripening parameters than traditional bananas, as well as different market demands. This makes the PalletFridge™ a perfect fit for Boulder Fruit Express.

Traditional bananas generally ship in single or partial truckloads at one or two predefined color stages. Organic bananas are purchase by the pallet at a variety of color stages day-in and day-out. The unique configuration of the PalletFridge™ makes it easy to select pallets when needed, a system that would prove difficult and costly with traditional rooms. This flexibility in design enables Boulder Fruit to use Crown reach trucks to select pallets as necessary, right in line with other produce, in an aisle that's only nine feet wide. Boulder Fruit Express is an Albert's Organic Company. Albert's has also installed 2 new PalletFridge™ units at their distribution center in Chesterfield, New Hampshire.



Two new PalletFridge™ units combine seamlessly with the select racking system at the HEB Distribution Center in Houston, TX.



The flexible design of the PalletFridge™ allows easy loading and unloading in an aisle only nine feet wide. Boulder Fruit Express - Denver, Colorado.

Two different facilities, two different applications. To find out what the PalletFridge can do for you call David Byrne at 770-967-9225.

# The Human Touch

## Deb Lentz

Corporate Office Manager



Every company has its unsung heroes of operations, those whose deft handling of details ensures ongoing success day-in and day-out. This is certainly the case with Deb Lentz, THERMAL TECH's Corporate Office Manager.

Deb coordinates the logistics of every THERMAL TECH project from materials and parts to shipping and accounting. It's a daunting task. "Every project has its own set of challenges", says Deb, "but no matter how complex the job, we make sure material and resource needs are met so our PM's and customers enjoy seamless, problem-free delivery and execution with every project".

Growing up on a farm along the banks of the Delaware River in rural NJ gave Deb a strong sense of work and community that she continues to draw on today. After graduating, she spent 11 years as office manager at the Burlington, NJ division of Utah-based CR England, one of the nations largest refrigerated and dry trucking service companies. There she handled logistics for thousands of shipments every month before coming over to THERMAL TECH in April of 1989.

Today, when she's not managing logistics, assisting customers and making sure every project gets pulled-off without a hitch, Deb oversees operations at 2T Supply, THERMAL TECH's parts and service subsidiary. 2T Supply handles all the post-installation needs of THERMAL TECH customers, from room, door and electronic parts and supplies to auxiliary equipment like probes, thermometers and thermostats.

"At 2T Supply, we make sure that every spare part or service issue is handled promptly and with the same care our customers have come to depend on both during and after room installation. They wouldn't be our customers if we did not pride ourselves on providing the best service in the business. The ability to focus on customer service gives me tremendous job satisfaction, particularly in a customer-centric company like THERMAL TECH. It makes my job demanding, but very rewarding as well".

Deb enjoys dealing with many of the same customers and suppliers she started working with over a decade ago. "THERMAL TECH customers are loyal, hard working, no nonsense people who really appreciate the way we get things done," says Deb. "Helping our customers meet their needs is particularly gratifying, and following up with the best service and support...well, that gives me an extra sense of accomplishment that makes it great to be a part of this company".

## NEWS BRIEF

**THERMAL TECH continues to push the envelope with the design and installation of new ripening applications across the produce industry.**

### BANANAS

- **Sobeys - Canada.** As the result of extensive research both north and south of the border, Sobeys has selected the *TARPLESS*<sup>®</sup> ripening room for two of their Distribution facilities.

At their **Edmonton, Alberta** facility, Sobeys is replacing a number of older Multiplex ripening rooms with new *TARPLESS*<sup>®</sup> ripening rooms. Each 24-pallet room is three-tier with dual temperature control zones. To complete the installation, THERMAL TECH is also moving and refurbishing two Multiplex rooms that were recently installed.

At the Sobeys distribution facility in **Montreal, Quebec**, THERMAL TECH is installing *TARPLESS*<sup>®</sup> ripening rooms with Uni-Ripe cooling coils and 24-pallet-capacity. Sobeys has two more *TARPLESS*<sup>®</sup> ripening room installations slated for later in the year.

- **American Fruit & Produce - Miami Florida.** In their ongoing commitment to provide quality ripened bananas for Winn Dixie customers in South Florida, Dole has partnered with American Fruit and Produce of Miami for the installation of *TARPLESS*<sup>®</sup> ripening rooms at their new distribution center in Opa Locka.

The new facility was developed specifically to meet the volume demands of the Winn Dixie program. It features three-tier, 40-pallet-capacity rooms with Side-Wall cooling coils and dual temperature control zones, plus with an outdoor condensing unit also installed by THERMAL TECH.

- **Kroger - Delaware, Ohio.** Adding to its substantial fleet of THERMAL TECH ripening rooms, Kroger is installing a new bank of *TARPLESS*<sup>®</sup> ripening rooms at their distribution facility in Delaware, Ohio. Each 40-pallet-capacity room features Side-Wall cooling coils with dual temperature control zones. The installation includes a custom-built glycol chiller system and sectional doors that open over the rooms rather than over the aisle – a design pioneered by THERMAL TECH for Kroger at their distribution facility in Louisville, KY.

### AVACADOS

- **Mission Produce - Atlanta, Georgia.** Avocado customers in central Georgia will soon be enjoying the fruit of Mission's new Avocado ripening and sorting facility in Atlanta. As the industry leader in avocado-specific ripening, THERMAL TECH was selected to design and install the rooms, as well as the 5,400 square foot cooler used for storing and packing the fruit.

The rooms feature dual-temperature control zones, enhanced heating capacity and a continuous venting feature pioneered by THERMAL TECH, which ensures a continual flow of oxygen for the avocado ripening process. This is the second installation of avocado ripening rooms for Mission Produce.

**To discuss your ripening needs, contact David Byrne at 770-967-9225.**

## Cold Storage Corner

# 6,000 sq. ft. Low-Temp Addition With **TARPLESS®** Ripening Rooms Completed at Roundys

When Roundys wanted to expand the banana ripening operation at their Westville, IN distribution facility, they chose THERMAL TECH to design and build the ripening rooms as well as the addition to house them. The new 6,000 square foot low-temp addition, also used for holding and staging the bananas, includes six new **TARPLESS®** ripening rooms.

The size and complexity of the addition made finding a contractor who could keep the project on time and on budget a challenge. Since THERMAL TECH and Roundys were already in discussion on the rooms, it was natural to expand the project to include the addition.

“Combining the addition and rooms together into a single project was a great fit”, says Dave Byrne, VP of Sales at THERMAL TECH. “It enabled us to provide efficiencies that could not have been achieved through separate vendors. The project was completed faster and cheaper as a result, with single-source responsibility that was truly appreciated by the people at Roundys”.



Five new **TARPLESS®** single- and double-wide ripening rooms inside the new low-temp addition at the Roundys D.C. in Westville, IN.

THERMAL TECH handled the entire project from design and excavation right through to finished construction and refrigeration. The ripening rooms were installed as work on the addition was wrapping up following THERMAL TECH's exclusive design/build approach, ensuring on-time completion to Roundys exacting specifications and budget.

For more information on this project and how THERMAL TECH can help with your facility needs, call Jim Lentz, President @ 803-691-8000, ext 113.

## THERMAL TECHnologies INCORPORATED

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### Call 1-888-4-Mr Peel

#### To receive your FREE **Ripening Solutions Kit**

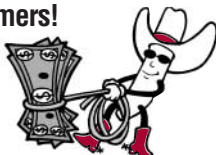
**Includes:** **TARPLESS®** Ripening Room video, information on TTI's full range of ripening options, and handy Banana Ripening Capacity Calculator, for calculating room needs based on truckloads processed per week.

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