



## NEW FOR 2005

# Introducing The **PalletPro**<sup>TM</sup> Patent Pending Fruit Conditioner

### **The Final Link in the Banana Supply Chain**

**Despite billions spent on stem-to-store quality assurance programs, bananas often sustain the most damage in the last 50 feet of the supply chain...and you pay the price!**

Exposure to typical ambient temperatures and routine cross-stacking and handling in the retail backroom can do more damage to banana quality and shelf-life than the thousands of miles from stem-to-store. While it's easy to blame the supplier, grower, DC or unseasonable weather in the tropics, all too often (and often unnoticed) unfavorable back room conditions are the true culprit.

Just a short stint in a typical backroom environment can decrease the shelf life of the fruit by a day or more, even if previously ripened in a pressurized ripening room. It can lead to increased scarring, reduced weight and have a profound impact on color ...cutting into sales, boosting shrink and gobbling up profits at an alarming rate.

**PalletPro puts an end to this costly problem once and for all, steadfastly protecting the quality and appearance of your bananas from the moment they arrive at the store until they're placed on display.**

PalletPro is a single-pallet fruit conditioner built specifically for the retail back room. Modular and self-contained, it comes complete with its own evaporator and temperature control system. It's a protective chamber that maintains the quality of your bananas with unparalleled efficiency, keeping pulp temperatures uniform until the moment they're placed on display.

Full or partial pallets are placed in the PalletPro directly from the delivery truck. There's no uncapping or restacking and individual boxes can be pulled at any time without affecting temperature or



*PalletPro<sup>TM</sup> keeps palletized fruit protected from unfavorable backroom conditions, eliminating uncapping and cross-stacking, reducing labor costs, and minimizing handling damage.*

airflow in the other boxes. This eliminates back room handling damage while producing significant savings in time and labor costs.

With cooling and heating capability from 56 to 64 degrees F, PalletPro is an essential part any truly serious quality control program. Bananas look better, last longer and weigh more with far less spoilage and damage than ever before. You save time and labor costs while enjoying increased sales and profit at every store location.

**Sold out of bananas? PalletPro can also be used with tomatoes, avocados, even stone fruit.**

Only 66" wide x 55" deep, PalletPro is frugal with your floor-space. It uses the same, patented pressurization system as Thermal Tech's revolutionary *TARPLESS*<sup>®</sup> design and stands just 108" tall. The PalletPro plugs right into the wall using standard 120V power and can be easily moved as necessary. No special wiring or condensate drain is required.

Proven effective in even the harshest retail environments, the PalletPro pays for itself in just 5 months or less. However, the customer satisfaction, savings, sales and profit dividends continue for years to come. Call Thermal Tech today for more information and find out what true stem-to-store quality control is all about.

# ValuRipe

**A new division devoted exclusively to the low-cost ripening demands of the budget-minded wholesaler/retailer.**

With the acquisition of Cool Care in 2001 and Economy Ripening Systems (ERS) in 2004, Thermal Tech customers already enjoy the widest selection of ripening room systems in the world today. Now Thermal Tech goes a step further, creating a new division devoted *exclusively* to the budget-minded customer who has ripening needs and concerns no different from the largest retailer or wholesaler.

The new division is called **VALURIPLE** and it offers two flagship ripening room systems designed to meet the low-cost ripening demands of even the most cost-conscious wholesaler/retailer.

For customers who want economy and portability, there's the **VALURIPLE ST** ripening room. This inexpensive single-tier forced-air system offers the fastest, easiest way to deliver pressurized ripening to any facility.

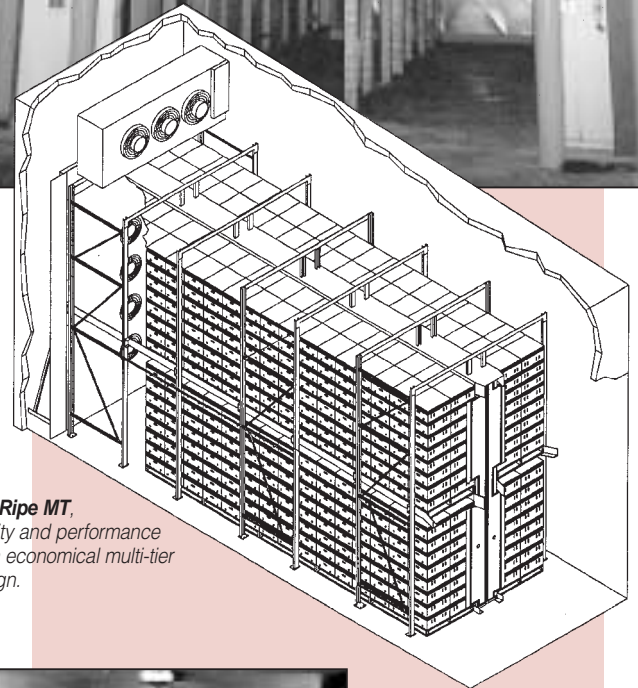
Easy to install and relocate, the **VALURIPLE ST** ripening room takes 3 men just 72 hours to install. Perfect for new or retrofit rooms, it offers 10 to 24 pallets of pressurized ripening capacity, and is being used successfully by one of the nation's largest banana importers.

For the budget-minded customer with multi-tier needs there's the **VALURIPLE MT** ripening room. This patented system combines proven ripening performance and economy in an efficient, space-saving multi-tier design.

**VALURIPLE MT** features tarp-free pressurization and a moveable pallet closure system that allows you to fully or partially load each side of the room independently as needed. Easy to own and operate, **VALURIPLE MT** delivers consistent, quality ripened fruit with maximum cost efficiency and offers an affordable alternative to Thermal Tech's flagship **TARPLESS®** Ripening Room design.

The **ValuRipe MT** and **ST** systems are industry proven and used by budget-conscious ripeners across the country. They come complete with digital temperature and humidity controls and are backed by the most extensive service and support in the industry.

Give **VALURIPLE** a call at 513-943-1200. Director of Sales **Ken Bottom** (see Human Touch, next page) will be glad to answer any questions you have about the system that will work best for your needs and budget.



**ValuRipe MT,**  
quality and performance  
in an economical multi-tier  
design.



**ValuRipe ST,** the fastest, easiest way  
to introduce pressurized ripening to  
any facility.

# THE HUMAN TOUCH

## Ken Bottom

Director of Sales  
VALURiPE Division



There may not be glycol running through his veins, but refrigeration has always been the life's blood for Ken Bottom. As Director of Sales for ValueRipe (see article facing page), Ken has over 30 years experience in refrigeration, cold storage, supermarket facilities and ripening room systems, both as owner and employee.

Growing up in Cincinnati, Ken graduated from Amelia High School in Amelia, Ohio. After high school, Ken enlisted in the US Navy where he visited over 13 countries during his tour of duty. After the Navy, Ken attended the University of Cincinnati where he majored in engineering, then began his professional career selling office equipment for Olivetti Underwood.

After 4 years at Olivetti Underwood, Ken moved on to his true calling as sales manager for Mechanical Refrigeration in Cincinnati, Ohio. There, Ken applied his expertise in engineering to the production and sales of refrigerated supermarket fixtures. He liked it so much that he and a partner purchased the business in 1976.

As owner, Ken expanded the company from cold storage and refrigeration to a complete line of supermarket fixtures. He changed the name to Eastern Refrigeration, and built the company from 4 employees to 22, selling the business at a tidy profit 10 years later.

After selling Eastern, Ken spent 2 years as sales manager for Broering Inc., a Hill Refrigeration distributor, before setting out on his own again with a new cold storage contracting business: Economy Refrigeration. Based in Cincinnati, Economy handled a variety of projects from cold storage and USDA meat plant facilities to custom refrigeration. When asked to bid on six ripening rooms for a major produce company, Ken had no idea the entire focus of his company was about to shift.

After inspecting the latest ripening room technology (basically a wood fan wall and tarp), Ken developed an improved design that landed him the six-room project. Before long he was installing rooms for retailers and wholesalers from coast-to-coast.

When Economy landed a job to retrofit 45 ripening rooms for a major retailer, Ken saw the writing on the wall and changed the name of the company to Economy Ripening Systems (ERS), Inc. ERS was acquired by THERMAL TECH in March of 2004 at which time Ken joined the THERMAL TECH team to head up Sales for the ValueRipe Division.

When Ken isn't helping customers solve their ripening issues, he likes spending time with wife Joan on their houseboat or at their weekend cabin in Kentucky. They also like to spend as much time as possible with their four grown sons and their families, including five grandchildren.

## NEWS BRIEFS

**THERMAL TECH continues to provide industry leaders with an increasingly diverse range of ripening solutions.**

### BANANAS

- **Albertson's – Denver, Colorado.** As part of an ongoing modernization at their Denver, CO Distribution Facility, Albertson's contracted Thermal Tech to replace an aging bank of conventional and pressurized rooms with all new *TARPLESS*® ripening rooms.

Thermal Tech handled the entire installation from the ground up including demolition and removal of the old rooms and the finished installation of the new rooms and chiller package. The new rooms feature dual temperature control zones, giving Albertson's the ripening flexibility they need to continue providing the highest quality bananas to their customers in the burgeoning Denver market.

- **Wegman's – Pottsville, Pennsylvania.** Continuing their successful expansion along the Eastern Seaboard, Wegman's chose *TARPLESS*® ripening rooms for their brand new distribution facility in Pottsville, PA.

Well known for the exceptional quality of their stores, Wegman's decided on Thermal Tech rooms after a careful selection process backed by thorough due diligence which included visits to two *TARPLESS*® ripening room installations.

The new rooms are all three-tier, in a unique combination of 42-pallet double-wide and 21-pallet single-wide room configurations. The rooms feature Thermal Tech's exclusive Side-Wall cooling coils giving the double-wide rooms dual temperature control zones for maximum ripening flexibility. The entire room installation, including a custom chiller package, was completed in Q2 of 2004.

- **Stop & Shop – Freetown, Massachusetts.** Building on their continuing success, Stop & Shop recently completed their new Distribution Facility in Freetown, MA. The new facility was developed to meet increased market demand in greater Boston region.

The general contractor on the project, Tippmann Group of Ft. Wayne, IN, contracted Thermal Tech for the design and installation of the ripening rooms based on a proven track record, and the success of several projects the two companies have partnered on in the past.

The new installation features 3-tier, 42-pallet capacity *TARPLESS*® ripening rooms with Side-Wall coils and dual temperature control zones. Thermal Tech handled the entire project from start to finish including the installation of the new chiller package. The new facility was completed in Q2 of this year.

### AVOCADOS

- **Mission Produce – Dallas, Texas.** Mission Produce has raised the quality bar again with the installation of their first 3-tier avocado ripening rooms. Customers in the Lone Star State are already reaping the fruit of Mission's efforts, enjoying high quality Avocados ripened in the new rooms at Mission's Dallas ripening and sorting facility.

The new 30 pallet rooms feature Side-Wall cooling coils, dual-temperature control zones, enhanced heating and cooling capacity and a continuous venting feature that ensures a continual flow of oxygen for the avocado ripening process. This is ThermalTech's fourth installation of avocado ripening rooms for Mission Produce.

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

## Cold Storage Corner

# Thermal Envelope Package for 7,000 sq. ft. Printing Plant

As part of a major plant expansion, Thermal Tech is installing a 7,000 square foot thermal envelope package at the corporate headquarters of FB Johnston, a leading commercial graphics and printing firm located in Chapin, South Carolina.

The new conditioned building will house a printing plant and paper storage facility, both of which are susceptible to fluctuations in temperature and humidity. The new facility is designed to maintain the proper environmental conditions for press operation and paper storage while adhering to the industry's strict environmental regulations.

This is just one example of the many industries now turning to conditioned facilities to help them meet increasingly diverse environmental and regulatory demands.

Thermal Tech was selected for the installation by the project's general contractor M.B. Kahn, South Carolina's largest privately held construction firm. They chose Thermal Tech based on a solid recommendation by the IARW (International Association of Refrigerated Warehouses) and a proven track record as regional leader in the construction of temperature-controlled facilities.



Work on the new facility is scheduled for completion by the end of the year. This project reflects Thermal Tech's continued expansion into a wide range of temperature controlled construction applications across the country from their corporate headquarters in suburban Columbia, South Carolina.

For more information on this project or on how THERMAL TECH can help with your temperature-controlled facility needs, please call Jim Lentz, President at 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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