






# BRIEFINGS

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**TIPPMMANN GROUP**

 **TIPPMMANN CONSTRUCTION**  
*a Tippmann Group Company*

 **interstate warehousing**  
*a Tippmann Group Company*

## TIPPMMANN'S QFR ZONE CHANGES THE WAY PEOPLE THINK ABOUT BLAST FREEZING

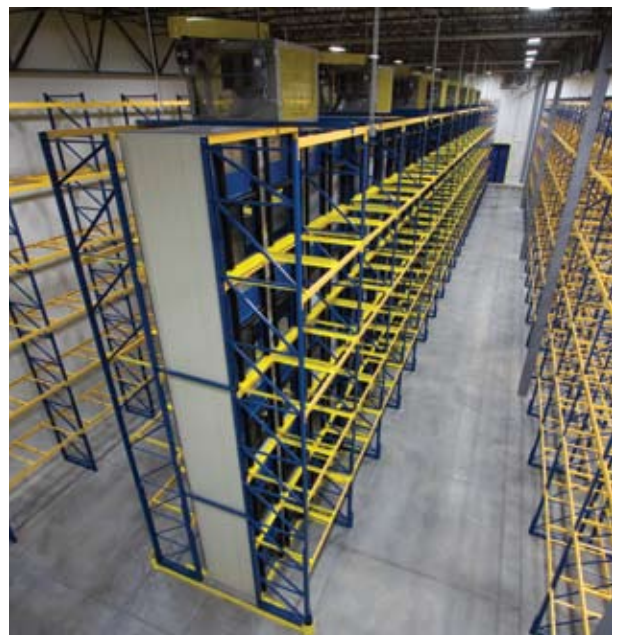
**QUICK FREEZE RACKING ZONE - IT'S NOT A BLAST FREEZER, IT'S BETTER!**

Saving money has always been an important aspect of the cold storage industry, but in a tight economy, it has never been more important than it is right now.

This thought was a major, driving force behind the development of Tippmann's new QFR (Quick Freeze Racking) Zone. The QFR Zone is quickly changing the way people are thinking about blast freezing their products for one simple reason, it costs less.

The patent-pending QFR Zone is something you can only find in a facility built by Tippmann Group. It handles your blast freezing jobs completely differently than a traditional blast freezer does, while saving a significant amount of money along the way. The system uses open racking in the main area of your warehouse, eliminating the need for a dedicated "room" for your blast freezing needs.

The key to the success of the QFR Zone is significantly improved airflow through the product.



(continued inside)

## TIPPMANN'S QFR ZONE (CONT.)

Unlike a traditional blast freezer, which blows air around the pallets full of product, the QFR Zone uses static pressure to pull the air through the pallet, making sure every case is touched by the flow of air creating a more even freezing process. The freezing is also done at higher, standard freezer temperatures, resulting in significant energy savings on your blast freezing utility bill (see “Utility Savings In The QFR Zone” on page at right for more details).

A high-powered fan is placed on top of each cell, which creates a vacuum chamber between two back-to-back racking configurations. When all locations of the freezing cell are full with pallets, a seal is created at the back of each full pallet, forcing air to flow through the pallet, into the chamber, and up to the fan. The improved airflow means all product in the cell is frozen at the same speed.



Looking up inside the vacuum chamber, where air is drawn through the pallet spacers and cases of products by the high powered fan placed at the top of each cell in the QFR Zone.



Seals are created at the back of each pallet location, forcing the air to travel through the pallet of product, resulting in better airflow, which leads to more efficient freezing.

### *QFR Zone - Key Advantages*

- Significantly improved airflow
- Air is pulled through the pallet, not blown at it
- Uses significantly less energy than traditional blast freezers
- Uses less labor than traditional blast freezers
- Easy access to product when freezing is complete
- Better utilization of floor space
- Lower capital cost on installation
- All product on a pallet is frozen at the same speed
- Runs on less horsepower

# PRESIDENT'S MESSAGE

T I P P M A N N G R O U P

As we wind down on 2009, the year has certainly been filled with its share of business and economic challenges for many of us. That said, I am extremely grateful for the dedication and hard work of the Tippmann Group employees that have shouldered a bit more load, strived for increased efficiencies and productivity, and stretched a little further on behalf of our customers. I am extremely proud of our team, their contributions and our collective successes during the past year.



On both the construction and warehousing sides of our business, we are very familiar with the use of blast cells and their importance within our industry. For many companies, they are a critical, expensive, and time consuming part of their supply chain. In our quest to challenge the status quo on blast cell design, we have developed what we contend will be a “game changer” on the future of blast cell technology.

The patent pending QFR Zone blast freezing design tackles several of the challenges of conventional blast cell design as well as our assumptions about the cost and labor associated with the blast freezing process. The enclosed articles more fully describe the labor, utility and efficiency gains associated with this innovative Tippmann design. We welcome your thoughts, comments and inquiries on this new technology.

Thomas Edison once wrote, “If there’s a way to do it better—find it!” Whether it is operational efficiencies or innovative blast cell designs, the employees of Tippmann Group have done a remarkable job demonstrating the spirit of this statement this year. The focus of these efforts has and continues to be on providing better service, finding better solutions and ultimately creating better value for you, our customers.

From our family to yours, we hope the holidays and the New Year bring you good health, prosperity and peace.

Sincerely,

A handwritten signature in dark ink that reads "Chuck Tippmann". The signature is written in a cursive, flowing style.

Chuck Tippmann

# WHAT'S NEW AT TIPPMANN GROUP?

## Gordon Food Service - Kenosha, WI - Construction Project Complete!

Tippmann Group recently completed construction on a 580,000 square foot distribution center for Gordon Food Service in Kenosha, Wisconsin. The facility is the fifth project that Tippmann and GFS have completed together in the last five years.



The new facility is highly automated, and includes more than six miles of conveyors throughout the building. The facility features freezer, cooler and dry storage space, along with a mezzanine level, machine room, and two story office.

# UTILITY SAVINGS IN THE QFR ZONE

## COMPARING UTILITY COSTS IN TRADITIONAL BLAST FREEZERS VS. TIPPMANN'S NEW QFR ZONE

Two of the most tangible differences between Tippmann's patent-pending QFR Zone and a traditional blast freezer are in the savings on your utility bill and reduced labor. The primary reason behind the utility savings is the refrigeration system runs at higher suction temperatures than a traditional blast cell. The savings can be between 40-50% on your blast freezing related utilities.

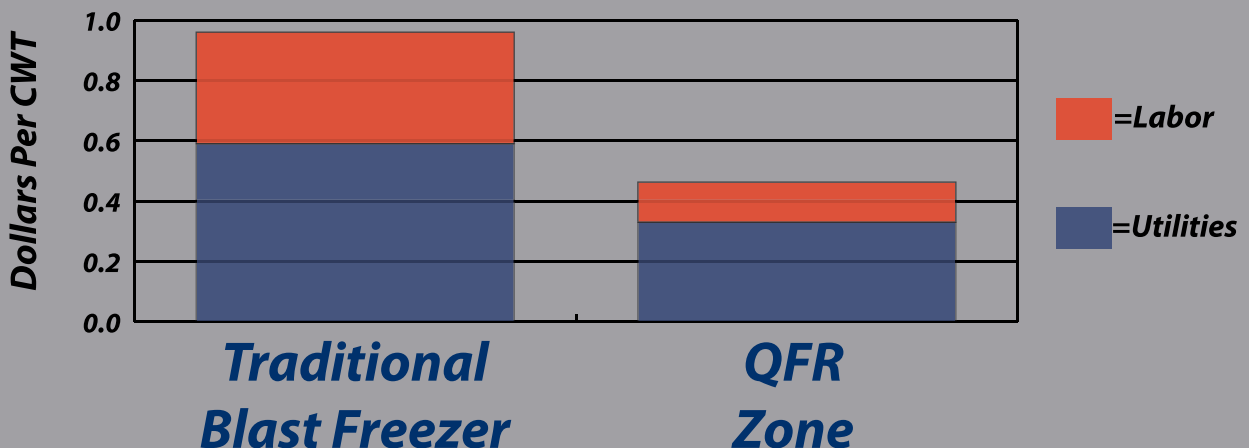


That translates into thousands of dollars in savings over the life of the system. If you're currently blast freezing product at -35 degrees (F), you can likely freeze the same product, in a shorter time frame at -10 degrees. Those 25 degrees can end up saving you an estimated 50% on your blast freezing utilities.

The chart shown below shows actual data from the QFR Zone in use, and the actual savings comparing a traditional blast freezer vs. the new QFR Zone. In a traditional blast freezer, utility cost per hundred weight (cwt) is \$.59, where the QFR Zone

costs just \$.33/cwt. The labor cost in the traditional blast freezer is \$.37/cwt, compared to just \$.133/cwt in the QFR Zone.

### ***Blast Freezing Cost Per CWT - Utilities & Labor***



## LABOR SAVINGS IN THE QFR ZONE

### EASE OF USE WILL SAVE MONEY ON WAREHOUSE LABOR

Once you've realized the cost savings associated with the QFR Zone and your blast freezing utilities, you'll soon find out that your labor savings related to loading pallets into and out of the QFR Zone will be another significant benefit to this new system.

When you look at the configuration of the QFR Zone, the first thing you'll notice is that there are no small rooms, no doors to be closed and no deep drive-in racking. The QFR Zone is in the main portion of the warehouse, and uses racking like the rest of the facility does. The aisles are standard warehouse width, and allow for easier movement of the pallets in and out of the QFR Zone.

What may have taken 6 hours to load pallets in and out of a traditional blast cell with 40 pallet positions can now be done in approximately 2 hours, saving both time and money on warehouse labor.



The racking configuration of the QFR Zone in the main portion of the warehouse provides for a much easier process of loading the pallets in and out of the cell, as compared to a traditional blast freezer, which has significantly less room to maneuver.

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