



# What's Behind Your InsulWall®?

## Chocolates at Palmer Candy

Palmer Candy prevents 'chocolate fat bloom' by creating an 18,700-square-foot cooler for its chocolate inventory.

### Palmer Candy's challenge

For over 135 years, five generations of Palmers have operated Palmer Candy. It is the oldest continuously family run and owned confectionary company in the U.S. Located in Sioux City, Iowa, Palmer Candy serves a wide variety of customers from smaller candy shops needing bulk chocolates to private label contracts for FORTUNE 50 companies.

In 2004, the company moved into a new 300,000-square foot facility housing packaging, warehousing, and production. With a keen eye for operational efficiency, Marty Palmer, president and CEO, continues his family's legacy of candy made with the finest ingredients and quality.

"Chocolate products are notoriously tricky to store. We needed a flexible, insulated wall solution to create a new chocolate cooler room," shared Marty.

### Palmer Candy's solution

InsulWall®—an insulated, flexible warehouse curtain wall—was the answer to many of Palmer Candy's concerns...

InsulWall was able to protect Palmer's valuable chocolate inventory by creating a cooler room that effectively

maintained temperature and humidity levels to avoid fat bloom and melting.

InsulWall provided Palmer Candy with a cost-effective, modular wall system that allowed for the ability to expand the cooler room during busy seasons.

Should future expansion or warehouse reconfiguration be required, InsulWall is perfectly positioned to be moved, stored, or expanded.

The installation of InsulWall in the existing warehouse space was completed with minimal business interruption.

### InsulWall Delivered

InsulWall created an 18,700 square foot cooler room with additional panels for an employee access area.

"With the design, delivery and installation handled by Randall, I was able to focus on other areas of the expansion. Randall's a trusted partner that I will definitely turn to for our next expansion." - Marty Palmer

Despite competition from rigid panel competitors, InsulWall's combination of cost-effectiveness, energy conservation, ease of installation, and flexibility for future expansion made it Palmer Candy's primary wall solution.



Storing chocolate and confections



18,700 square foot cooler room



Flexible and modular for seasonality



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