



What's Behind Your InsulWall®?

Olive Oil at 3PL - Port Jersey Logistics

Port Jersey Logistics a full-service third-party logistics provider of warehousing, transportation and value added solutions to the central New Jersey marketplace. All Port Jersey locations are certified food-grade, AIB approved and organic certified, as well as FDA registered.

We spoke with Galo Panchi, the Facilities Manager and 45-year employee, with Port Jersey Logistics (PJL) to share his experience; thoughts about the future of 3PLs; and how he is using products like InsulWall® to help meet business challenges.

Q. You've been with PJL for over four decades - tell us about the business you serve and your role.

A. Port Jersey Logistics is a family-owned company that manages six facilities with over 700,000 square feet of food-grade and public warehousing. We're at an exciting time in our history - we're consolidating three of our existing facilities and moving to a new, larger facility. The new facility will be a food-grade space, with over 46,000 pallets in this location alone.

As you can imagine, my role has grown as the company has grown. Today, I am responsible for managing the space, managing the equipment, and making sure we're as efficient as possible.

Q. Continuously meeting a variety of client needs appears to be core to a successful 3PL. How has PJL approached business differently the last decade?

A. We serve the food, beverage and personal care products markets. Demand within these markets for temperature and humidity-controlled storage is a growing area for us. As a matter of fact, our new facility will more than double the controlled environment we have today. By controlled, I mean we're maintaining 55-65 degrees Fahrenheit and 50% humidity. To keep the environment

optimal has meant new heating and cooling equipment, new maintenance procedures, and greater overall attention to climate control.

Q. What challenges keep you up at night?

A. With the growth of temperature and humidity controlled rooms, our equipment has increased. Whether it's cooling in the summer, heating in the winter, it's our job to ensure product integrity throughout our controlled environments.

Q. Tell us about your first application using InsulWall.

A. We've been storing olive oil from Italy for many years. During the transit from Italy to our ports, the product has been subjected to numerous temperature fluctuations and changes color. In order for the olive oil to regain its natural color, it needs to be heated to a temperature of 80 degrees Fahrenheit for a period of 24 - 48 hours. We initially were using a non-insulated, vinyl wall to partition the space. Our heating expense was through the roof. InsulWall was evaluated as a flexible, modular insulated wall that was easy to install

and provided excellent thermal properties. I was sold the moment I saw it. We took down our non-insulated wall and replaced it with InsulWall. Based on the savings we realized in our heating bill, InsulWall paid for itself in one year.

Q. How are you using InsulWall in your new facility?

A. InsulWall is playing a key role in our expansion with cooler rooms and a heated room for olive oil. Our operation is high-volume, high turn rates. InsulWall helps us meet our clients' demands with its ease of installation, ease of maintenance, and ability to create cooler and heated rooms economically.

Simply put, InsulWall works for us.



InsulWall partitions space at PJL