

# InsulWall® Case Study

## Partnerships – Keep the Presses Rolling at STL Distribution

Client	Profile	Challenge
STL Distribution	One of the largest non-profit publishing and distribution houses in the world	1) Improve energy efficiency by containing heat emitted from the printing press lines; 2) Expansion of printing press lines is expected – a wall solution needs to be both thermal and modular to easily grow with the business.

### Randall Manufacturing worked with The Lilly Company to present STL Distribution a turn-key thermal soft wall solution that answered today's needs and tomorrow's vision.

#### Project Summary

STL Distribution consolidated its east coast warehouses under one roof bringing together its printing and fulfillment operations. This relocation brought greater efficiency as well as increased space to add more product. As operations ramped up, it was determined that a thermal, soft wall solution was needed to contain heat and provide flexibility for expansion.

STL Distribution chose InsulWall for its excellent thermal properties, its ability to be reconfigured for future expansion, and not interrupt business or emit dust during installation. As InsulWall was in the production phase, STL Distribution purchased



an additional printing press which meant changes to the initial footprint and design. In just three weeks, InsulWall was redesigned, manufactured and installed.

#### Key Challenges

STL Distribution turned to its trusted material handling partner, The Lilly Company, to present a turn-key soft wall solution which addressed its energy conservation and expansion challenges.

Key considerations were:

- Collaboration between STL Distribution, The Lilly Company and Randall Manufacturing to understand business requirements, utilize local installers, and provide on-site project management.
- Present a thermal, soft wall solution that is also modular to easily maximize space as needs change without incurring a capital infrastructure expense.
- Installation of the soft wall should not interrupt business and be "clean". STL Distribution is a working facility that needed to continue to operate during installation. The team also needed to understand that dust can paralyze a

printing press and therefore the product chosen should inherently be easy to install with minimal equipment.

#### How Randall Helped

Randall Manufacturing's Account Manager, Todd Jessup, met Johnny Blanton with The Lilly Company at STL Distribution to review the project, the key business requirements, and share how InsulWall was the right solution. InsulWall was selected for its proven ability to be easily reconfigured, excellent thermal properties, and ease of installation.

#### InsulWall Delivered

Within three weeks, InsulWall was designed, manufactured and installed – including the additional production area. STL Distribution was pleased to be up and running with its new printing press and conserving energy. In addition, the partnership between The Lilly Company and Randall Manufacturing helped meet STL Distribution's needs head-on with right solution for their business.



#### About Randall Manufacturing

Randall Manufacturing has been providing innovative temperature zoning products to the logistics industry for over thirty years. Today, Randall Manufacturing is bringing its extensive temperature zoning experience, innovation and comprehensive capabilities to warehouses and facilities across the country. For more information, visit [randallmfg.com](http://randallmfg.com) or call us at 800-323-7424.