

QUICK FACTS

COMPANY: LDF Sales and Distributing, Inc.;
Wichita, KS

FOUNDED: 1983

FACILITY: 400,000 square feet of refrigerated
space between three warehouses

PRODUCT: Wholesale beer, wine, spirits and other
consumer packaged beverages

GOALS: Create a high-tech building with state-of-the-art refrigeration,
energy and air control

SOLUTION: Rite-Hite **RHV Vertical Storing Dock Levelers**, **FasTrax High Speed
Doors**, **HVLS Fans**, **Eliminator II** and **ComboShelter** Dock Shelters

RESULTS: Energy costs were cut in half

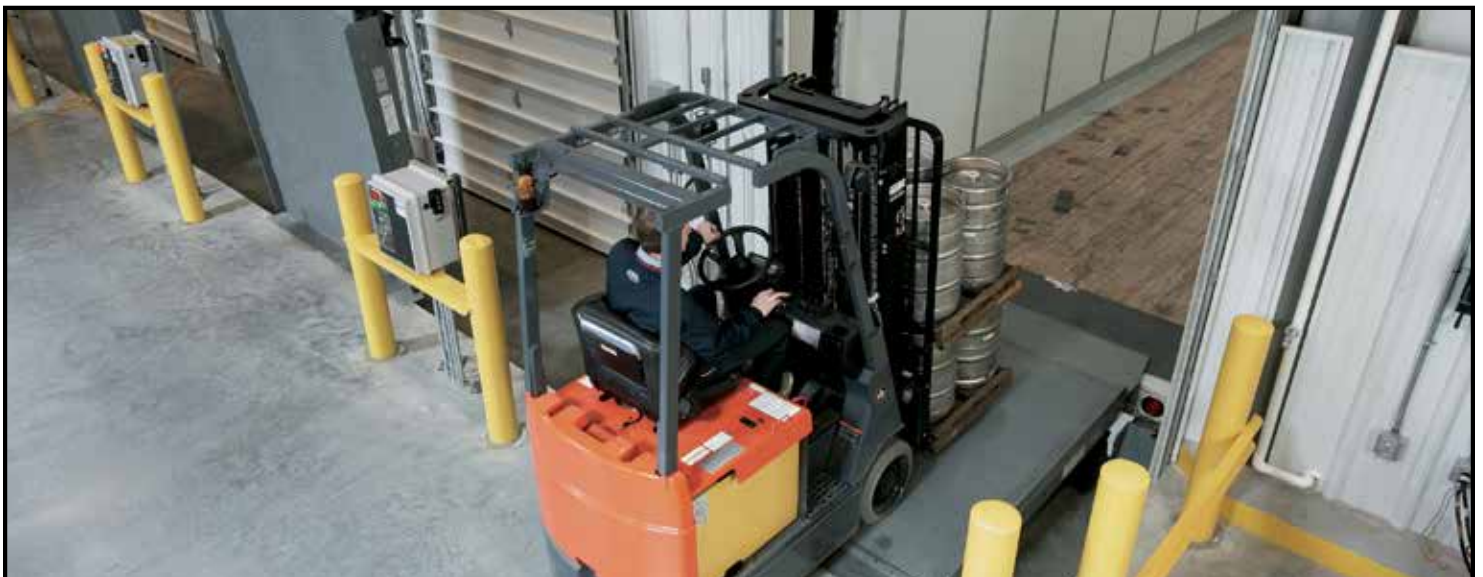
THE SITUATION

LDF Sales and Distributing, Inc. is a Wichita-based wholesale distributor of Coors, Miller, Red Bull and other beer, wine, spirits and non-alcoholic beverages. Founded in 1983, LDF now has more than 200 employees. The company's three state-of-the-art warehouses total more than 400,000 square feet.

Several years ago, LDF decided to more than double the size of its flagship warehouse. LDF's Vice President-Project Development, Gary Fleming, saw the expansion as an opportunity to upgrade the facility's equipment.

“With this expansion, we wanted to turn an old, low-tech building into a modern, high-tech building. That meant lots of safety and green features, including security and temperature control.”

- GARY FLEMING, VICE PRESIDENT—PROJECT DEVELOPMENT



Rite-Hite's RHV Vertical Storing Dock Levelers provide an uninterrupted cold chain at LDF's loading dock.

THE SOLUTION

AN EYE-OPENING VISIT TO MILWAUKEE

Taking advantage of Rite-Hite's "Fly-In" program, Fleming visited the headquarters to see the products in person. While his initial interest was in vertical storing dock levelers, he soon found himself intrigued by a number of other products, such as high volume, low speed (HVLS) fans.

"It gets pretty warm in Wichita, and we always had issues with dead air spaces in the old warehouse," said Fleming. "Anything that could simply and efficiently move conditioned air around the facility was of great interest to us."

The visit also included a demo of Rite-Hite's **FasTrax** high-speed doors. Boasting one of the industry's fastest cycle times, they are capable of operating at speeds up to 100 inches per second to maximize productivity, safety, and energy efficiency. The doors are also impactable, a feature that definitely caught Fleming's eye.

"When I saw them drive a forklift right into the door and it reloaded back onto its tracks, I knew I had to have that," said Fleming.

Fleming's trip also included a demo of Rite-Hite's RHV **Vertical Storing Dock Levelers**. Vertical storing levelers provide maximum environmental control to a dock area, keeping dust, debris and rodents from entering a facility while eliminating energy loss. Fleming put Rite-Hite levelers on 15 dock stations. Several of the installations incorporated Rite-Hite's Drive-Thru Application, which lets trailer doors remain closed until the trailer is positioned at the loading dock. This allows for an uninterrupted cold chain.

"Since we want to maintain positive pressure and control temperatures and energy use, it was my goal never to have an open dock door," Fleming noted. "The new vertical leveler dock set-ups did precisely that."

ENERGY EFFICIENCY FROM DOCK TO COOLER

All the new dock stations were outfitted with energy-saving dock shelters. For some, Fleming chose **Eliminator II**, a fully impactable shelter that offers full-access sealing around the trailer. And for others, he chose the **ComboShelter**, designed to handle a wide range of trailers, including those with lift gates and other rear extensions.



LDF installed Rite-Hite's FasTrax high speed doors to improve energy efficiency in their warehouse.

Energy efficiency was also addressed inside the warehouse. High-speed FasTrax doors were installed in four locations, including the facility's keg cooler area. **FasTrax Cooler Doors** use a unique Thermal Air System and InsulMax curtain to keep the curtain clear of ice and frost.

To maximize the effectiveness of the building's HVAC system, Fleming installed seven Rite-Hite Revolution HVLS fans. When used to supplement air conditioning, they help lower a building's perceived temperature – which means thermostat set-points can be raised. Since energy costs are reduced roughly 4 percent for every degree the set-point is raised, a 3-4 degree increase in set-point can reduce energy consumption by 12-16 percent.

A GOOD SURPRISE

Once finished, the expanded warehouse provided Fleming with the functionality, safety, and energy efficiency he had been looking for – but there was one surprise left in store.

"After a couple of months, our accounting staff asked me if we'd had an electrical meter malfunction because the utility costs were coming in at one-half of projections," he laughed. "That's the kind of surprise we don't mind getting!"