

**DESIGN-BUILD**

# Solutions

*ESI specializes in food processing and distribution center design and construction.*

**WINTER 2014**

**PROJECT FEATURE**



Crawford Aerial Photography, Inc.

## There's No "I" in Team

**Y**ou hear it all the time in sports, business meetings and group discussions, and now it's being voiced on the warehouse floor—"there's no 'I' in team."

Fortunately for global food distributor Martin Brower, this same mantra also applies when expanding a distribution center.

In 1956, Martin Brower, a subsidiary of Reyes Holdings, L.L.C., opened its doors in Des Plaines, Ill., by delivering paper products to local quick-service restaurants. Then, in 1972, it developed the "total supply" advantage, in which it supplied all of a restaurant's inventory needs, including the foundational paper products.

Today, the Rosemont, Ill.-based company operates more than 60 distribution centers in 18 countries, all strategically placed to reduce operating costs, delivery times and overall carbon footprint. From paper items to fries to proteins and fresh produce, Martin Brower takes a customer's entire inventory into a dedicated distribution center and creates a recurring specialized order. Other services include fulfillment, delivery, training, safety,

come  
**talk** to us!

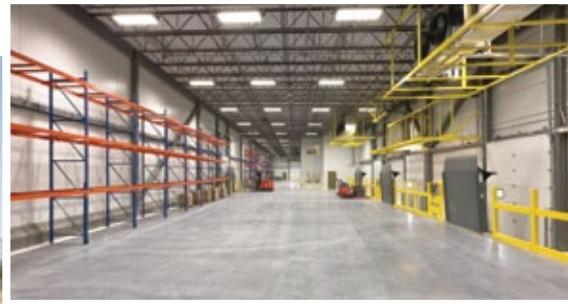
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- > **IPPE**  
January 28-31, 2014  
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- > **BakingTech**  
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Chicago, IL | Booth 50
- > **FA&M**  
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reporting, warehousing, product sourcing, inventory management, relationship management and financial modeling.

As a result of the company's continuous growth, Martin Brower outgrew its Atlanta, Ga., facility. So, it turned to ESI, and with the team efforts of the industrial park





# How Rail Docks Add Value to Your Building

**W**hen it comes to transporting goods from Point A to Point B, how the product moves and along what mode is essential in determining if your company's current process is effective and cost efficient.

Ask yourself, is your current supply chain process adding value to the facility? Is your current cost-to-ship method cost-efficient? Are you able to receive a large volume of product efficiently from the manufacturer?

If you answered no to the above questions, then you may want to consider installing rail docks.

Rail dock technology is quickly evolving. Whether attached to the warehouse/facility or a standalone building, logistically, they are a value-added method providing a lucrative way of supplying goods to a central location. The

cost-to-ship via rail is extremely inexpensive when compared to over-the-road methodology.

How it works: a regional carrier or branch line operator, using a switch engine, will take possession of the rail car directly from the manufacturer off of a branch line. From there, the rail car is eventually assimilated into a main line that will lead through one of a handful of major hubs strategically located throughout the United States. These hubs "shunt" the cars and redirect them to the various regions of the country. Typically, following a number of shunts, control of the car is again assumed by the branch line operator and the rail car is dropped on the local spur. Precision location at the dock is then handled either by a switch engine, run by the short line, or a series of cables located on the building site that can be controlled by the building operator.

To be successful however, the entire site must be carefully pre-planned and analyzed so that rail is possible. The rail industry operates within very tight tolerances. Grade of the site, radius of the curve off the branch line and other factors can be easily overlooked, negating the site's ability to facilitate rail.

Additionally, there are many requirements and regulations that must be followed for the construction of a rail spur. Design of rail lines is a specialty engineering discipline that few firms practice. ESI has existing relationships with many of these firms and can quickly mobilize the design/construction process without having to vet the industry.

ESI has experience designing and building rail docks for both dry storage and cold storage applications. There are very distinct differences between the two as well as many nuances and options that need to be considered in the design of a rail dock.

If it can be proven that a rail dock will benefit the operational and financial end of your business, installing a rail dock should be an easy decision. Rail has been serving the world for 150 years and is extremely reliable. Having a site with rail service or the ability to obtain it at a later date will add further value to the building and property. ESI has its finger on the pulse of this technology and is well connected with the rail design engineering world. ///

— *Timothy Gibbons is vice president of design / business development for ESI Design Services.*

## » Continued from page 1

developer, developed a 177,124-square-foot Greenfield cross dock distribution center. Cross docks are generally designed in an "I" formation, or elongated rectangle, making it more efficient for unloading materials from an incoming semi-trailer truck or railroad car and loading these materials directly into outbound trucks, trailers or rail cars.

"The facility is a cross dock design for more efficient handling of product," says Steve King, regional vice president. "All inbound traffic is

segregated from outbound delivery vehicles, thereby increasing site security by limiting the access of non-company personnel and drivers to the site and warehouse."

The project began in May 2012 and completed in April 2013. Design features included a central ammonia refrigeration system, rapid-roll cooler doors, concrete curbs, mini penthouses and insulated metal wall panels with parapet and concrete tilt construction as well as a combination of two exterior wall colors. The new center also comes complete

with standby power, early suppression fast response (ESFR) and Quell fire protection systems as well as a connected rail dock.

"ESI has previously built a similar facility in the Houston area, and [we] appreciated ESI's eye for detail and seamless delivery of the project," says King. "ESI was able to deliver another smooth, no-drama project with high-quality, on-time performance and within the budget."

When it comes to expanding the warehouse floor, for ESI and its customers, it's a team effort. ///