

# A new dynamic for Peter Green Chilled



A temperature controlled warehouse in Shepton Mallet, Somerset

## Meeting the client need

When logistics firm Peter Green Chilled took the decision to build a new cold storage facility for 3,000 pallets, site manager Malcolm Gold was keen to find a group of contractors which could mix technical expertise with great customer service.

ISD Solutions were in a new relationship with Peter Green Chilled on this project, and we worked hard to build trust and confidence in us, by demonstrating our competence and experience. We took Malcolm and the main building contractor to visit Farmfoods in Bristol, to show how we install and maintain our specialist refrigeration doors.



## ISD's solution

We provided a range of coldstore technology for this project including panels, underfloor heater mats, floor insulation, pressure release valves and a range of specialist doors.

One unique element we helped implement was lighting. Due to ceiling height restrictions, we sourced panel recessed LED light fittings, incorporating a heated stem to stop cold bridging and increase thermal efficiency.

The benefits are already tangible. Once live, Malcolm reported that the fridge plant was operating at just 20% capacity at the desired negative temperature – an impressive insulation and vapour sealing performance.

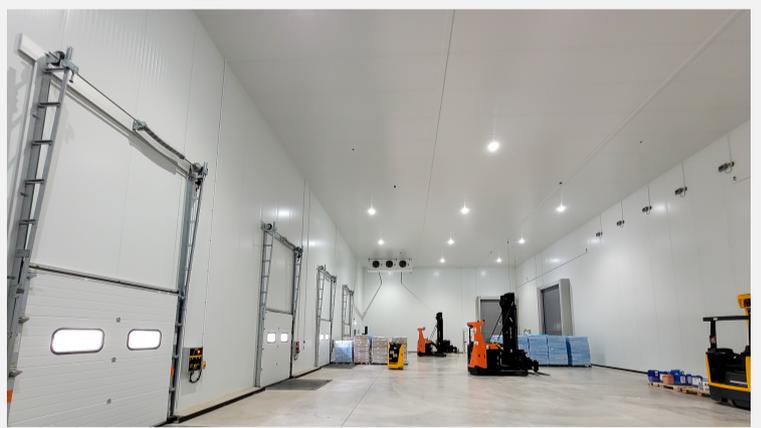
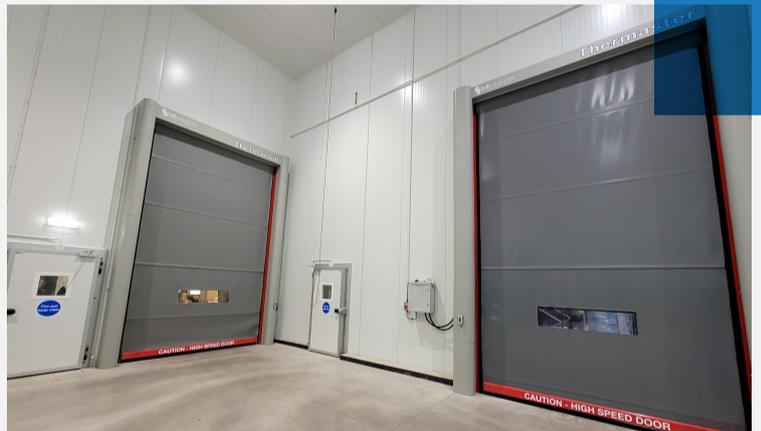
## How we delivered

We started as we meant to go on, with effort placed on relationship building and continued with quality installation and constructive communication of our expert approach.

This internal teamwork at ISD started with our sales and estimating team and carried on through project management and installation. It's led to an extremely satisfied customer and, we hope, an enduring set of relationships with both the main contractor and the end client.

We've learned lessons, including regarding specification of rapid roll doors between the facilities chill marshalling and battery charge areas, and this learning will be taken forward to future projects.

Ultimately, it's been about attitude and spirit – in particular our engineer Chris Watts was marked out for his dedication, time taken to answer questions, and approach to risk.



## From our satisfied customer

“We'd heard good things about ISD, particularly from one of our local refrigeration contractors, and they came highly recommended. Still, we were surprised at just how good they were.

“With their professionalism and expertise, frankly they put the competition to shame. It's rare to find a company who exceeds your best expectations. We are already looking to involve ISD in future projects.”

Malcolm Gold [site manager] at Peter Green Chilled



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