

Zero Zone and CoolSys Partnership helps extend the life of systems



Adiabatic Gas Cooler - Outdoor Parallel System

//

“The more the pendulum swings to the customer letting us dictate the specifications, the longer it will last. Sometimes they don’t see any value on the surface, but we know if you put a certain style of compressor in there, it’s going to last four to five years longer.”

Shawn Casey - Director of Operations, CoolSys

Business Overview

Locations: 75+ Sites

Employees: 3,200

2024 Revenue: \$500 million

Partners: Since 2012

CoolSys is a leading refrigeration, HVAC, and energy solutions provider, serving commercial and industrial customers across the United States. With decades of experience, CoolSys specializes in delivering end-to-end solutions, from design and engineering to installation and maintenance. The company's expertise spans various industries, including retail, grocery, food service, and warehousing, where reliable and efficient temperature control is mission critical.



Installation of Custom Electrical Mechanical Center

Partnership Pillars



**Collaborative
Design**



**Proactive Problem
Solving**



Training



**Innovative
Manufacturing**

Collaborative Design

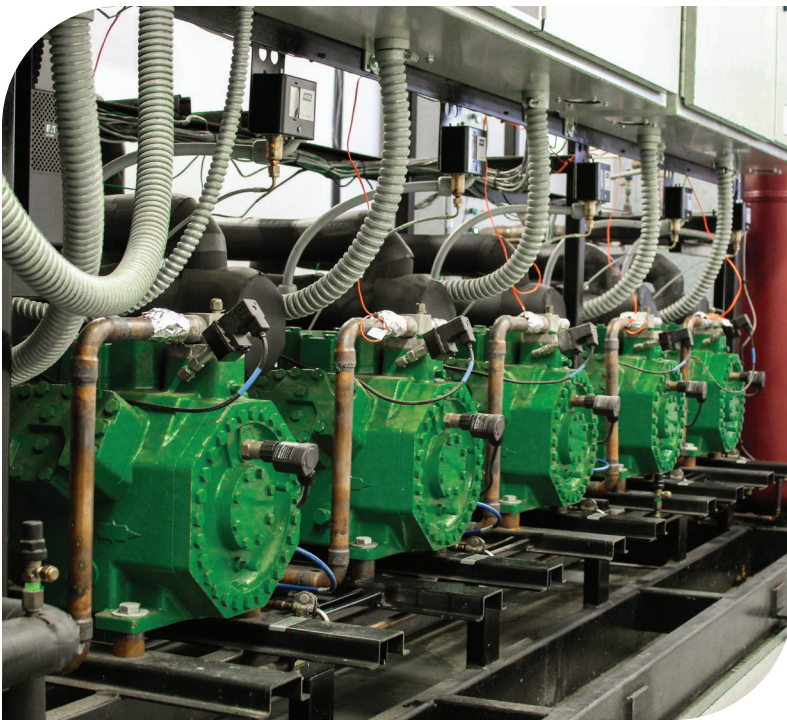
CoolSys and Zero Zone have forged a strategic partnership to address complex refrigeration challenges. When customers have their own engineers, it can be difficult to navigate design changes.

"Zero Zone coaches the customer and the engineer when they identify opportunities to lower the cost of ownership. For different configurations, they can say, here's what we know about how long the compressors will live and what kind of failure rates we see."

By leveraging collaborative design, proactive problem-solving, enhanced training, and innovative manufacturing, the partnership delivers measurable results, including improved equipment longevity, cost savings, and operational efficiency.

"Zero Zone will design critical components that make that rack 10-15% more robust."

There have been scenarios where a Zero Zone rack has been sitting there for 25 years, and they've replaced two compressors in those 25 years. Then right next door to it, the customer did a remodel, and they went with a competitor. It's a smaller rack. They've got four compressors on it and two of those compressors have been changed in only 15 years."



Compressors on a Custom Electrical Mechanical Center

"Zero Zone takes feedback openly. They pick up the phone and say, 'What do you need?' It's in their DNA to collaborate and adjust based on real-world needs."

Shawn Casey, CoolSys
Director of Operations

Zero Zone worked closely with CoolSys to meet precise specifications, offering multiple compressor designs and horsepower options tailored to unique project needs. The Zero Zone culture emphasizes feedback incorporation and adaptive problem-solving. Their ability to tailor designs ensures that client-specific needs are met effectively. These projects demonstrate the technical expertise and flexibility that CoolSys has come to rely on.

“Their collaboration and ability to adjust make them invaluable partners.”

Arkansas Collaboration



Sometimes the products create unique requirements. Product integrity and requirements differ for meat, produce, or packaged storage. When shelf life starts to matter, at the Zero Zone recommendation, CoolSys adopted smart defrost. Instead of defrosting three times a day, there's a control system watching the coil to defrost on demand.

“Freezer burn, all those things are taken into consideration. There's so much more now, not only with refrigeration but also with packaging technology.”

Arkansas was also set up as a staggered system where multiple racks controlled different sets of coils. “Now if one rack has a problem or goes down you still have the other racks operating, with some refrigeration to protect the product integrity.”

“Zero Zone offers a plethora of options, allowing us to meet precise project needs and stay competitive.”

Shawn Casey, CoolSys Director of Operations



Outdoor Parallel Rack - Arkansas

Proactive Problem Solving

When a Long Island project faced a last-minute customer demand, Zero Zone shipped a critical component within 8 hours, ensuring project continuity. From expedited shipments to consistent manufacturing quality, Zero Zone is reliable in execution.

“They shipped a critical component in 8 hours to keep the project moving. That reliability and customer dedication is unmatched.”

Long Island Project Details

The Long Island project was executed in two phases. Phase 1 involved installing an Automated Storage and Retrieval System (ASRS) medium temperature cooler, operating at +34°F, supported by two Zero Zone racks. In Phase 2, the project expanded to include 88 Zero Zone low temperature freezers and two additional Zero Zone racks to meet their cooling demand. Throughout the project, Zero Zone and Coolsys held weekly meetings for over six months to ensure the project stayed on schedule and promptly addressed any issues that arose.

Each case lineup features a Zero Zone-manufactured valve station, equipped with electronic control valves managed by individual case controllers. This facility utilized 90-bar-rated cases, marking one of the first applications of this kind for Zero Zone.

To facilitate real-time monitoring, each case controller communicates directly with the system's rack. A Zero Zone engineer visited the site prior to charging and staging the system for a pre-startup functional test. During this pre-startup functional test, Zero Zone verified all communication wiring, addressing, and the overall functionality of the control system ensuring a smooth commissioning process.



Outdoor Parallel Rack - New York



“Lessons learned, the collaboration, the feedback, Zero Zone is constantly adjusting with us. We did a project in Phoenix without them [Zero zone], let me tell you, it was a long painful process.”

Shawn Casey, CoolSys
Director of Operations

Enhanced Training

The training resources Zero Zone provides, including videos, provided CoolSys staff with critical operational knowledge. For example, instructional videos emphasized the correct handling of cases, reducing errors and installation issues.

“The training videos are more impactful than traditional manuals, embedding critical safety practices in our teams.”



CO₂ Training with Bruce Hierlmeier - Director of Regulatory Compliance

“Zero Zone is just different...more robust. You can pick up their racks with a forklift and move them around.”

Shawn Casey, CoolSys
Director of Operations

Innovative Manufacturing

Zero Zone investment in new technologies, such as orbital welding, enhances efficiency and product reliability.

“Zero Zone is constantly pushing the envelope in manufacturing processes to improve efficiency and adapt to customer needs.”



Welding at Zero Zone Systems Division - Ramsey, MN.

Holistic Results and Outlook

CoolSys and Zero Zone have cultivated a partnership rooted in collaboration, innovation, and a shared commitment to excellence, ensuring consistent and reliable results for their clients.

- ✓ **Efficiency Improvement: 83% time savings** for project review meetings, from 12 to 2 hours per week.
- ✓ **Equipment Longevity: 10-15%** improvement in system lifespan.
- ✓ **Total Cost of Ownership:** Reduced maintenance and higher operational efficiency lowered the total cost of ownership by **10%**.
- ✓ **Training Impact :** Improved safety compliance and operational understanding, reducing installation errors.

For more information about this Case Study, contact:

Zero Zone, Inc.

zz_sales@zero-zone.com

800-247-4496



the responsive company™

Research conducted by third party
Zero Zone, Inc. • ZERO-ZONE.COM
CASE & SYSTEMS • 800-247-4496