

## Case Study

# Export Company Takes Careful Measures to Protect Clients' Brands With CargoQuilt®

## Challenge

Acting as an intermediary between North American manufacturers and their international counterparts, a well-known US export company strives to service their customers with cost-effective export solutions. Shipping food commodities across the globe on a dry container vs. a refrigerated unit provides for greater flexibility and cost savings; yet produces temperature challenges which manifest in the form of expensive claims and supply chain disruptions. As ambient temperatures inside the container fluctuate between hot and cold extremes throughout transit, the valuable cargo requires a means to shield from these excursions.

## Solution

This export company understands the importance of a cost saving solution as those savings are passed along to their customers, helping them to remain competitive and stay leaders in their industry. When the QProducts & Services team was approached to help protect temperature-sensitive cargo on ocean shipments, CargoQuilt was the answer. The CargoQuilt is an insulated thermal shipping solution that literally acts as a barrier between the ambient temperature extremes and the product temperature inside the container. In addition to performance, the CargoQuilt has proven operationally efficient with a seamless application and removal process. When put to the test on a 55-day transit from Chicago to Saudi Arabia, the results speak for themselves.



**Industry:**  
Food & Beverage



**Application:**  
Ocean / OTR



**Route:**  
Chicago to  
Saudi Arabia



**Challenge:**  
Mitigate the impact  
of temperature  
extremes on  
product



**Solution:**  
CargoQuilt  
safeguards product  
and maintains  
temperature  
stability

## Test Setup

As a value add to our customers, the QProducts' Technical Services team offers their time and expertise to help qualify respective solutions for specific applications. Our techs will accommodate test loads at our facility in order to execute a thorough temperature study, providing valuable, real-world, data to our prospective clients.

In the midst of a global pandemic, where company lockdowns are common and food supply chains are vital, the QProducts & Services team collaborated with their client's team to bring their load in-house for setup. Planning for a typical export route, the ambient conditions inside the container, along with three pallets of condiments, were monitored with temperature recorders for 55 days.

## Test Results

The shipment traveled OTR from Chicago to New York to its port of call, was then loaded onto the vessel to embark on an ocean transit across the Atlantic and through the Mediterranean and Red Seas to its destination in Jeddah, Saudi Arabia.

After analyzing the recorded data, the QProducts' Technical Services team determined CargoQuilt maintained product temperatures during daily ambient spikes above 95°F (35°C) prior to loading on the vessel. The data also revealed stable product temperatures through 30+ days of ocean / sea transit, experiencing a mild transfer of temperature over time. While docked in the Middle East the CargoQuilt helped to reduce further exposure to conditions of extreme heat. Upon visual inspection at destination, no evidence of temperature damage was noted.

