



Atlantic Industries Limited

# PROJECT PROFILE



May 17, 2021

## New Jersey logistics center saves with value engineered AIL Sound Walls solution with 16' post spacing

### VALUE ENGINEERING CASE STUDY

This 943', multi-height sound barrier wall project for the IPT Railroad Logistics Center in Florence, New Jersey, is one of several distribution/warehouse facility projects AIL Sound Walls has on the go.



### Project at a glance:

**Project Name:** IPT Railroad Logistics Center

**Location:** Florence, New Jersey

**Owner:** Foxdale Properties, LLC

**Civil Consultant:** Stout & Caldwell, LLC

**Acoustic Consultant:** Russell Acoustics, LLC

**Contractor:** Pro Max Fence Systems

**Product:** Tuf-Barrier XL

**Sector:** Commercial

**Application:** Commercial Development Noise Walls

**Dimensions:** 22-27' high, 943' long, with two large sliding gates 16' high, 15' wide



Atlantic Industries Limited

# PROJECT PROFILE

## **AIL Sound Walls' savings sway customer off competitor's product**

The contractor on the project, Pro Max Fence Systems, had originally submitted a bid based on a competitor's product. However, they decided to re-submit once they understood the many benefits of our value engineered proposal featuring Tuf-Barrier XL:

- Longer 16' panels with fewer posts and foundations (competitor was limited to 8')
- Faster, more economical installation
- Shorter manufacturing lead time than competitor
- View of sound barrier wall with large sliding door open



The noise barrier wall needed to navigate around some underground utilities and included two large sliding gates that were each 16' tall x 15' wide.

## **Value engineered sound barrier solution builds client relationship**

Although Pro Max Fence was a first-time contractor/customer for AIL Sound Walls, we were able to quickly gain their confidence with our value engineered proposal and our demonstrated portfolio of similar projects. Pro Max's business with AIL Sound Walls has grown quickly, leading to more projects in the New Jersey area.

## **Tuf-Barrier XL and Silent Protector XL mean lower installed costs**

The innovative XL Series from AIL Sound Walls goes the distance for better value and lower installed costs in sound barrier walls.

Able to reach lengths of up to 16' between posts, this means fewer posts and foundations and fewer panels to handle in place, which dramatically reduces installation costs.

**See all Project Profiles on [ail.ca](http://ail.ca)**

### **Head Office:**

32 York Street  
Sackville, New Brunswick  
Canada E4L 4R4  
1-877-245-7473



Atlantic Industries Limited

[ail.ca](http://ail.ca)