



SOFT RAIL WALK-INS



**Trusted Partner in
Temperature-Controlled
Storage Solutions**





ABOUT LEER

Through decades of commitment to product development, customer service and a relentless focus on American-made manufacturing excellence, Leer has continued to shape and drive innovation in the temperature-controlled storage industry. We're dedicated to the success of all our customers – be that customers of our iconic white Ice Merchandisers, Ice Vending Machines, Refrigerated Transports, Reach-In Storage Freezers, or our custom-built Walk-In Coolers & Freezers.

We'd be honored to earn your business and become your trusted partner in temperature-controlled storage solutions. When you buy from Leer, you're not just buying our products but a commitment from all of us and that's a promise to be with you every degree of the way. We're confident our products provide a value that cannot be beaten.

OUR MISSION

- To be your trusted partner in temperature-controlled storage solutions.
- To partner with our customers to design and develop the highest quality, innovative, temperature-controlled storage solutions to meet their ever-changing needs.
- To provide our customers exceptional quality and outstanding customer service at every stage of every interaction.
- To train and support all employee owners to produce products they can proudly label Made-In-The-USA.
- To promote safe and healthy work practices and environments that benefit all.

OUR VISION

We will exceed the highest expectations of our customers, employee owners, partners, shareholders and community by continually delivering the best possible American-made products. We're with you every *degree* of the way.

WE VALUE

- Building Trust
- Wowing Customers
- Constantly Improving
- Working Together
- Embracing Ownership

WHEN YOU BUY FROM LEER

- You have our lifetime support – we're with you every degree of the way.
- We're dedicated to delivering our products right the first time, right every time.
- Our products are intelligent-by-design because we know every degree matters.
- We're 100% employee owned – those employee owners make a distinctive difference because you have the commitment of not just one owner, but hundreds of owners.
- We have decades of commitment to product development and customer service with a relentless focus on manufacturing quality from America's heartland.

WE BELIEVE

- All stakeholders are valuable partners in delivering our vision and executing our mission, and are invested in doing both.
- In best intentions at all times, and taking a commonsense and practical path to address differences.

OUR FAMILY

We're a proud member of Dexter Apache Holdings, Inc. (dexterapache.com), a leading 100% employee-owned company with diverse business interests in the manufacturing, distribution, financial services and mission critical technology industries.

INDUSTRIES WE SERVE

FOODSERVICE

RESTAURANTS / BARS
SCHOOLS

HEALTHCARE

FOODSERVICE
MORTUARIES
PHARMACEUTICAL / LABS

INDUSTRIAL

FOOD PROCESSING FACILITIES
SHELTERS

PACKAGED ICE

ICE MANUFACTURERS
RETAIL

RETAIL

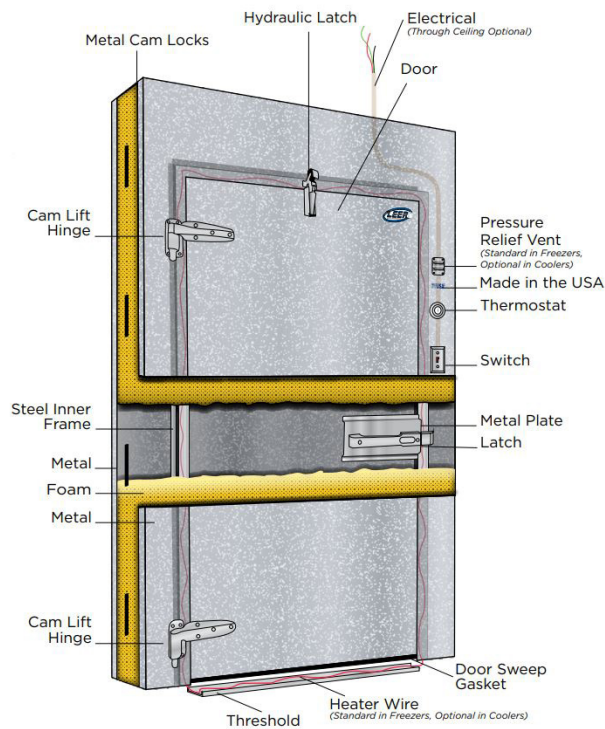
CONVENIENCE STORES
GROCERY STORES
LIQUOR STORES

SCIENTIFIC

SCIENTIFIC CABINETS
SCIENTIFIC WALK-INS

SPECIALTY

BREWERIES / WINERIES
CAMPGROUNDS / RV PARKS
MARINAS / PARKS / BEACHES
/ DOCKS
RENTALS / EVENTS / FAIRS



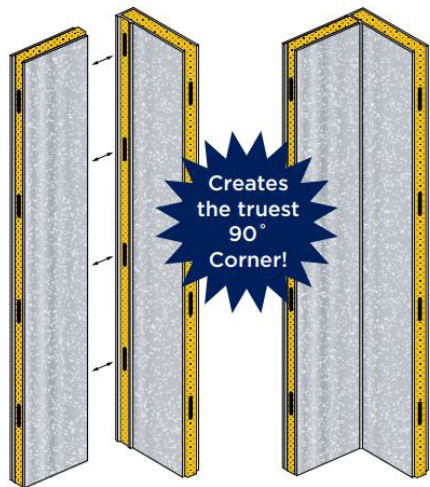
REINFORCED WALK-IN ENTRY / SERVICE DOOR

As an industry leader, Leer's Soft Rail Walk-In entry doors are constructed with a 12-gauge steel inner frame in the door jamb. Along with the steel frame, we foam in place steel plates in the door plug. This enables us to mount the hinges, latch and hydraulic door closer from steel to steel mounting points. This provides you with the most durable and reliable door available. While there may be lower cost alternatives in the market, those doors may prematurely sag and fail. As a door sags, warm moist air begins to infiltrate the box resulting in increased refrigeration cycles and energy consumption and in freezers excessive ice build-up. It is common for other doors to need replacement within 5 to 7 years due to sag. We believe Leer doors will provide far superior performance and will stand the test of time and provide a long-lasting seal.



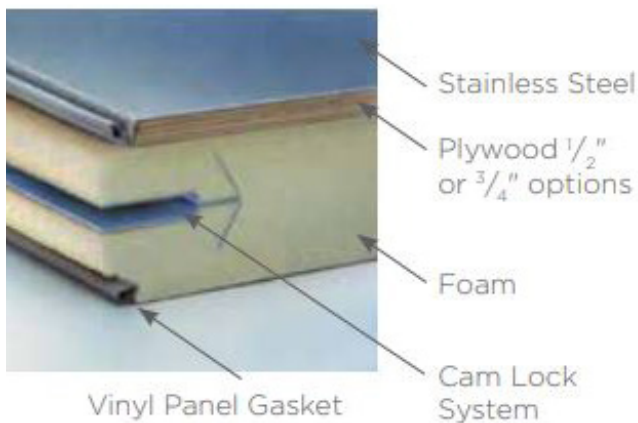
INDUSTRY LEADING WALK-IN PANEL THICKNESS

Leer's standard Soft Rail Walk-In panels are constructed with an industry leading 4 1/4 inches of insulation - with 5 inches of insulation for applications below -10 degrees Fahrenheit. Our panels are thicker than most and meet or exceed all Department of Energy R-Value requirements. R-Value measures how effective the insulation is at resisting heat transfer through the panel. The higher the R-Value, the more insulative the panels are. Exceeding this requirement demonstrates our panels' ability to hold a stable temperature and therefore protect the product you're storing. A more stable environment also means less refrigeration cycle times and reduced energy costs for years to come.



TWO-PIECE, TRUEST 90° CORNER

A two-piece Walk-In corner allows the corner panels to be foamed and shipped as flat panels. This helps ensure the Walk-In is square by decreasing the likelihood of the corner warping or distorting during manufacturing and shipping. With a two-piece corner, the panels are cammed together in the field creating the truest 90° corner. The truer the corner, the better the Walk-In assembles during installation. Two piece, 90° corners, also result in easier installation, less stress on the joints, reduced potential of air and moisture intrusion and longer lasting durability.



REINFORCED 16-GAUGE STAINLESS STEEL FLOOR

The standard floor finish for Leer Soft Rail Walk-Ins is 16-Gauge Stainless Steel. The weight load capacity is 800lbs per ft² for the standard floor and 1500lbs per ft² for the optional Super Floor. The standard floors contain the 16-gauge stainless steel finish, cfc-free foamed-in-place polyurethane, and vinyl panel gaskets on both edges. The optional Super Floor contains the standard features plus plywood reinforcement measuring either 1/2" or 3/4".



VIDEO LIBRARY [LEERINC.COM/VIDEO-LIBRARY](https://www.leerinc.com/video-library)

For a full overview and breakdown of Leer's Soft Rail-Walk-In construction, features and benefits, please visit our complete Video Library.



GENERAL PRODUCT SPECIFICATIONS

PANEL CONSTRUCTION

Standard panels are formed by two shaped metal skins, separated by and bonded to foamed-in-place urethane to form rigid structural panels. Panels have urethane foam-formed tongue-and-groove edges with foamed-in-place, flexible, vinyl gaskets to assure vapor-tight panel joints. Floor sections will withstand uniformly distributed floor loads up to 800 pounds per square foot. Partition walls separating compartments are of the same construction as perimeter wall panels and cam-lock into wall, ceiling and/or floor panels. (Maximum single panel length for walls and ceiling is 14' 5½", floor panel max is 11' 7".)

INSULATION

Class 1, rigid, foamed-in-place, non-CFC urethane with a minimum density of 2.2 pounds per cubic foot. Our panels exceed all minimum requirements of the U.S. Department of Energy for R-Values (25 for Coolers & 32 for Freezers), U-Values (0.040 for Coolers & 0.031 for Freezers), K-Factor (0.140 for Coolers & 0.125 for Freezers), and have passed the ASTM E-84 test for surface burn characteristics. Standard Cooler and Freezer panels are 4.25", with 5" panels used for applications below -10°F.

PANEL FINISH

Exterior and interior surfaces of standard ceiling and sidewall panels are 26-gauge, acrylic coated, embossed galvanized steel. Floor is 16-gauge stainless steel interior.

VINYL SCREED

A coved vinyl screed is provided when no insulated floor panel is required. The screed is fastened to existing floor by ram set or lag anchor (customer furnished) for retaining wall panels to floor.

CAM-ACTION LOCKING FASTENERS/SECTION GASKETING

All panel tongue-and-groove edges have steel offset cam fasteners located for maximum locking efficiency. A hex wrench is provided to lock the fasteners within access holes. Press-fit cap plugs are furnished to cover access holes and match panel finish. NSF listed vinyl gaskets are foamed-in-place on the tongue side of each panel on interior and exterior surfaces. Gaskets are impervious to grease, oils, mildew, stains, etc.

ENTRANCE DOOR

Standard doors are 36" x 78" flush mounted, infitting, with exterior and interior finish to match panel walls. Each door is insulated with foamed-in-place urethane to an overall thickness of 4.25". Side and top are fitted with thermoplastic, bellows-type gasket with magnetic core. Bottom seal is an adjustable, double-blade rubber sweep gasket. Door threshold is 16-gauge stainless steel. (Only on freezer or floored cooler.)

HARDWARE

Standard doors are mounted with heavy-duty, spring-loaded, cam-lift hinges. Each door has a lockable, heavy-duty latch and strike assembly, antimicrobial finish, an inside release handle and a hydraulic door closer.

THERMOMETER

Each door panel has a 2" dial thermometer with a temperature range of -40°F to 65°F (-40°C to 20°C)

LIGHTING

Each door panel is furnished with a vaporproof light fixture, Lexan globe, lighted toggle switch and stainless steel switch cover. (Bulb not included)

ANTI-CONDENSATE HEAT WIRES

The freezer door frame is fitted with a replaceable 115V aluminum braided heat wire.

PRESSURE-RELIEF VENT

A heated pressure-relief vent is furnished for freezer applications.

ELECTRICAL

All wiring for heat wire, pressure-relief vent, light and switch requires field connection to 115/1/60. Single point connection.

INSTALLATION INSTRUCTIONS

A complete set of instructions and an assembly drawing are included with each order to aid with installation.

FLOOR	Cooler	Freezer
Construction Details		
Tongue & Groove Rail:	Soft Rail	Soft Rail
Adjoining Style:	Cam-Action Locking Fasteners	Cam-Action Locking Fasteners
Insulation:	Class 1, CFC- and HFC-Free Polyurethane	Class 1, CFC- and HFC-Free Polyurethane
Insulation Density (lbs per ft³):	2.2	2.2
Insulation Type:	Foamed-In-Place	Foamed-In-Place
Gasket:	Foamed-In-Place	Foamed-In-Place
NSF Coving:	Yes	Yes
Panel Dimensions		
Standard Thickness (Inches):	4 ¼	4 ¼
Maximum Length (Inches):	139	139
Maximum Width (Inches):	46.5	46.5
Weight Load Capacities		
Standard (lbs per ft²):	800	800
Custom 'Super Floor' (lbs per ft²):	1500	1500
Additional Underlayment/ Overlayment:	Yes	Yes
Static vs. Live Load Capacities:	Contact Leer Inc.	Contact Leer Inc.
Panel Finishes		
Standard:	16-Gauge Stainless Steel	16-Gauge Stainless Steel
Custom:	Upon Request	Upon Request
Available Types		
With Floor:	Yes	Yes
Without Floor (Vinyl Screed):	Yes	Yes
Without Floor (Wood Screed):	No	No
Without Floor (Flat Bottom):	Yes	Yes
Without Floor (Z-Angle):	Yes	Yes



CEILING PANELS

CEILING	Cooler	Freezer
CONSTRUCTION DETAILS		
Tongue & Groove Rail:	Soft Rail	Soft Rail
Adjoining Style:	Cam-Action Locking Fasteners	Cam-Action Locking Fasteners
Insulation:	Class 1, CFC- and HFC-Free Polyurethane	Class 1, CFC- and HFC-Free Polyurethane
Insulation Density (lbs per ft³):	2.2	2.2
Insulation Type:	Foamed-In-Place	Foamed-In-Place
Gasket:	Foamed-In-Place	Foamed-In-Place
PANEL DIMENSIONS		
Standard Thickness (Inches):	4 ¼	4 ¼
Applications Below -10 ° F Thickness (Inches):	N/A	5
Maximum Length (Inches):	173 ½	173 ½
Maximum Width (Inches):	46.5	46.5
Outdoor Dimensions	Contact Leer Inc.	Contact Leer Inc.
WEIGHT LOAD CAPACITIES		
Capacities:	Contact Leer Inc.	Contact Leer Inc.
Structural Steel Support:	Upon Request	Upon Request
Ceiling Hanger Support:	Upon Request	Upon Request
PANEL FINISHES		
Standard:	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel 	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel
Stock:	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel 	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel
Custom (May Extend Lead Time):	Upon Request	Upon Request
AVAILABLE TYPES		
Cam Down:	Yes	Yes
Lag Down:	No	No

WALL & CORNER PANELS

WALL	Cooler	Freezer
Construction Details		
Tongue & Groove Rail:	Soft Rail	Soft Rail
Adjoining Style:	Cam-Action Locking Fasteners	Cam-Action Locking Fasteners
Insulation:	Class 1, CFC- and HFC-Free Polyurethane	Class 1, CFC- and HFC-Free Polyurethane
Insulation Density (lbs per ft³):	2.2	2.2
Insulation Type:	Foamed-In-Place	Foamed-In-Place
Gasket:	Foamed-In-Place	Foamed-In-Place
Maximum Cam Lock Distance (Inches):	23	23
Panel Dimensions		
Standard Thickness (Inches):	4 ¼	4 ¼
Applications Below -10°F Thickness (Inches):	N/A	5
Maximum Length (Inches):	165 ¼	165 ¼
Maximum Width (Inches):	46	46
Panel Finishes		
Standard:	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel 	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel
Stock:	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel 	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel
Custom (May Extend Lead Time):	Upon Request	Upon Request

CORNER	Cooler	Freezer
Construction Details		
Tongue & Groove Rail:	Soft Rail	Soft Rail
Adjoining Style:	Cam-Action Locking Fasteners	Cam-Action Locking Fasteners
Insulation:	Class 1, CFC- and HFC-Free Polyurethane	Class 1, CFC- and HFC-Free Polyurethane
Insulation Density (lbs per ft³):	2.2	2.2
Insulation Type:	Foamed-In-Place	Foamed-In-Place
Gasket:	Foamed-In-Place	Foamed-In-Place



SERVICE DOORS

SERVICE DOORS	Cooler	Freezer
CONSTRUCTION DETAILS		
In-Fitting Flush Mounted:	Yes	Yes
Overlap	Upon Request	Upon Request
Structural Frame Material:	Steel Frame	Steel Frame
Pre-Hung:	Yes	Yes
Insulation:	Class 1, CFC- and HFC-Free Polyurethane	Class 1, CFC- and HFC-Free Polyurethane
Insulation Density (lbs per ft³):	2.2	2.2
Insulation Type:	Foamed-In-Place	Foamed-In-Place
Gasket Material:	Vinyl (With Magnet)	Vinyl (With Magnet)
Gasket:	Foamed-In-Place	Foamed-In-Place
Heated:	Upon Request	Upon Request
PANEL DIMENSIONS		
Standard Thickness (Inches):	4 ¼	4 ¼
Applications Below -10 °F Thickness (Inches):	N/A	5
Standard Height (Inches):	78	78
Standard Width (Inches):	36	36
Custom Dimensions:	Upon Request	Upon Request
PANEL FINISHES		
Standard:	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel 	<ul style="list-style-type: none"> 26-Gauge, Acrylic Coated, Embossed, Galvanized Steel
Stock:	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel 	<ul style="list-style-type: none"> 26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel 18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum 24- or 26- Gauge, White, Smooth, Aluminum 22-Gauge, Natural, 304 or 316L, Stainless Steel
Custom (May Extend Lead Time):	Upon Request	Upon Request
AVAILABLE TYPES		
Service Doors:	Yes	Yes
Specialty Doors:	Upon Request	Upon Request
HARDWARE		
Door Closer:	Hydraulic, Chrome-Plated	Hydraulic, Chrome-Plated
Door Latch:	Key Lock, Brushed-Chrome	Key Lock, Brushed-Chrome
Safety Release:	Yes	Yes
Door Hinges:	Cam-Lift, Spring-Loaded Self-Closing, Brushed-Chrome	Cam-Lift, Spring-Loaded Self-Closing, Brushed-Chrome
Pressure Release Vent:	N/A	Yes
Sweep Gasket:	Double Blade, Rubber	Double Blade, Rubber
Digital Thermometer:	Upon Request	Upon Request
Dial Thermometer:	Yes	Yes
Light Switch:	Yes	Yes
Light Fixture (Bulb Not Included):	Vapor-Proof, Shatter-Proof Fixture	Vapor-Proof, Shatter-Proof Fixture

REFRIGERATION & ACCESSORIES

POPULAR ACCESSORIES AVAILABLE UPON REQUEST:

- LED Lights
- Fluorescent Lights
- Kick Plate
- Strip Curtain
- Vision Windows
- Shelving/Racking
- Trim/Closure Panel
- Door Drip Cap
- Corner Guard
- Locking Bar
- Bumper Rails
- Membrane Roof Cap
- Reinforced Floor
- Reinforced Wall Backing
- Internal Ramp
- External Ramp
- Alarm System Options

REFRIGERATION	Cooler	Freezer
Manufacturing Partner:	Heatcraft Worldwide Refrigeration	Heatcraft Worldwide Refrigeration
Drop-In:	Upon Request	Upon Request
Remote:	Upon Request	Upon Request



WALK-IN REPLACEMENT DOORS

REPLACEMENT DOOR		Cooler & Freezer	
CONSTRUCTION DETAILS			
Overlap:	Yes		
Structural Frame Material:	Wood Frame		
Frame Type:	Jamb or Face		
Pre-Hung:	Yes		
Insulation:	Class 1, CFC- and HFC-Free Polyurethane		
Insulation Density (lbs per ft³):	2.2		
Insulation Type:	Foamed-In-Place		
Gasket:	Vinyl (With Magnet)		
Heated:	Upon Request		
PANEL DIMENSIONS			
Standard Thickness (Inches):	4 ¼		
Standard Height (Inches):	78		
Standard Width (Inches):	36		
Custom Dimensions:	Upon Request		
PANEL FINISHES			
Standard:	<ul style="list-style-type: none">26-Gauge, Acrylic Coated, Embossed, Galvanized Steel		
Stock:	<ul style="list-style-type: none">26-Gauge, Black, White, Almond or Gray, Stucco-Embossed, Galvanized Steel18- or 20- Gauge, White or Natural, Stucco or Smooth, Aluminum24- or 26- Gauge, White, Smooth, Aluminum22-Gauge, Natural, 304 or 316L, Stainless Steel		
Custom (May Extend Lead Time):	Upon Request		
AVAILABLE TYPES			
Service Doors:	Yes		
Specialty Doors:	Upon Request		
HARDWARE			
Door Closer:	Hydraulic, Chrome-Plated		
Door Latch:	Key Lock, Brushed-Chrome		
Safety Release:	Yes		
Door Hinges:	Cam-Lift, Spring-Loaded Self-Closing, Brushed-Chrome		
Sweep Gasket:	Double Blade, Rubber		
Digital Thermometer:	Upon Request		
Dial Thermometer:	Upon Request		
Light Switch:	Upon Request		
Light Fixture (Bulb Not Included):	Upon Request		
Kick Plate:	Upon Request		
Vision Windows:	Upon Request		
Door Drip Cap:	Upon Request		

CERTIFICATIONS & WARRANTY

Department of
Energy: DOE
Compliant



Note: Both Walk-In
Panels and Walk-
In Doors are DOE
Compliant.

NSF International:
NSF Listed



Underwriters
Laboratories: UL
Classified - Panels



Note: Surface Burning
Characteristics of
Building Materials and
Fire Test of Interior Finish
Material Classified.

Underwriters
Laboratories: UL
Listed - Doors



Note: Commercial
Refrigerators and
Freezers Listed.

Underwriters
Laboratories of
Canada: ULC Listed
- Panels



Note: Surface Burning
Characteristics of
Building Materials and
Assemblies Listed.

Underwriters
Laboratories of
Canada: ULC Listed
- DoorS



Note: Refrigeration
Equipment Listed.

Factory Mutual: FM
Approved



Note: FM Approved units
must be requested.

International
Energy
Conservation
Code - Energy
Independence And
Security Act:
EISA Compliant



State Of Wisconsin
Department
Of Safety And
Professional
Services: State
Of Wisconsin
Approved



State Of Oregon
Building Codes
Division: State Of
Oregon Approved



City Of Houston
Building Inspection
Division: City Of
Houston Certified



City Of Chicago
Department Of
Buildings: City Of
Chicago Compliant



Note: Pressure Release
Valves for units being
shipped into the City
of Chicago must be
requested.

California Prop 65
Compliant



California Air
Resources Board:
CARB Compliant



Note: CARB Complaint
units must be
requested.

PANEL WARRANTY

10 YEARS

COMPRESSOR WARRANTY

REMOTE REFRIGERATION: 1 YEAR

DROP-IN REFRIGERATION: 2 YEARS

LABOR WARRANTY

30 DAYS

Extended Compressor and Labor Warranties Available



HOW TO BUY

We want to be your trusted partner in temperature-controlled storage solutions and make your buying process as smooth as possible.

A DEDICATED TEAM OF EMPLOYEE-OWNERS READY TO ASSIST YOU

If you have any questions regarding our products, we welcome you to contact us! We're with you every degree of the way and always ready and happy to assist! Feel free to call, email, or fill out our contact us form!

Visit Us:

leerinc.com

Call Us:

(800) 766-5337

Email Us:

sales@leerinc.com

Fill out the Contact Us Form:

leerinc.com/contact-us

MANUFACTURERS REP PARTNERSHIPS

Visit leerinc.com/how-to-buy/how-to-buy-walk-ins/ to locate a Leer Walk-In Representative near you!

LEER INC. QUICK QUOTE PROGRAM - SOFT RAIL WALK-INS

The purpose of developing this program is to provide you and your customers with immediate pricing information, enabling you to quickly proceed with your project budgeting. Leer Inc. offers 100+ Walk-In sizes available for immediate pricing. Walk-Ins ranging from 5'10" X 5'10" up to 11'7" X 13'6", with heights starting at 7'2" and a maximum of 8' 6-1/4". Configurations include Coolers and Freezer and with or without floors. Quick Quote is also available for our standard Remote Refrigeration options. Contact your Leer representative for pricing!

LEER PRODUCTS



REFRIGERATED REACH-IN STORAGE

For Restaurant, C-Store, and business owners alike looking to maximize their revenue generating space, Leer's Refrigerated Reach-In Storage units offer a versatile solution to their storage needs by offering customized weatherproof units that feature small footprints but large capacities.



ICE MERCHANDISERS

For ice manufacturers, retail store owners, and special sites alike, Leer is the industry leader in innovation, quality, lead-time and reliability across our lineup of customizable indoor, outdoor, international and specialty Ice Merchandisers.



REFRIGERATED TRANSPORTS & TRUCK BODIES

Leer's Transports & Truck Bodies utilize the same quality materials and construction as our Merchandisers, but are designed to fit your on-the-go needs be that on a trailer or in the bed of your truck. Temperatures can be optimized as a Cooler, Freezer, or for Ice.



ICE VENDING MACHINES

Where there's a need for ice isn't always convenient enough for a whole store. For remote locations, and services without 24/7 employees, Leer's Ice Vending Machines offer the most affordable, reliable and simplest solution to Ice Merchandising needs.

