

SUCCESS STORY

OPPORTUNITY

- **Business Unit:** Justrite
- **Channel partner:** Large national distributor
- **Industry:** Property Management
- **Customer type:** Real Estate Investment Firm

We solved a safety and compliance problem by leveraging our relationships. The key takeaway here is to look for opportunities to identify and upgrade outdated, unsafe equipment. That's how you turn a routine order into a long-term partnership and a win.

Keith Jennings



SITUATION

- Manual closing cabinets were inefficient and no longer compliant due to new standards
- Insufficient cabinets increased labor costs, potential for accidents, and lack of compliance with safety regulations

SOLUTION

- Self-closing cabinets offered improved safety and efficiency, Utili-Guard offered even greater value for the MRO segment in multifamily properties
- The benefits of self-closing cabinets in terms of safety, efficiency, and compliance were demonstrated to address customers concerns

WHY WE WON

- Using our expertise in safety regulations to keep customers compliant and up to industry standards
- The self-closing cabinets offered a clear improvement in terms of safety and efficiency
- Leveraging existing relationships and identifying opportunities to upgrade solutions

RESULT

- Conversion of 137 manual closing cabinets to self-closing cabinets
- Increased sales to our partner, potential for long-term partnership with the End User, and increased awareness of JSG's solutions in the multifamily MRO segment