

Supporting a Critical Safety Process

Eagle | Logistics | Package Leak Handling | Salvage
Drums / Lab Packs | \$250K–\$500K



IMPACT SNAPSHOT

Strengthening an Existing Standard for Package Leak Handling

- \$250K order for package leak handling drums
- Existing drum standard expanded by 5,000 additional units
- Supported a critical safety process across package handling operations
- Created a foundation for continued growth within the account

KEY QUESTIONS

- How are leaking or damaged packages handled today?
- Has package volume increased since your current standard was established?
- Are you considering additional SKUs to meet changing demand?
- Could expanding an existing standard better support your operation?

PROBLEM

Customer needed guidance on best solution for frequent package leaks

- Damaged and leaking packages require immediate containment
- Drums are critical to safely handling hazardous and non-hazardous package leaks
- Customer reviewed whether a second drum size was needed
- Solution needed to support growing operational demand while maintaining consistency

PLAN

Recommend the simplest solution for the application

- Review how the existing drum was being used
- Evaluate whether adding a second SKU would improve operations
- Provide a competitive quote aligned with customer requirements
- Focus on operational simplicity and long-term partnership

SOLUTION

Expand the standard to better meet customer needs

- Customer continued with its proven 1652 drum standard
- Increased annual purchases by approximately 5,000 units
- Avoided adding a second drum size to operations
- Supported safe, efficient package leak handling with a familiar solution

REPEAT

Look for opportunities to strengthen existing standards

- Review high-volume product usage with existing customers
- Ask how operational demand has changed over time
- Evaluate whether expanding an existing standard is better than adding another SKU
- Work with customers to simplify operations while supporting growth
- Gain trust by offering the best solution for the job