

Justrite Safety Group

One Conversation Opens the Facility

Safety event becomes a multi-category municipal win

Justrite | Government / Municipality | Chemical Storage & Spill Containment | Safety Cabinets, Utili-Guard+™, Spill Pallets | <$25K

IMPACT SNAPSHOT

- $24K closed-won opportunity
- 4 outdoor safety cabinets plus spill containment
- Multiple municipal facilities evaluated
- Additional storage and containment opportunities identified

KEY QUESTIONS

Where are flammables and aerosols stored today?

Are any cabinets rusted, modified, or nearing replacement?

Where are drums stored outdoors?

Have other municipal facilities been evaluated for the same risks?

1. PROBLEM

Aging storage equipment created multiple safety concerns

- Outdoor cabinets were faded, rusted, and in some cases altered.
- Flammables and aerosols needed improved indoor and outdoor storage.
- Outdoor 15-gallon drums required better secondary containment

2. PLAN

Turn one safety conversation into a broader facility assessment

- Engage the safety team through a local safety event
- Conduct STUD-E walkthroughs across multiple facilities
- Evaluate chemical storage and containment applications together
- Prioritize immediate replacement needs while identifying future opportunities

3. SOLUTION

Address several storage risks through coordinated solutions

- Outdoor safety cabinets replaced aging units
- Utili-Guard+™ identified for indoor flammable and aerosol storage
- Spill pallets addressed outdoor drums containing oils, coolants, and lubricants
- Multiple applications handled through one coordinated safety approach

4. REPEAT

Use events as the door opener, then walk the operation

- Engage safety personnel at distributor and safety events
- Convert the conversation into an onsite assessment
- Look beyond the main facility to maintenance areas, fleet operations, and outposts
- Evaluate storage and containment needs together

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