Handling "no-chime" drums  Date: 5/17/2007

Drums that aren't quite "standard"

TOUGH JOBS....

Your major coatings supplier for a specific formula costing as much as $3500 per gallon has sent you 12 drums that you've been waiting for, and has sent them at precisely the right time, to your delight. The guys in receiving deliver the pallets to the blending area and you're confident all is well. Then, the call comes. The blending foreman says she's "never seen anything like this". You're sure she means the product is bad and she assures you- it's not the product.... it's the DRUMS! You hustle down, take a look, and notice instantly that the supplier has changed drums to a container with no top handling ring. Nothing in your handling arsenal will pick this up. You phone the supplier, they remind you of the teleconference 3 weeks ago where everyone agreed and signed off on the container change and suddenly a pit develops in your stomach. How are you going to handle these drums after the dock? What's going to happen today, tomorrow, next week? Even though it's 30 degrees outside, you feel a sweat break out on your forehead.

DEMAND TOUGH EQUIPMENT!

Don't sweat it! At Liftomatic, we're used to scenarios like this. Let's face it- we can't remember every detail all the time. Calmly, you get the supplier to send you the specifications for the container. Once you've got them, you fire an e-mail to the engineering applications department at Liftomatic and before the end of the day you've got a customized solution. A quote is on your desk, waiting for your approval the next morning. In as little as 2 weeks, you've got a custom-made portable handling device that all of your staff in the blending department can agree on. No more pit in your stomach, no more worries about $3500 per gallon product and most important- no more sweats on a cold day in January! When you're in need of customized drum handling solutions, think Liftomatic. You might be surprised at what you find.