



International resources for your world

TIPS ON PICKING THE RIGHT IBC PARTS SUPPLIER

The Intermediate Bulk Container (IBC), a reusable, flexible or rigid cross between a drum and industrial bulk transport, has become more common since patented in the 1990s. Cube-shaped, the IBC became popular as it was easily stored and shipped, and used space more efficiently than other containers. Additionally, the [IBC's durability and easy handling make it a preferred form of global packaging](#).

The stackable rigid IBC comes in many sizes from the frequently used 275 and 330 US gallon IBC up to 793-gallon IBC. The rigid IBC is made of metal, plastic or a composite and most have a built-in valve through which the contents can be poured. The flexible IBC can also be made of fiberboard, wood, aluminum, and folding plastic. Composite IBCs use plastic liners that are versatile and economical.

Keeping an IBC in good working condition will ensure a long-life expectancy. So, it is vital that all of the replacement parts and fittings will meet the highest standards over the life of your IBC. Here are some tips on making the selections that will stay with you over the life of your IBC.

TIP ONE: LOOK FOR QUALITY AND DURABILITY

IBCs are durable and reliable so you want IBC parts and fittings that meet these standards. In addition, using the correct drum and IBC closures and accessories is critical as the area is strictly regulated. [Organizations of manufacturers](#) of reconditioned and new steel, plastic and fiber drums as well as

intermediate bulk containers work hard on their members' compliance. Manufacturers of new industrial packaging and their North American suppliers do the same while emphasizing the importance of safety and reliability.

TIP TWO: FIND A SUPPLIER WITH INDUSTRY FAMILIARITY

IBCs typically contain a vast array of items from paints, chemicals, and petrochemicals to food, pharmaceuticals, healthcare products, and commodities. Given this wide variety, find a supplier that can continually meet your needs with tested materials that satisfy your industry standards. You want a supplier committed to the highest standards of both quality compliance and product safety. You should evaluate their products to see for yourself.

In addition to the price at which your products can be produced, other critical factors are quality; reliability; value; service; and communication. See what similar products are being made for your industry.



TIP THREE: GET A GLOBAL SUPPLIER

When you look towards [global suppliers](#), you open a wide range of possibilities. A first-class American global supplier likely will have long-standing relationships with numerous foreign manufacturers throughout the world. You have the ease of working with a domestic company with the benefits of working with many foreign countries and companies.

The right global supplier works with manufacturers which have already made investments in the areas you need. They will have lean manufacturing systems, many of which have technological advancements, safety protocols and expertise in the needed product areas.

They should offer a wide range of products which are diversely sourced from manufacturers throughout the world. They will have contacts where your IBC parts and fittings are commonly made, at a better price and more cost-effectively made in many instances than domestically sourced products.

Many times, the special knowledge, technology or equipment needed for certain products is beyond your abilities. And the costs for developing this expertise can be prohibitive. But the right global supplier will know exactly where to go.

Using a global supplier also allows you to take advantage of business cycles. You can order according to your schedule and ask the supplier to manufacture according to your schedule.

With the right supplier, you provide your product needs; target price and timetable and the supplier match your needs with the right source. The right supplier will get you a product which is better, safer, faster and more economical that you could get elsewhere. And they will pass those benefits on to you.

You may also consider the advantages of other services many global suppliers offer. Many will [offer just-in-time inventory](#) and offer the benefits of stocking products domestically.



TIP FOUR: ENSURE IT IS A LASTING SUPPLIER RELATIONSHIP

Once you have found a potential global supplier for your IBC parts and fittings, it is critical to ensure that this is the right partner for you. You are looking for a long-term relationship with a reliable global supplier. Your best value will be in the strength of this relationship, not just in the supplier that offers the lowest priced products. Comparing prices is just part of the equation.

Look for a global supplier who has a long track record in the business. Ensure they have long term relationships with global manufacturers and a depth of logistics expertise. Make sure they can master the recent changes in American tariff regulations and related issues with ease. Ensure that your satisfaction will be their top priority.

See what they know about your IBCs and your industry. What other key experience relates to your needs? Will they offer suggestions and alternatives to save you money? Throughout the process, ensure that this is the supplier who will streamline your purchase and delivery experience with consistent and reliable service.

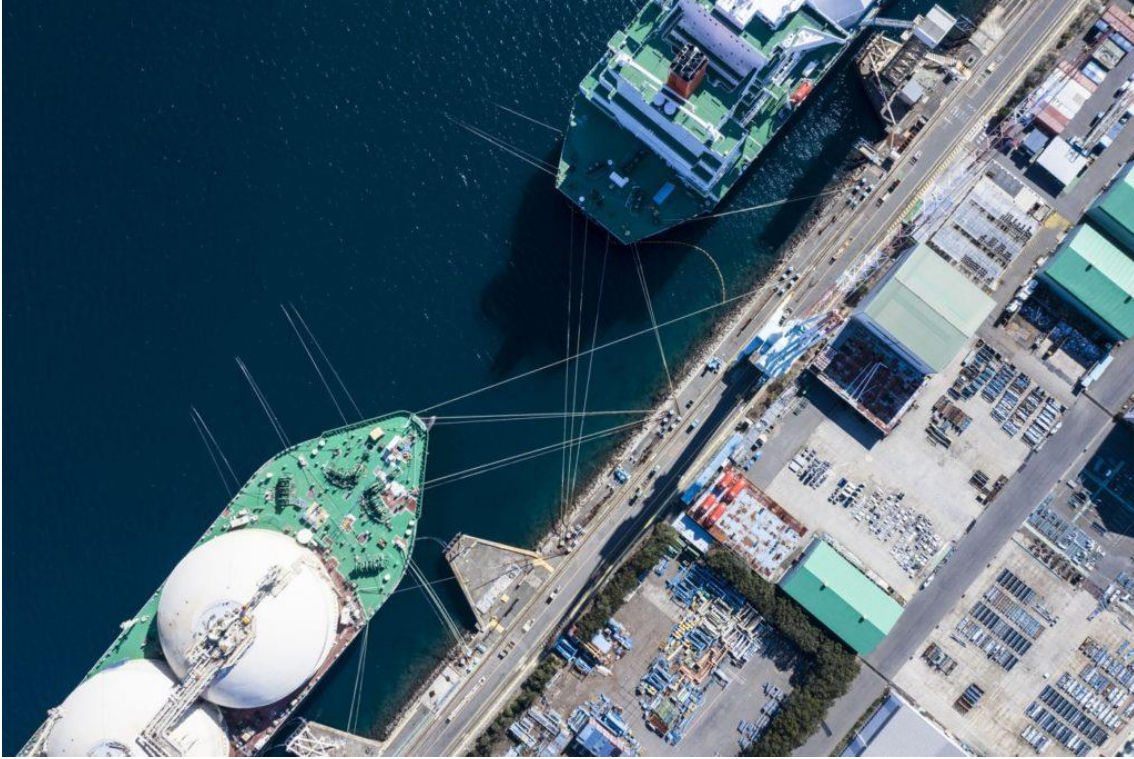
Evaluate the range of their manufacturing contacts. Ideally, you want a global supplier that works with a network of manufacturers and who has worked with a variety of industries.

Many companies find it is best to work with one global supplier with many manufacturing contacts. You will be a more important client and the global supplier will be more familiar with your needs. This also may lead to more effect deals on the products you source.

You also need to determine if the global supplier works with [ISO certified](#) manufacturers. Also ask whether they work with manufacturers with a broad range of abilities including the best manufacturing expertise in casting, machining, stamping, fabricating, plating, anodizing and injection molding.

You are looking for a global supplier that can grow with you. The global reach of their manufacturing contacts is important. They should have contacts in China, Taiwan, India and elsewhere to see where your needs can be met now and in the future.

This is a critical relationship of trust. It is vital to find a global supplier that will listen to your manufacturing needs and product specifications. Whether you send them a drawing, a specification or the actual part you need, you should be convinced that they will be the right partner to convey your specifications to the right manufacturer for your unique needs. And they should stay with you every step of the way until the product is successfully delivered.



TIP FIVE: WORK WITH THE RIGHT MANUFACTURERS

You want manufacturers that can continually meet your IBC market needs with tested materials that satisfy IBC industry standards. You want a manufacturer committed to the highest standards of both quality compliance and product safety. You should evaluate their products to see for yourself.

In addition to the price at which your products can be produced, other critical factors are quality; reliability; value; service; and communication. See what other contacts the manufacturers have with your industry and what similar products are being made.

Evaluating the ownership, the company's production capabilities and the breadth of the operation is also critical. Looking at the strength of their technology and equipment is also important. Do they have the tooling, engineering, equipment and capacity to get your job done?

Developing a checklist of your needs is very useful at this stage. You must define your need and minimum supply requirements. Outline the critical lead times as well as the quantity and order requirements. What is the method of delivery and storage goals? How will quality determinations be made? What are the payment terms? What references can they offer?

You seek a long-term partner with an ability to grow with you. It is significant that you feel that you have come to the right place to fulfill this goal.

What our customers say:

“Since 2006, we have been purchasing quality parts from Con-Tech International. What started out as the purchase of a single item has since grown into a vendor that warehouses and supplies more than 50 separate items for us, and that number is sure to increase. Con Tech is not just a vendor, but has become an integral component of our supply chain and manufacturing process.”

K. Spahn

Lapeyre Stair Co. Inc.

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