

QUALITY ENVIRONMENTAL CONTAINERS CHOOSES HONEYWELL BURDICK & JACKSON SOLVENTS TO FACILITATE ENVIRONMENTAL TESTING AND ANALYSIS



Case Study

When Quality Environmental Containers (QEC), a leading West Virginia-based supplier of sampling containers to environmental labs around the world, required a source of high-quality methanol two decades ago, it chose Burdick & Jackson™. Today, Honeywell Burdick & Jackson methanol and solvents enable QEC customers to perform tests and analyses confidently and in compliance with a variety of EPA methods.

BACKGROUND

For thirty years, QEC vials, plasticware, glass containers and solvents have been tools of the trade for environmental scientists who collect and test air, water and soil samples for commercial and government laboratories. For them, the reliability, accuracy and accountability of their collection process is paramount. Without the right collection equipment, there is a serious risk of contamination that could compromise their test results and force them to start all over again.

Accordingly, QEC has always sourced the highest quality materials and components for its containers, from borosilicate glass and ultra-high-density HDPE plastics to pre-leached low-bleed septa and leak-proof closures. Alongside its containers, QEC also supplies methanol and solvents in single use vials, 5035 analysis kits and other formats to allow



its customers to perform tests and analyses confidently and in compliance with a variety of EPA methods.

"We've always taken great care in selecting the specialty chemicals we use, with quality being the main criteria," explains Michael McCune, vice president of sales and marketing at QEC. "While there's no shortage of suppliers to choose from, when you take quality into account, the field narrows considerably."

So, when a methanol vendor began to experience issues with batch consistency and production reliability approximately twenty years ago, QEC began a search for a new supplier.

Honeywell



SOLUTION

Following a recommendation from a lab customer, QEC undertook a detailed review of Burdick & Jackson methanol. The solution met QEC's requirements for purity, quality, batch consistency and labelling. Furthermore, Burdick & Jackson offered competitive pricing based on a long-term forecast of requirements.

QEC's subsequent selection of Burdick & Jackson methanol led to a decades-long relationship with Honeywell, which today additionally supplies solvents such as Purge & Trap-grade Methanol for volatile organic compound analysis; Hydranal for determining the water content of samples; and Aceto, a reagent for liquid chromatography and cleaning.



Assurance of supply – a key QEC requirement – is provided via a dedicated Burdick & Jackson stocking point in Houston, Texas and back-up manufacturing capacity at Honeywell's specialty chemical plant in Seelze, Germany.

Burdick & Jackson's multiple packaging sizes provide the option of larger 4L bottles or steel returnable containers, which are more economical, environmentally friendly and easier to handle for customers who use solvent in high quantities.

RESULTS

"We've exclusively used Burdick & Jackson methanol for the past twenty years and have found it to be reliable in delivering consistent, worry-free test results to our customers,"

- SAYS MCCUNE

QEC also finds operational efficiency in Honeywell's modern, self-service web portal. McCune explains: "We take full advantage of the portal for ordering, checking product availability, paying invoices, and more. And Honeywell's discount incentives for using the portal are a nice bonus."

If QEC personnel can't get the support they require online, they can contact dedicated Honeywell technical specialists for assistance.

McCune concludes: "Honeywell Burdick & Jackson's quality and uninterrupted product supply allows us to fulfil chemical orders with confidence and position ourselves as a long-term, reliable partner to environmental labs around the world."

For More Information visit

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