



ContainerEssentials

COMMERCIAL CONTAINERS BUYER'S GUIDE



COMMERCIAL CONTAINERS MADE EASY

Five Things to Consider When Selecting Commercial Containers

*Whether you know them as containers, totes, tubs, plastic gaylords, pallet containers, carts, hampers, dumpsters, front loaders, rear loaders, or even Meese boxes or Meese carts —**plastic commercial containers are available in a myriad of styles and sizes.***

Manufactured using different types of resin and molding methods to provide varying features and benefits, plastic reusable commercial containers often look similar, but **choosing the one that best meets your needs** will:

- Provide years of service
- Make life easier for your operations staff
- Please your customers

When you're ready to consider plastic commercial containers, **before you talk with potential suppliers, ask yourself these questions:**

Material

- What's the material to be collected?
- What will the load weights and volumes be?

Operations

- How will the containers be moved and dumped? How often?
- Critical or preferred dimensions?
- How many containers are needed?
- Do they need to stack for transportation or storage?
- Is storage-space an issue? Will they be stored inside or outside?

Appearance

- Which labels and colors would enhance your corporate identity? Aid operations?

Long Life vs. Low Cost

- How does cost to own compare with cost to purchase?

Warranty

- What are the terms of the manufacturer's warranty?

The Most Popular Commercial/Industrial Container Styles

Commercial containers can be mobile or stationary, nestable or stackable, rotatable, collapsible, customizable, front load, rear load, or configured for document security. They can be large, small, and everything in between. Here's a rundown of the most popular types of plastic reusable containers.

Fixed Wall Nestable Containers

This is the most common plastic container for paper and food waste recycling.

- Available with pallet-sized footprints in many different heights.
- 2-way or 4-way forklift entry.
- Can include rotator bases to dump with a rotating forklift.
- Weight capacity of 750 to 2000 pounds.
- Volume capacity of 25 to 50+ cubic feet.
- Requires lid to stack safely when loaded.
- Nests when empty.
- Options include casters, custom labels, and lids.
- **Examples:** Gorilla, Workhorse II, Workhorse, Monster



Fixed Wall Stackable Containers

Extremely durable and suitable for metal, food waste, paper, and agriculture.

- Pallet-sized footprint.
- 4-way forklift entry designed to be lifted and dumped with rotating forklift.
- Weight and volume capacities are typically 1500 pounds and 190 gallons.
- Stacks up to 10 bins high without lid.
- Customizable—can be extended or shortened to meet customer requirements.
- Options include custom labels, drop doors, removable doors, casters, and lids.
- **Examples:** MACX, MACX XT, MACX XL



The Most Popular Commercial/Industrial Container Styles (cont'd)

Collapsible or Detachable Wall Containers

Extremely space efficient for empty storage or transportation.

- Weight capacity of 1500 to 4000 pounds.
- Usually will stack without lids.
- Limited color options.
- Best suited to applications with minimal outward wall pressure.
- Moving parts subject to wear and breakage.
- Detachable walls can get lost.
- Options include plastic or wire.
- **Example:** Cobra Collapsible



Mobile Bulk Containers

Industry standard where mobile containers are needed.

- Cart style – usually have 6 or 4 casters.
- Plastic construction.
- Capacities of 750 to 1,500 pounds, and approximately 21 cubic feet.
- Nests or stacks when empty depending on model.
- Some models stack when loaded.
- Options include forklift bases, custom labels, special colors, and special casters.
- **Examples:** Grizzly Carts, Mobile MACX Carts, Super SafeRight



Plastic Front or Rear Load Containers

Used for commercial recycling and waste collection.

- Available in sizes from 2 to 8 cubic yards.
- Great for corrosive waste, push-out stops, and mixed recyclables.
- Dramatically reduced maintenance required vs. metal containers.
- Options include casters, custom labels, and custom colors.
- **Examples:** DuraLast Plastic Front Loaders



Technical Features Matter

As with most products, when evaluating containers, it's good to know something about what's beneath the surface.

Molding Methods

Roto or Rotational Molding

- The most common molding method for large commercial containers.
- Provides strong combination of value and durability.
- **Examples:** Gorilla, Workhorse II, Workhorse, Monster, Grizzly

Injection Molding

- Used for stackable fixed wall or collapsible containers.
- Allows for integrated structural reinforcements.
- **Examples:** MACX, Cobra Collapsible, two-wheeled carts, deskside containers

Blow Molding

- Usually used for smaller, high volume products.
- **Examples:** some two-wheeled carts, consumer products

Resin Types

Reprocessed Resin (Post-Industrial Recycled Resin)

- Processing is critical and challenging.
- Colors other than black can be inconsistent and may show imperfections.
- Can't be welded or easily repaired.

Virgin Linear Resin

- More durable than reprocessed resin.
- Colors are consistent and smooth.
- Can be welded and repaired.

Virgin Cross-Linked Resin

- Much more durable than linear resin—lasts about 10 times longer.
- Not generally recyclable.
- Difficult to repair.

Components

Components vary and will affect product cost and life.

- Steel or alloy components are slightly more expensive but provide the longest product life.
- Polyurethane casters are more expensive, but are quieter than hard rubber.

Five Ways to Maximize Your ROI

These simple steps will help you get the most from your containers.

Use Them as They Were Designed to Be Used

- Keep load weights within the container's specified limits. Exceeding weight limits leads to premature wear and breakage.
- Stack loaded containers using lids unless they're designed for unlidded stacking.
- Stacking loaded bins on unlidded containers puts extra stress on rims and side walls: this is dangerous. Because the stacks are unstable, they can tumble and injure workers.

Use a Tipper

- Avoid knocking loaded containers onto their sides. It's guaranteed to damage to the container, and shorten its life.
- Service tipping equipment. Replace worn-out or missing rubber clamp liners, and keep clamp pressure as low as you need to handle the loaded container.

Coach Forklift Operators

- Forklift damage is a primary cause of container damage. Require operators to align forks with channels.
- Let forklift operators know that every container that must be removed from service is \$200+ lost.

Repair

- If repairs are made promptly, cracks are stopped before they expand.
- Forklift punctures can often be patched.

Be Open to New Products and Ideas

- Change can be a challenge and operational consistency is important, but advances in design and material may help you cut costs and improve productivity.
- Ask your supplier to keep you posted on new options for your business, and put them into play after evaluating cost vs. benefit.

Six Questions to Ask When Choosing a Container Supplier

Container features and benefits are half the battle. The other half is choosing your container supplier. Here are the key questions to ask:

Does the supplier offer a broad multi-manufacturer product lineup?

No single manufacturer has a solution for every problem or situation.

Are you offered new products and services?

Does the supplier keep you abreast of changes and technological advances in container products? Does it add new products and services to its lineup when appropriate? Henry Ford famously said, "If you always do what you've always done, you'll always get what you've always got."

What about customization?

Customization can be the key to solving a problem or winning a new contract.

Does the supplier offer a low-price guarantee?

Competitive prices are a given. Will the supplier also recognize your total purchases across multiple product lines and locations?

Do they offer financing?

Everyone understands how critical it is to preserve working capital.

Is there a commitment to serving commercial/industrial users?

What's the supplier's focus? Are references available?

Now you're armed and ready to start talking with commercial container suppliers.

If you have any questions during the process, feel free to reach out to me directly.

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