



KEEP THE FAITH

MANUFACTURING • RECENT MANAGEMENT CHANGES HAVE NOT ALERTED SKOLNIK INDUSTRIES' COMMITMENT TO PRODUCING HIGH QUALITY STEEL DRUMS

THE PAST FEW months have seen a number of key management changes at Chicago-based steel drum manufacturer Skolnik Industries, with erstwhile president and CEO Howard Skolnik becoming board chairman and Dean Ricker moving to the post of president. At the same time, Jon Stein, a former business unit manager at Van Leer who most recently served as vice-president of sales and marketing at reconditioning giant Industrial Container Services, has now joined the company as its new sales manager.

However, despite this shuffling of the pack, Skolnik's commitment to production quality, unit integrity and customer service remains undented. "Skolnik Industries has always positioned itself as the industry leader

in design and innovation," Ricker says. "To sustain this position, we employ an on-site staff of engineers that work hand-in-hand with our customers, taking conceptual ideas or complicated material requirements and modelling a functional drum design while ensuring requirements are met for UN recommended performance regulations."

OPEN LINES

"A priority for Skolnik Industries is to keep our reputation beyond reproach by keeping open lines of communication with top management when needed and a staffed customer service department that treats every customer as if they were our only customer," he continues. "Skolnik Industries is also known by our customers for being very responsive to sales inquiries, with an experienced and engaged sales staff that provides a quick and knowledgeable response."

Often described as a 'boutique manufacturer', Skolnik serves a diverse

range of customers and industries, including "packaging distributors, military suppliers, energy contractors, chemical manufacturers and winemakers", with a broad array of standard and bespoke carbon and stainless steel designs that range from seamless and crevice-free drums to 7A Type A units for the handling of radioactive materials. This, Ricker says, seems unlikely to change significantly for the foreseeable future.

"Steel drums remain as a strong competitive option in the industrial packaging arena. Steel drums and pails are easy to fill and handle and also offer superior resistance to impact or puncture. Their functionality, combined with their recyclability, make them a workhorse of the dangerous goods community," he continues, noting that the company will happily refer any customers in need of drum collection or reconditioning services to an appropriate member of the US Reusable Industrial Packaging Association (RIPA).

TRADE TARIFFS

On the whole, Ricker notes, "the market for steel drums has remained steady" of late, aided by "strong economic activity" in the US and abroad. However, there does appear to be one possible cloud forming in the shape of US trade tariffs. "While the ultimate impact of the tariffs remains unseen, we are continuing to see record price increases by the industry and negative impacts to the global supply chain," he reports.

"The uncertainty of the impact of the tariffs has caused fear within our customers, supply chain issues in global markets and record price increases in raw material costs domestically," he says. "The tariffs have also created a degree of uncertainty in the market, with some companies delaying expansion plans while awaiting a resolution."

Nevertheless, Ricker remains upbeat about the future. "Skolnik Industries sees a continued demand for specialised packaging, with drums manufactured in carbon and stainless steel," he states. "Over the next five years, we see a growing potential for dangerous goods applications of such specialised drums, with features that will support reusability while continuing to ensure safety." **HCB**
www.skolnik.com



SKOLNIK INDUSTRIES PRIDES ITSELF ON ITS ABILITY TO DELIVER HIGH-QUALITY, BESPOKE DRUM DESIGNS