



CASE STUDY

Martin Energy Services Saves Costs and Improves Turns with Circular Solutions & Technology

Martin Energy Services utilized Hoover CS to analyze its fleet's performance. Over the course of twelve months, Hoover CS's team of experienced packaging, logistics, and operational leaders uncovered many opportunities to reduce risk, optimize their environmental footprint, and eliminate unnecessary costs.

REOCCURRING CHALLENGES

At the time, MES had over 5,000 Intermediate Bulk Containers (IBCs) and tanks in a single region, which posed many challenges in managing, tracking, and maintaining their fleet.

- Tanks being out of certification
- Compliance and quality concerns resulting in tank rejections
- Underutilized tanks
- Lost tanks

To overcome these disruptions, Hoover CS performed an in-depth [fleet analysis](#), giving a strong baseline while jointly building a vision for future operations.

IMPLEMENTING STRATEGIC INITIATIVES

With a clear strategy in place, Hoover CS provided the necessary on-site personnel to implement our findings and partnered with the MES team to:

Standardize the Fleet

- Barcode all IBCs
- Achieve 100% UN Certification Compliance

Establish Fleet Quality Standards

- Remove all unusable totes
- Establish IBC quality standards and metrics to eliminate customer rejections

Increase Turns of Fleet

- Establish workspace, expertise, and parts on-site
- Identify bottlenecks and instances of no movement
- Establish time-based requirements

After completing the above, a dedicated Hoover CS technician remained on-site to process incoming IBCs and perform inspection and maintenance as part of daily operations, lifting the burden from MES personnel.

[Martin Energy Services](#) (MES) is a provider of quality fuels, lubricants and potable water supply, and operates a highly diverse network of facilities across the United States Gulf Coast region.



They provide 24/7 customer support at all 12 of their facilities - 365 days a year - for commercial and industrial product deliveries, and pride themselves in delivering on their customer's requirements in the most timely, cost-effective, safe, and environmentally friendly manner possible.

MES also provides full-service logistical support along the U.S. Gulf of Mexico, equipping their customers with operational support, such as access to cranes and loading docks for vessels, long-term parking for offshore workers, drilling mud blending plants, warehouses, fuel depots and office space with living quarters.



STRONG RESULTS DRIVEN BY STRATEGY

Within a few months, Martin Energy Services began feeling the impact of our work, and after the first year, our partnership delivered significant results.

100%
**CERTIFICATION
COMPLIANCE**

70%
**TRUCKING COST
REDUCTION**

40%
**FLEET SIZE
REDUCTION**

The positive effects of right-sizing their fleet, tracking tank locations with [FleetAI](#), streamlining certifications and wash frequency at Hoover CS [Service Centers](#), as well as tapping into our transportation and logistics offerings, allowed Martin Energy Services to save in packaging costs.

OPPORTUNITIES UNCOVERED

Although MES was already participating in Hoover CS's [rentable](#), reusable and returnable IBC program, they saw immense value in our full suite of circular solutions.

By taking advantage of our managed services - including [tank services](#), fleet management technology, transportation & logistics - Martin Energy Services was able to reduce friction with their customers by delivering clean, certified, and compliant tanks that are easily tracked and maintained by their partner of choice—Hoover CS.

“ Hoover CS truly presented the best turnkey operation for our needs, as they relate to inventory, repair, tracking, cleaning, and delivery. Our partnership has improved MES' internal processes and has proven to be instrumental in helping our customers streamline billing, location of tanks, and logistics. We highly recommend Hoover CS and look forward to growing our partnership.” ”

Brad Justice | Vice President, Strategic Business Management, Martin Energy Services

Hoover CS is paving the way for companies across the chemical, refining and general industrial-end markets to move away from single-use containers. Through our large rental fleet of reusable liquid and dry IBCs and ISO tanks, combined with integrity management and fleet management services, our sustainable packaging solutions facilitate circularity across the supply chain, yielding an optimized environmental footprint through reduced plastic, water conservation, and lower greenhouse gas emissions. Learn more at hooversolutions.com.

HOVER CS
HOVER CIRCULAR SOLUTIONS