



# PrimusLabs' Shipping Discounts Take On Local Laboratories

## Shipping vs. Local Labs

Count on 30+ years of service to the food safety industry, attention to detail, customer care, and quality of service.

In this case study we explore how PrimusLabs discounted shipping labels saves our customers time and money. We want to ensure that you have all of the right tools to send and collect samples while you remain in compliance. That's why PrimusLabs provides discounted shipping labels and even sampling supplies at no cost to its customers. Once the samples are prepared to ship, you may simply send them via our discounted shipping labels. It's as simple as print, pack and ship!



### Shipping

We provide shipping labels at a discounted rate to any of our laboratory locations throughout North America. Contact our sales team to learn about customized shipping discounts.

### Supplies

Supplies are offered at no charge when testing with PrimusLabs. Supplies include: water bottles, swabs, sponges, insulated coolers, blue ice and more! Easy as sending a request to [supplyrequest@primuslabs.com](mailto:supplyrequest@primuslabs.com).

### Accessibility

Our laboratories are open 24 hours a day, seven days a week, and 365 days a year to provide customers with perishable products answers when they need them.



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**FIND A LAB NEAR YOU:**  
Santa Maria, CA · Salinas, CA  
Yuma, AZ · Lakeland, FL

[www.primuslabs.com](http://www.primuslabs.com)



## The Challenge

High quality lab testing without high costs.

ACME Produce\* is a mid-sized food company that began as a single operation in 1970, but grew to offer local, fresh offerings from 8 facilities across North America. With multiple growing and packing operations across six U.S. states, including processing throughout the U.S. and Mexico, they developed a large environmental monitoring program to monitor and track the movement of pathogens and minimize their risk. For years, ACME Produce has worked with laboratories near each of their locations.

However, ACME Produce was unhappy with the level of service they were receiving and the lack of innovative test offerings. When they examined overnight shipping costs to send to possible other laboratories, they found the costs to be prohibitive, adding hundreds of dollars to an already narrow food-safety budget. On top of that, their local lab was generally providing a result in 48 hours and waiting an additional day was going to be a burden to their program.

*\*ACME Produce is a fictitious name used to protect the anonymity of our client.\**

## The Solution

Utilizing customized discounted shipping rates.

ACME Produce took advantage of PrimusLabs' discounted shipping rates with FedEx, and provided the company with their appropriate shipping labels.

By utilizing PrimusLabs' mailing discount with major couriers, our clients ended up saving significant costs. This affords our clients the opportunity to utilize PrimusLabs' state-of-the-art laboratory locations across North America. By utilizing PrimusLabs' mailing discount with major couriers, our clients received their test results within their 48 hour timeframe, and ended up saving significant costs.

## The Results

Exceptional services and cost reduction.

PrimusLabs worked directly with the customer to evaluate the best shipping options for each of their facilities in North America, saving hundreds of dollars in shipping costs monthly.

The ACME Produce was paying their local laboratories for courier services or paying their staff to deliver these samples directly to the laboratory. Working with PrimusLabs saved this client substantially in overall costs and productivity.



**"When Food Safety Counts"**

**CONTACT US TODAY** to get your discounted label and your starter set of sampling supplies!