

# Essential Market Case Study

## Hand Sanitizer Processing

### Essential Market

With the spread of COVID-19, people across the globe continue to purchase record amounts of cleaning products, including soap and [hand sanitizers](#).

SANDPIPER manufactures a full line of [FDA compliant](#) air-operated double diaphragm (AODD) pumps and is a longtime pumping solutions provider for a major hand sanitizer manufacturer.

### Supporting Existing Manufacturers

When the manufacturer recognized the severity of the COVID-19 epidemic in December 2019, its “demand surge preparedness team” quickly shifted to only producing alcohol-based hand sanitizers and spray cleaner products—24 hours-a-day, seven days-a-week.

The manufacturer uses nearly 30 [SANDPIPER Pumps](#) to maximize production under FDA sanitary processing requirements, creating as much product as facilities can sustain at this critical time.

### Supporting New Entrants

With high demand for protective gear and sanitation products, many businesses in the cosmetic, alcoholic beverage, and cannabis industries have stepped up to assist in production.

Understanding the need for [pump expertise](#), Warren Rupp and SANDPIPER Pump technical and sales teams are continuing to assist non-traditional businesses as they reposition existing pumps to produce hand sanitizer to fight COVID-19.

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