



CARBOLINE

Coatings, Linings & Fireproofing · Carboline + Dudick · 750+ Employees

19 EPDs. 79 days. \$13M+ secured.

THE INDUSTRY PROBLEM

When EPDs become a bid prerequisite, manufacturers don't get a year to deliver them. The industry baseline for EPD turnaround sits at 365 to 550+ days using DIY LCA software or traditional consulting. For an existing \$8M account threatening to leave, or a \$5M Bechtel RFQ with a hard EPD spec deadline, that timeline is a loss notice. Carboline had previously taken 14 months to deliver an EPD. Dudick's prior EPDs took 378 days each.

WHAT CARBOLINE + DUDICK DID

Two parallel sprints across the corporate family. Carboline delivered 17 third-party verified EPDs in 79 days — an 83% reduction from their 14-month baseline — to secure an \$8M recurring account at risk of competitor displacement. Dudick (Carboline business unit) delivered 13 verified EPDs in 72 days to qualify for a \$5M Bechtel RFQ that mandated EPDs in the spec. Carboline also set a category benchmark: 2 EPDs verified and delivered in 39 days to secure a \$500K contract — believed to be the fastest verified EPD delivery in the industry.

RESULTS

\$13M+ in revenue secured across retention (\$8M Carboline) and new acquisition (\$5M Dudick Bechtel win + \$500K Carboline contract). 30+ EPDs delivered across the corporate family, all third-party verified to ISO PCR with 90% primary data.

Industry average per EPD: 365-550+ days. Parq across this engagement: 39-79 days for verified batch delivery.

\$8M

account retained ·
Carboline

At-risk due to missing EPDs

\$5M

Bechtel RFQ won ·
Dudick

EPDs mandated in
specification

79 days

for 17 EPDs · Carboline

From 14-month baseline —
83% faster

Measured

72 days

for 13 EPDs · Dudick

From 378-day-per-EPD
baseline

Measured

39 days

for 2 EPDs · Carboline

Believed fastest verified EPD
delivery in industry

Category benchmark

90%

primary data ratio

Per ISO PCR — high verifier
confidence

WHY IT MATTERS

- Two business units, two different challenges — retention and new-bid acquisition — both solved by speed
- EPD turnaround compressed by 83% versus prior 14-month baseline
- Industry-leading 39-day delivery on a 2-EPD sprint to secure a \$500K contract
- All EPDs third-party verified to ISO PCR with 90% primary data — held to verifier scrutiny without shortcuts

When EPDs are the bid requirement, speed isn't optional.

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