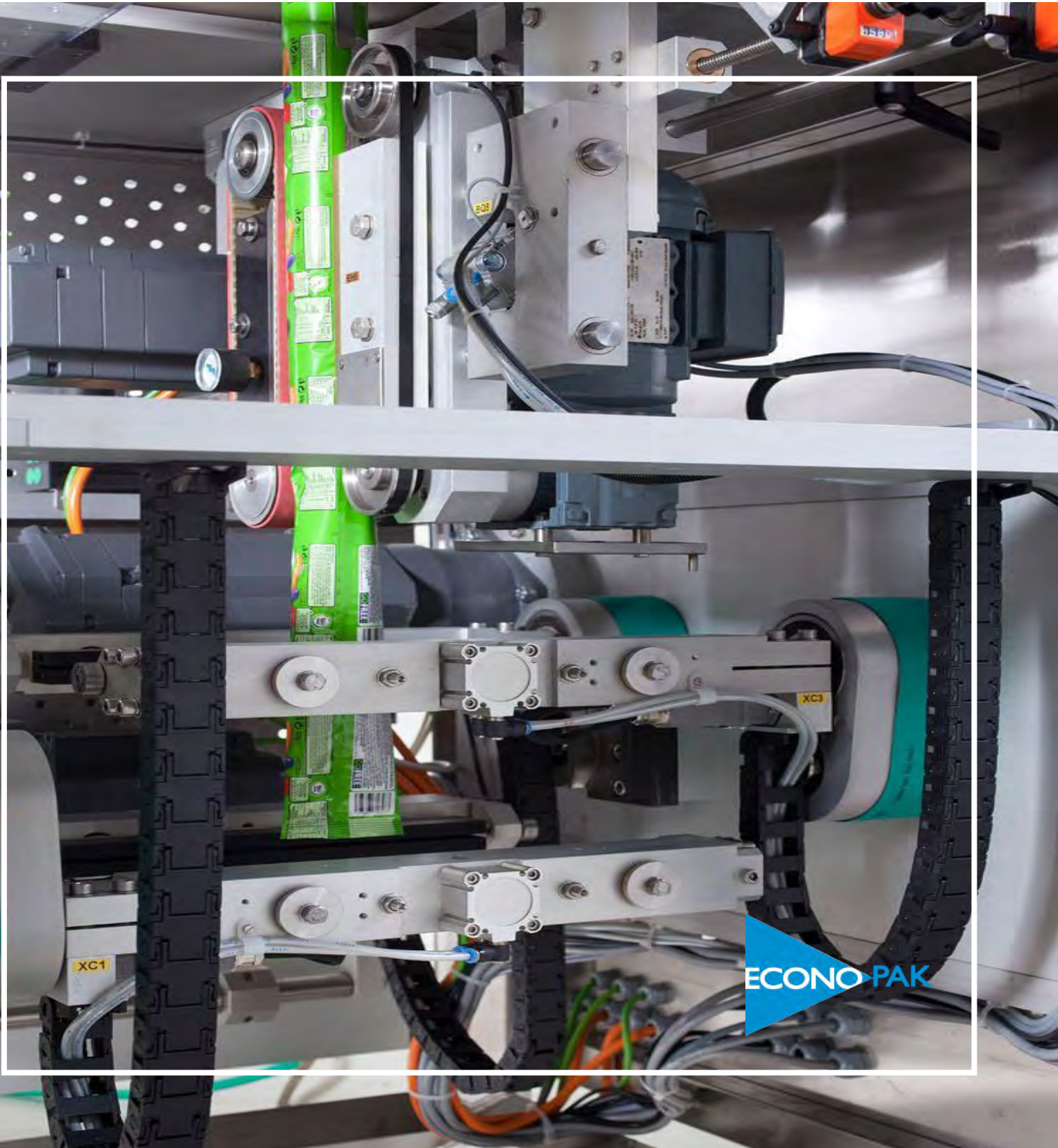


CASE STUDY

# Econo-Pak



# Business Background



Econo-Pak is a contract food packager located in Milford, PA. For 35+ years, the company has served a variety of industries and clients ranging from small independent firms to Fortune 500 companies. With over 600 employees, and 200+ different packaging machines in inventory, Econo-Pak is capable of fast startups and quick turnarounds on contract packaging solutions to meet almost any need, regardless of size or scope. Its focus on continued advancement through high-level quality systems, modernized new equipment, and production efficiency models has led to continued growth and success for three generations of this family-owned company.

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# The Challenge

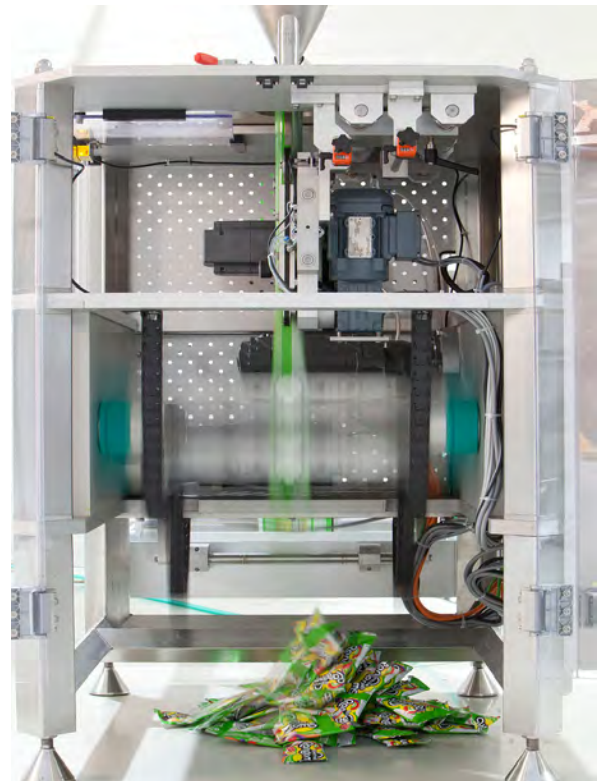
As a large and fast-growing operation, Econo-Pak is particularly concerned about equipment uptime and high throughput on every single machine. Therefore, when choosing new packaging equipment, the quality of the machine is very important to this co-packer. PJ Wiebel, CEO of Econo-Pak explains, "We place a high value on the machine's speed because the performance gives us a competitive advantage."

In addition, the lead time and learning curve for new equipment, another common concern among co-packers, suddenly became an even bigger priority when Econo-Pak landed a game-changing contract to package a massive number of snack packs. With no time to spare, Econo-Pak reached out to several packaging machine companies to obtain quality, high-speed, easy-to-use packaging equipment on short notice. One of these companies was Viking Masek.

## Solution

Econo-Pak had seen a video of Viking Masek's high-speed, dual-jaw velocity packaging system and was immediately impressed by the machine's design and the speed of its continuous motion [dual jaws](#). Fortunately, Viking Masek had the exact machine Econo-Pak needed in stock and ready to ship thanks to our used equipment program.

All Viking Masek used equipment is thoroughly cleaned, inspected, and given a minimum 25-point maintenance and safety check by a Viking-certified technician.



Econo-Pak's machine was tested with the exact film to be used in their new contract to ensure superior performance and speed on-site. "Purchasing Viking Masek used equipment gave us the opportunity to use new technology at a nice discount," Wiebel states. "We received the machine quickly and were very happy with the service."



In the first month of using their "new-to-them" Velocity packaging machine, Econo-Pak packaged 3 million plus single-serve pillow pouches. The company was so impressed with the speed, quality, and performance of their initial Velocity machine, they have since purchased three new Velocity machines as well as a new, in-stock premade pouch 8S-285 (from the Viking Masek stock equipment program). Two Velocity systems are integrated with a metal detector, printer, bucket elevator, and a multi-head scale. The premade pouch machine includes a zipper opener and gas flush as well as a load shelf for heavy bags.

Although there have been a few recent design improvements to the new Velocity machines, Econo-Pak reports that their initial used Velocity performs just as well as the new models. "We have continued to purchase Viking Masek machines because we have really enjoyed using them," Wiebel explains. "We're happy with the machines and very happy with the service. It's great equipment, they're great people, and they provide great service."

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~ PJ Wiebel, CEO of Econo-Pak