



## CUSTOMER SPOTLIGHT



### **A Conversation with Michael Walsh, Chief Executive Officer of Maxwell Chase Technologies, LLC.**

Maxwell Chase specializes in the development and production of food packaging that extends the shelf life of fresh foods. The company is a leader in absorbent packaging including pads, trays, retail containers and pouches, and has a strong commitment to research and development with particular emphasis on food safety and extension of shelf life.

**We asked Mr. Walsh about his company's experience with Fabri-Kal.**

#### **The Right Partner**

"We needed absorbent trays that would work with our precision tomato slicing equipment. Fabri-Kal worked with us to design trays that integrate with our MCT Tomato Slicer. From the beginning, they were very helpful. So, we've developed a partnership which is really what companies need today."

#### **The Right Expertise**

"Fabri-Kal got to know our needs. And they have what I'd call a "boatload" of experience in materials, design - every aspect of packaging. So they've been able to lend their expertise. They've also got a great design team in house. And the individuals who handle our business are very hands on, which is a great quality."

#### **The Right Package**

"Fabri-Kal has helped us to 'light weight' our trays. Now we're using less material, which drives down our costs. And it's also better for the environment. Overall, our Fabri-Kal team makes sure that we have the best performing packaging for our business."

