

Atlas Distributing, Inc. Saves on Uptime with Industrial Packaging Technical Service

“The cost has been significantly lower.. The uptime significantly greater.”



Atlas Distributing, Inc. is a family-owned wholesale beverage distributor based in Auburn, Massachusetts that serves the Northeast with a primary focus on beer. Surviving prohibition, the company has been in business for 84 years and has a growing portfolio of beer and non-alcoholic beverages that includes teas, juices, sodas, energy drinks and a small portfolio of wine.

Atlas came to Industrial Packaging looking for help with their pallet stretch wrappers. Their machines were breaking down frequently and their technical service provider at the time was unable to properly fix these ongoing issues. When machines broke down, the result was damaged product, significant downtime, and overtime. Atlas runs at a high volume, wrapping thousands of pallets each night. A machine breakdown is not only a burden on productivity, but also on employee morale. When the machines went down, the employees were forced to wrap the loads by hand.

“You can make an employee run around a pallet hundreds of times getting dizzy and falling over and it doesn’t work out very well. Keeping the pallet wrappers up and running saves us time. Time saves money, and that all goes back to our bottom line and our cost-per-piece.”

Brian Lundberg, the Operations Manager at Atlas contacted Louise DiZazzo, the Distribution Group Manager at Industrial Packaging for help. Together they scheduled a visit from one of our Service Technicians to assess the situation, perform repairs and prepare a regular preventive maintenance schedule for each of the pallet wrappers.

Since Atlas began working with Industrial Packaging, they have seen a significant increase in uptime. Additionally, Brian has noted a significant reduction in maintenance costs; especially when compared with the results from their previous service provider.

“The cost has been significantly lower than the other company we had performing service on our machines. The uptime on our equipment has been significantly greater too!”

Additionally, Brian and the team at Atlas Distributing, Inc. appreciate the responsiveness and reliability of the service team at Industrial Packaging.

“You can tell that your Service Technician, Steve, is a great guy and very intelligent at what he does. There is no reason to discontinue the relationship with Industrial Packaging for our technical service needs. We are a company that relies heavily on our relationships, and there is no reason for us to look anywhere else”.

“The cost has been a significant savings to our company. The uptime on our equipment has been significantly greater too!”

***-Brian Lundberg
Operations Manager
Atlas Distributing, Inc.***