

## ***Reliability and Relationships Help Tannin Corporation Grow***

***“Industrial Packaging is the go-to, reliable,  
one-stop shop for our packaging needs”***



*“The added value of true reliability with Industrial and comradery with Regina make this business relationship more than worth material cost.”*

**Jim McKeever,  
Supply Chain Manager  
Tannin Corporation**

Tannin Corporation is a leading manufacturer and distributor of leather treatment chemicals. Founded in 1944 in New England, they have expanded over the years into a worldwide powerhouse in the chemicals industry, with brands such as Marden-Wild, Blumberg Company’s Vitasan/Vitasol, and Lion Brand.

Jim McKeever, the Supply Chain Manager at Tannin Corp, began working with Industrial Packaging to source packaging supplies that included from blister cards, Surlyn, gusseted bags and corrugated boxes. Jim has told us that he is consistently impressed with how we conduct business with his company. Since the start of the Tannin/Industrial Packaging relationship in 2013, the volume has grown over 880%.

There are many reasons that Jim and Tannin Corporation continue to do business with Industrial Packaging over other packaging materials providers; most important to Jim are reliability and timeliness.

The trusting relationship that has been built over the years between our companies is the bedrock of our relationship. Jim says confidently that if there is ever a problem, the team at Industrial Packaging will make it right, every time.

*“The savings in packaging costs may not be massive, but pricing has always been at the very least, competitive. The added value of true reliability with Industrial and comradery with Regina (our Customer Relations Manager) make this business relationship more than simply material cost”.*