EDUCATION

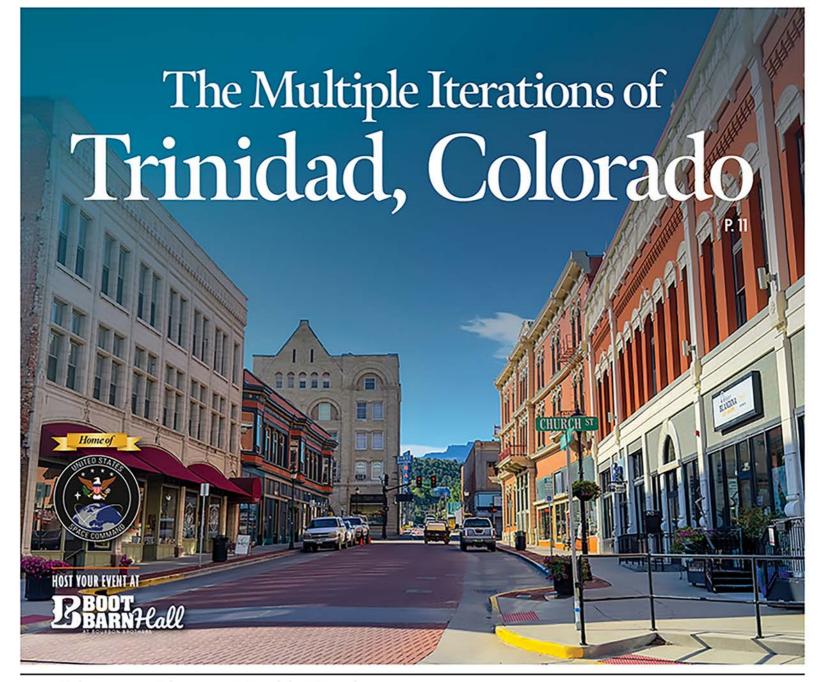
USAFA Launching Leaders of the Future P. 19 HOUSING

Apartment Market Reflects Tension P. 22 SMALL BUSINESS SPOTLIGHT

Thinking Outside the Corrugated Box P. 26

BUSINESS FORUM&DIGEST

May/June 2024 / Vol. 2 No. 5



Thinking Outside the Corrugated Box











Three Generations of box makers — (L-R) Jim Davis, Matt Davis and Andrew Bell.

BY KERI KAHN

ackaging Express offers solutions to businesses in and around Colorado who are looking to meet practical requirements and effectively deliver their brand's image.

One of the last independent custom corrugated box plants in Colorado, the family-owned company operates out of a 94,000-square-foot facility off Garden of the Gods Road. The staff of 25 has an average tenure of over ten years and takes pride in their ability to print up to 500 boxes per minute on a machine called the Emba 175 — the most modern in European box-making technology.

Unlimited Branding Possibilities

Minimum orders for corrugated boxes are as low as 1,000 cartons, but Packaging Express makes more than corrugated boxes and industrial packaging. Think promotional packaging, counter or floor displays, food and beverage packaging, subscription boxes and more.

"If you tell someone at a cocktail party you're in the box business, they casually find another conversation pretty quick," says Packaging Express President Matt Davis. "But you'd be pleasantly surprised by all the brands and all the machinery, and just the spirit when you walk in here."

With a die-cutting process to create any size or shape and three high-quality color printing options, the look of a brand's packaging is limited only by one's imagination.

Competitive Business Model

Davis is a third-generation box manufacturer and the Chairman of AICC, The Independent Packaging Association. He and his father followed in the footsteps of his grandfather when they launched Packaging Express in 1998. His brother is general manager of a paper company in Denver which is one of Davis's main suppliers.

"It's hard to be all things to all people, and the beauty of us is when you put the plants together, we can do anything," says Davis.

He says there are only about 330 independent box plants in the country, and his main competitors are the large companies who serve clients like Amazon. He says that Packaging Express is here for everybody else who needs packaging for items ranging from whiskey to bikes to household products, and anything in between.

"The big guys want to sell you a truckload at a time but not everyone needs a truckload, so we've run quantities as small as a couple hundred but we can also run 100,000, if that's what you need," says Davis.

Carbon footprint considerations? The corrugated material Packaging Express uses is 100% post-consumer content. Last year, company sustainability efforts resulted in 2.4 million gallons of water and roughly 1,000 cubic yards of landfill saved through the nearly 690,000 pounds of

material recycled.

Sustainability is just another reason for Colorado business owners to consider a local manufacturer whose pricing is on par with the big guys, and whose customer service is what you'd expect from a decades-old, family-run business.



Keri Kahn is a staff writer for the SoCo Business Forum & Digest.



EXPLOREExplore the possibilities for your brand at:
PACKAGINGEXPRESS.NET

