



# ULTIMATE PACKAGING SUPPORT

## MEET FERRIS COFFEE & NUT CO.

Ferris Coffee & Nut Co. is a growing company that started more than 150 years ago in upstate New York and moved to West Michigan shortly after. In 1985, John VanTongerren purchased the company, now run by his sons, becoming one of the premier specialty nut and coffee companies. During their recent growth, they partnered with Display Pack to address their growing packing needs.

**FERRIS**  
COFFEE & NUT CO.

## LOOKING FOR A LONG-TERM SOLUTION

Before working with Display Pack, Ferris had worked with several packaging suppliers and was frustrated because they couldn't always find the right stock packaging solutions and often ran into supply chain issues. The lack of flexibility for packaging solutions caused inconsistent packing presentation on store shelves and challenges in their manufacturing area. The concept of finding stock packaging to fit customized products was not a sustainable long-term solution for Ferris. They also struggled with growth and how to meet their customers' growing needs. **Ferris decided they needed to find a partner with the ability to scale to a customer's needs. That's where Display Pack came in.**



# GROWING WITH DISPLAY PACK

To this day, Ferris president Mark VanTongeren remembers one of the first times he walked through their manufacturing area with the Display Pack team. Until that point, Display Pack was only providing a custom snack cup. Still, right away, Display Pack was able to see the bigger picture and identify areas outside of just the package where their expertise and flexibility could help. This higher level of partnership and understanding of their customers' needs allowed Display Pack to bring in other resources, such as automated filling and sealing equipment for their nut butter line and portioning/closing equipment for their pre-portioned nut and fruit line.

Additionally, Display Pack developed [custom packaging solutions](#) designed to work within new automation lines while also increasing product shelf life. Because of this, Ferris increased output to meet their customer's needs while decreasing losses due to expired products. In the words of Mark VanTongeren on working with Display Pack, "It wasn't how can we get an immediate sale today. It was 'let's help you guys solutionize for tomorrow.'"



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Mark VanTongeren | VP of Sales







**“THE QUALITY OF  
PACKAGING IMPACTS  
THE ENTIRE BUSINESS”**

Mark VanTongeren | VP of Sales

## THE RESULTS OF HAVING THE RIGHT PARTNER


The better packaging for Ferris’ products extends shelf life both in the store and at home, reducing food waste. In addition, automation helps Ferris increase throughput without increasing staff in a challenging labor market.

### OPTIMIZE YOUR PACKAGING

It’s important to ensure the packaging company you choose has the big picture in mind. From finding the right packaging for your product, creating floor stock agreements to maximize cash flow, and using their expertise to help with automation solutions like filling, sealing, and labeling, the packaging company you work with can impact the entire business.

If you’re looking for a packaging solution partner, don’t hesitate to [get in touch](#) with Display Pack. We are committed to “Delivering Better Together.”



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