

# B2B Industrial Packaging Announces Packaging Distributor Acquisition Campaign

*B2B Industrial Packaging launched a campaign to acquire industrial packaging distributors. The campaign follows several successful acquisitions.*

ADDISON, ILL., U.S., January 26, 2018 /EINPresswire.com/ -- B2B Industrial Packaging has launched an ambitious campaign to acquire industrial packaging distributors. The campaign comes on the heels of several acquisitions that proved advantageous to B2B Industrial Packaging and the acquired organizations.

As one of the fastest growing and most admired industrial packaging companies in the United States, the company continues to fuel its expansion both organically and through acquisitions. The company enjoys a stellar post-acquisition record of retaining well over 90 percent of the acquired companies' employees. B2B Industrial Packaging President Bill Drake said, "This is all the more remarkable when you consider that our first acquisition was almost eight years ago. These employees become valued members of our team. The cross-mentoring situation it creates makes our business much stronger as a result."

B2B Industrial Packaging is actively seeking additional packaging distributors that, generally, are strong in the strap, stretch film, fastener, and related products markets; have annual revenue between \$1 million and \$20 million; and are located within a 100-mile radius of Chicago, Dallas, Houston, Los Angeles, San Francisco, Kansas City, Portland, Ore., Seattle or Charlotte, N.C.

Mike Manthei has been the Regional Sales Manager at B2B Industrial Packaging since his company was acquired three years ago. "Anytime there is a merger all of the employees are nervous about relocating and whether they will be able to keep their jobs," he said. "B2B Industrial made it clear from the beginning that they wanted to retain all of the employees and leverage what we were good at. They kept their word."

Manthei continued, "The other employees were very welcoming and management worked hard to integrate our company cultures. The bottom line is that they did an outstanding job merging the two companies. It was definitely a good move for me and my colleagues."

The company also has an excellent track record of negotiating deals that meet the needs of the owner



B2B Industrial Packaging President Bill Drake





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*B2B Industrial Packaging  
President Bill Drake*

or owners. “Acquisitions are a key component of our strategy,” Drake said. “We will take a serious look at any company that meets our criteria.”

The company has already acquired Western Metals, Pac Fast, the Lesker Company, Alpine Packaging and Anasco. For more information contact Bill Drake directly at 630-396-6203 or email [bdrake@b2bind.com](mailto:bdrake@b2bind.com).

Servicing more than 6,000 active clients, B2B Industrial Packaging sells a full range of packaging equipment and

supplies including steel strapping, stretch film, and fasteners to clients throughout the U.S. and Mexico. B2B Industrial Packaging is unique in that it also operates two state-of-the-art strapping and fastener tool repair facilities that service the entire U.S. Headquarters are in Addison, Ill. with additional locations in Fort Worth, Texas; Houston; Oakland, Calif.; Los Angeles; Portland, Ore.; Eugene, Ore.; and Seattle. To contact B2B Industrial Packaging, call 1-877-222-5747, email Caitlin Montgomery at [cmontgomery@b2bind.com](mailto:cmontgomery@b2bind.com), or visit [www.B2Bind.com](http://www.B2Bind.com).

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