



“Vana Specialty Packaging has been a great business partner for the last 10 years. They are creative, price competitive, have excellent customer service and are always trying to find ways to update and improve my business from year to year. An ideal vendor.”

**Lisa Consani, VP and General Manager**

*Hickory Farms*

Partner since 2010

## **Vana Specialty Packaging Sustains Partnership with Hickory Farms in Food and Beverage Sector**

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Vana Specialty Packaging has maintained its partnership with Hickory Farms since 2010, providing specialty packaging solutions that support the brand's gourmet food products. This collaboration reflects Vana Specialty Packaging's role in the food and beverage industry, where it applies manufacturing experience to meet specific product requirements.

The partnership involves the creation of packaging designed for Hickory Farms' items, incorporating materials that ensure protection during distribution. Vana Specialty Packaging has adjusted its methods over the years to accommodate changes in product lines and market conditions. This ongoing relationship has enabled Hickory Farms to utilize consistent production support for its offerings.

Vana Specialty Packaging operates with more than 25 years of experience in manufacturing and exporting. The company's process begins with assessments to understand client specifications, followed by the development of technical drawings and prototypes. These steps allow for verification of designs before full production. Facilities equipped for detailed manufacturing handle the creation of packaging, combining advanced machinery with manual techniques where necessary.

Logistics form a key component of Vana Specialty Packaging's services, managing the flow of goods from production sites to destinations. This includes coordination of sourcing, inventory, customs procedures, and delivery. Such management has supported the partnership with Hickory Farms by aligning with the brand's distribution needs.

In the food and beverage sector, packaging must address both functional and regulatory aspects. Vana Specialty Packaging focuses on solutions that protect contents while adhering to industry standards. For Hickory Farms, this has meant packaging that accommodates gourmet items, from individual products to sets. The collaboration has incorporated refinements based on operational insights, leading to adjustments in materials and designs over time.

The company's network of over 40 factories worldwide enables sourcing that adapts to supply variations. This global structure has facilitated production for the Hickory Farms partnership, ensuring alignment with timelines and specifications. Minimum order quantities starting at 500 pieces allow for scalability in operations.

Sustainability remains a consideration in Vana Specialty Packaging's approach, with the use of eco-friendly materials in designs. This focus aligns with trends in the food and beverage industry, where environmental factors influence material selections. The partnership with Hickory Farms has benefited from such integrations, supporting the brand's product presentation.

Richard Mayer, CEO of Vana Specialty Packaging, addressed the value of extended collaborations. "Partnerships that span multiple years, like the one with Hickory Farms since 2010, provide opportunities to refine processes and apply industry knowledge to specific client contexts," Mayer said.

Ralph Sham, account executive at Vana Specialty Packaging, offered details on the collaborative process. "Working on long-term engagements involves ongoing dialogue to adapt production elements, from initial designs to final logistics, ensuring they meet evolving sector demands," Sham stated.

These aspects demonstrate how Vana Specialty Packaging contributes to brand operations in the food and beverage field. The company's full-cycle support covers consultation through to delivery, allowing partners to focus on core activities.

Vana Specialty Packaging also serves other sectors, such as health and beauty, where packaging emphasizes protective features for sensitive items. In jewelry, designs prioritize secure and precise constructions. Retail applications involve versatile options that adapt to various product types. This range of experience informs the company's work in food and beverage.

The partnership with Hickory Farms highlights Vana Specialty Packaging's capacity to handle specialty package requirements, drawing on global resources and manufacturing expertise. Over the years, this has involved iterations to packaging structures, ensuring compatibility with gourmet food handling.

As market dynamics shift, Vana Specialty Packaging continues to adapt its services. This includes incorporating feedback from partnerships to enhance production methods. The food and beverage sector, in particular, requires attention to details like material durability and compliance with safety guidelines.

Vana Specialty Packaging's foundation in manufacturing has enabled it to build operations around client-centered processes. The company's emphasis on prototypes allows for early identification of potential issues, reducing adjustments during production. This methodical approach has supported the longevity of the Hickory Farms collaboration.

In terms of logistics, Vana Specialty Packaging coordinates with international standards, managing complexities in global supply chains. This has proven useful for partners dealing with varied distribution networks.

The integration of sustainable materials extends to selections that reduce environmental impact without compromising functionality. Such materials are sourced through the company's factory network, ensuring availability for ongoing projects.

Vana Specialty Packaging functions as a provider of packaging solutions across industries. It specializes in custom designs that address sector-specific needs, from concept development to execution. The company's experience spans exporting to various markets, with processes designed for efficiency.

The sustained partnership with Hickory Farms exemplifies Vana Specialty Packaging's approach to long-term client support in the food and beverage sector.

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## Vana Specialty Packaging

*At Vana Specialty Packaging, we are dedicated to helping our clients elevate their brands through premium, customized packaging solutions*

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