

ISO TRAINING AND CERTIFICATION SPURS JOB GROWTH AND  
RETENTION DURING COVID

**ABOUT ACCUTECH PACKAGING INC.** Accutech is a manufacturer of thermoformed parts including blisters, clamshells and trays. We also produce paper and paperboard packaging, custom and stock kraft mailing bags, merchandise bags in addition to providing contract packaging and RF sealing services. Accutech started in the custom thermoforming business in 1986. Since then, the company has now grown to encompass all aspects of the packaging industry and is truly a one-stop supplier for all their customers' packaging needs!

A commitment to quality is the only way to assure customer satisfaction and long term profitability. Accutech is committed to meeting and exceeding customers' quality expectations by demanding excellence from themselves, their people and their suppliers.

**THE CHALLENGE.** Accutech's primary focus is serving the food industry for their packaging needs. The company was working to the ISO 9001 standard when one specific customer required Accutech to become ISO 22000 certified. This customer represented about 20% of Accutech's business, so it would be a significant loss for the company not to become ISO 22000 compliant. Accutech turned to MassMEP, part of the MEP National Network™, for help.

**MEP CENTER'S ROLE.** Accutech had worked with MassMEP previously and reached out to the Center for ISO 22000 training. ISO 22000 is more specifically designed for the food industry, whereas 9001 relates to overall quality standards for any company needing to qualify themselves to the international standards. Being ISO 22000 certified allowed Accutech to maintain business with one of their large customers and will also enhance opportunities with other business partners. ISO 22000 certification prepares Accutech to become FDA Food Safe Packaging compliant as well.

**"Working with MassMEP has provided us with products and programs that will continue to increase employee education and total company. It also enhances our competitive position in the marketplace."**

-Kelly Gagliardi, HR Director

## RESULTS



**6 jobs created and 45 retained** during the COVID-19 pandemic



**\$1,500,000** in increased sales;  
**\$5,000,000** in retained sales



**\$250,000** in cost savings due to improvements enhancing manufacturing capacity



**\$200,000** in new investment in plant equipment to support increased sales

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