

One Good Vendor

Berk Wiper Converting & Packaging, LLC

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Berk Wiper Converting & Packaging, LLC is a true family business. It got its start in the wiper business from the family home – in the garage. Jack Berk, a salesman by trade, was looking to sell a repeat product. He chose disposable wiping cloths and enlisted the help of his four sons to build the business. Over the next 23 years the business grew into one of the most recognized wipe converters in the US, and was ultimately sold in 1995. In 2000, Berk Wiper Converting was started and has since been built into an even larger business than the original business that was sold.

And, since the purchase of the company in 2000, sales have increased every year, says Larry Berk, the company's CEO. As the business grew, Larry, along with Jeff Berk, the company president, realized the need for a larger facility, and in 2005, the company moved into a 160,000 square foot building in Lansdale, PA. The move would signal a major turning point for Berk Wiper.

With the new building came new high-speed converting and packaging equipment, and continued growth. In June 2010, another milestone was reached as the company completed construction of a 30,000 square foot addition to the facility.

"Today, with a total of 248,000 square feet, the added space enables us to increase our capacity to stock finished goods and improve overall service to our customers," Larry Berk says.

The company runs a total of 16 production lines, 24 hours a day, and Berk credits its rapid growth to the company's dedicated, hardworking employees. "Without them, none of this would have been possible. Because of their efforts we have made the INC 5000 list the past four consecutive four years as well as the INC 500 in the 2007 and the Philly 150 in 2010."

Credit must also be given to Berk Wiper's products, which have extensive uses in a variety of industries. "We have many trademarked brands," Larry says, "but two of our most popular brands would be our CUTnDry Premium TAD Roll Towels and our Chefs Select Food Service Towels. Both of these lines are some of the

most popular in the industry and are sold through distributors to the hospitality and Jan/San markets all over the world. They are top quality products, packaged in eye-catching printed boxes that are very competitively priced," he says.

Larry Berk also attributes the company's success to the variety of products offered, and the appeal to customers of being a "one stop shop," simplifying the purchasing process. He says, "Berk Wiper Converting and Packaging has one of the broadest lines of disposable wiping cloths in the industry. Our 16 production lines run seven days a week and are capable of producing ¼, ½ and ¾ fold wipes, flat sheeted wipes, inner folded pop-up wipes, perforated roll towels and scrim wipes." All lamination and slitting is done in-house, and Berk produces millions of wipes annually.

So, after two major expansions, what's next for Berk Wiper? "We are diligently following a strategic growth plan that includes more machinery, additional manufacturing space and increased production. We are currently installing new state-of-the-art, logsaw automatic stretch wrapping and box erecting equipment," Larry Berk says, adding that the company also has designs on acquiring other businesses in the future.

Summing up the company's business model, Larry draws upon the words of the man that started it all: "Our father, Jack Berk, once said that 'one good vendor is worth 10 good customers.' We strive to be that one good vendor." ❖

