

“Our customer approached us to see if the foil we use was recyclable because their customer, a chocolate box manufacturer, was concerned. They had been getting their boxes produced overseas and wanted to use local suppliers now because of geographical and environmental concerns. We had quoted on this job, as well as two other local suppliers, who are not members of the FSEA, and both of them claimed that the foil was not recyclable and this was giving my customer all sorts of grief in landing the contract. The end customer was going to either cancel the order or just go with their new box design and not have it foil stamped.

We provided them with the Pira Foil Recyclability Report, the Pira statement of credentials (because they still didn’t believe us), a letter claiming that we believed the report to be valid, and I even had the recycling council of British Columbia reconfirm the results.

The end customer was satisfied and we ended up getting the order. My customer was grateful and it greatly solidified our relationship and we ended up getting our largest foil job to date.”

Chris Fahlke, President
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