

BUILDING SOLUTIONS

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Construction tips & updates

QUALITY, CONSISTENCY & PEACE OF MIND

Viking Packaging Technologies; A.C.E. share core philosophies

As an experienced manufacturer of machinery for the packaging industry, Viking Packaging Technologies offers its customer quality, consistent performance; peace of mind and a single-source partnership. So it's no wonder that when they needed a commercial



Tim Gabrielese tests a packaging machine in Viking's new Butler addition

builder for an expansion project, they chose a company that holds the same core customer service philosophy: A.C.E. Building Service.

Located in the Sheboygan Falls area, Viking is a global manufacturer that has continued to increase its market share in the past several years by increasing the depth of its product lines to enhance growth within its markets. But with any sales growth comes a need for increased space to better serve customer needs ... and that's exactly what prompted Viking's decision to expand its facility.

According to Doug Schwalbe, A.C.E. Building Service, "We had completed a remodeling project for Viking a few years back, prior to their expansion, and we continued to maintain our relationship with them. We've actually been working together over the past five years on this expansion project, developing different remodeling scenarios, until the time was right to make it happen."

It's a relationship that Viking values, says RC Huhn, Viking Packaging Technologies: "Doug was tremendously helpful on this project right from the start, including the planning stages. We knew roughly how much space we needed, and A.C.E. provided efficient and cost-effective solutions. They offered multiple layouts and different ideas on how to make it work. But overall, even though we had a rough idea of what we wanted, they put it all together for us."

Viking's 3,900-square-foot addition features a new Butler metal building that increases the manufacturer's existing office space and boasts a new engineering office and con-

(continued on back)



A.C.E. Building Service was named

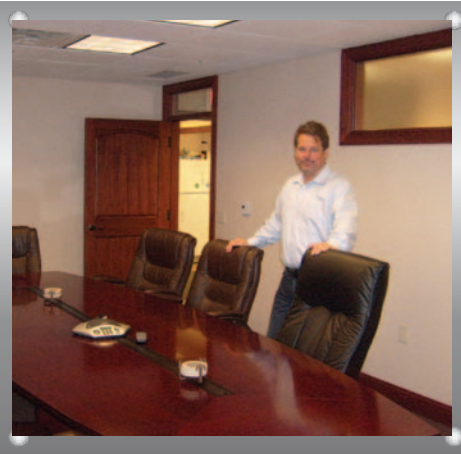
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QUALITY, CONSISTENCY & PEACE OF MIND (CONTINUED)



R.C. Huhn, Viking C.F.O. stands inside their new conference room.

ference room. The addition provides enough room and mechanical support to work on 12 separate packaging machines, ensuring more efficient handling of materials and a better flow throughout the plant. Additionally, engineers are now working in larger office space that encourages sharing of information and a team approach to problem solving.

RC adds that site planning was especially critical for this project, as Viking had inherited a drainage problem when they purchased the existing facility a few years back. Luckily A.C.E. was able to eliminate the problem through creative site design, before excavation even began.

Once the addition was completed, its benefits were immediately noticeable. For example, states RC, they recently hosted a large national company that brought 15 people to Viking for a few days. The impressions were positive right from the start, with their expanded parking lot and aesthetically pleasing exterior. Inside they continued to wow the customer by being able to run field acceptance tests in their expanded space – something they wouldn't have been able to do previously – while still allowing staff to function within their space.

"The building we have now exceeds our expectations; and we have very high standards. A.C.E. worked with us in all areas to get it done. They provided a quality product as well as follow through; sticking with us until things were the way they were supposed to be. I value our relationship with them," says RC.

As for the future of Viking, he is optimistic about continued growth. "Our addition has increased our space by 40%, and we now have the capacity to triple our volume of business in the future!"

Through the years ...

A.C.E. Building Service has been serving the Lakeshore area since 1950 and is proud to boast many long-term employees who have witnessed our continued success and evolution. Three such employees celebrated milestone anniversaries in 2010: **Billy Shimek**, VP-Owner/Project Development (25 yrs.); **Jim Steuer**, Owner/Field Superintendent (40 yrs.); and **Kay Schwalbe**, Office Manager (25 yrs.). They shared their thoughts on changes they've witnessed through the years:

Billy: "One of the changes I've seen in the construction industry is definitely more rigorous permitting. We work closer than ever with customers to help them research, understand and obtain the permits they need before ground is even broken. Laser technology has also had an impact on our industry especially in setup and leveling off concrete."

Jim: "Monitoring the weather is vital in our industry, and the Internet has been a huge advancement in that respect. Instead of watching the weather reports on TV or listening to the radio, we now get real-time weather updates on the world wide web, which helps us plan and staff better."

Kaye: Office technology has changed considerably. I remember when I was hired to help get the computers going at A.C.E. ... machines were quite large and bulky back then, and almost every time I sat down, static electricity would blow up my computer! We were also operating out of a cramped 1,000-square-foot building at 16th and Marshall ... since then we've moved to a larger space on 26th Street."

All three agree that the employees at A.C.E. are their strength, helping the company succeed and continue to build a strong reputation to carry them into the future.



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