

ERIC FABER

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Packaging & Supply Chain Consultant + Author

EXECUTIVE SUMMARY

Packaging and supply chain strategy consultant with 40+ years of experience across foodservice, e-commerce, manufacturing, and distribution systems. Founder of Packaging Resources; advisor to brands, OEMs, and operators seeking to integrate packaging decisions with profitability, logistics, and customer experience. Author of multiple industry playbooks including The Packaging Playbook (Planned 2027) and Packaging for Restaurants (manuscript in development), bringing real-world frameworks to packaging selection, margin strategy, and supply chain design.

CORE COMPETENCIES

- Material Selection & Cost Modeling
- Sustainable Packaging Strategy
- Vendor & OEM Relationship Management
- Foodservice & Retail Packaging Systems
- E-commerce Packaging Optimization
- Supply Chain & Logistics Integration
- Margin Analysis & Profit Levers
- Brand Experience Through Packaging

AUTHORSHIP

The Packaging Playbook — Planned 2027

Packaging for Restaurants — Manuscript in development

The Restaurant Playbook — Coming 2026

The Mobile Food Playbook: Coming 2026

Wheels of Fortune: How to Build A Profitable Food Truck Business

PROFESSIONAL EXPERIENCE

Founder & CEO | Packaging Resources (1994 – Present)

Advise brands across foodservice, retail, industrial, and e-commerce sectors on packaging innovation, material efficiency, and supply chain alignment. Support cost containment, margin strategy, and vendor negotiations. Bridge design decisions with operational realities to ensure packaging enhances—not erodes—profitability.

- Guided enterprise transitions to sustainable and cost-efficient materials, reducing spend while improving performance.
- Supported OEMs and converters in aligning product portfolios to emerging foodservice and logistics demands.
- Designed decision frameworks used by operators to evaluate packaging as a profitability tool, not a commodity purchase.

Founder & CEO | U.S. Restaurant Consultants (1997 – Present)

Integrate packaging strategy into menu engineering, delivery economics, and off-premise revenue channels. Support operators in selecting packaging that matches throughput, brand identity, labor systems, and ticket times.

Founder & CEO | U.S. Delivery Consultants (2018 – Present)

Advise on last-mile logistics, platform configuration, packaging durability, and delivery-driven menu adaptation; optimize packaging's role in customer satisfaction and repeat purchase metrics.

Principal Advisor | Construction Risk & Resolution (2017 – Present)

Provide strategic advisory for construction disputes, mechanics lien navigation, defect documentation, and risk analysis. Not a general contracting service; advisory and forensic support only.

EARLIER CAREER FOUNDATIONS

Co-Founder | WinCup (1983–1987)

Packaging manufacturing and supply chain innovation; early exposure to plastics, production systems, and scale economics.

VP Sales & Marketing | Scott Paper – Foodservice Division (1986–1989)

Directed disposables programs for foodservice and institutional clients; foundational experience in distribution channels.

Partner / Packaging Rep & Broker | West Pac Sales (1989–1993)

Sourcing, pricing, and vendor alignment for multi-unit restaurant and foodservice groups.

Disposables Buyer | S.E. Rykoff (1981–1983)

Procurement, inventory management, vendor negotiation, and product lifecycle insight inside large-scale foodservice distribution.

EDUCATION

Executive Education — Wharton School of Business (1987)

Business & Economics — University of California Extension (1981–1984)

Cate School — Diploma

Lycee Francais de Los Angeles