

Interview with Featured Boston Mentor: Tom Fitzgerald



Tom Fitzgerald

Packaging and Supply Chain Logistics Consultant

[LinkedIn profile](#)

Q1: Currently, you are working as a packaging and supply chain logistics consultant, as well as mentoring startups through MassChallenge and BranchFood. How did you get into your current work?

I started in the commercial printing industry in 1983. I worked for a variety of printing companies until November 1992. That is when I started my own marketing services/print brokerage business. For the next 15 years I helped clients with their marketing collateral needs. With the evolution of the internet fewer and fewer clients were using print as a primary marketing vehicle. That is when I pivoted my business focus to branded packaging solutions.

Q2: Are you originally from the Boston area? What is your impression of Boston as a city to be an entrepreneur?

Yes, I was born and grew up in the Greater Boston Area. I went away for college but came back to Beantown. Boston is truly an incredible city. It is always evolving. Boston has been at the heart of every major technology trend and innovation that has impacted the world. It is a great place to start a business if you want to be part of the current and next big thing.

Q3: What projects are you working on currently?

Most of my current clientele are small and start up CPG, FMCG and Food & Beverage brands. I am assisting these companies with their branded packaging design, development, production and sometimes fulfillment.

Q4: How has your experience been mentoring Japanese startups through CIC's partnership with JETRO?

It has been a truly enjoyable experience. The energy and enthusiasm of the young people I have worked with are inspiring. The world is becoming a smaller and smaller fragile place. I enjoy

working with a wide variety of professionals. In my mind the person-to-person relationships we build in our day-to-day business efforts are extremely important and rewarding.

Q5: What do you think are the challenges facing a Japanese startup that is trying to expand its business in the Boston area?

There are challenges for startups wherever they are located. The big advantage to starting a business in the Boston area is the concentration of world class academic institutions and the constant and continual development and graduation of brilliant young men and women to build your business with. Boston is a highly entrepreneurial place. There is no shortage of talent and resources available to new companies. The biggest challenge for startups is commercial real estate in some areas of Boston and Cambridge are expensive. We Bostonians have perfected the Work from Home method.

Q6: What advice do you have for Japanese startups that are exploring business opportunities in the Boston area?

Come to Boston! We're a world class city!!