



## Andrew T. Berlin Chairman and Chief Executive Officer, Berlin Packaging

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**As Chairman and Chief Executive Officer of Chicago-based, Berlin Packaging,** Andrew Berlin oversees North America's **largest Hybrid Packaging Supplier™** of plastic, glass, and metal containers and closures. Under Mr. Berlin's **leadership since 1988**, the company has experienced strong growth, and Berlin Packaging now has **sales approaching \$700 million**. Much of this growth is attributable to the innovative concepts and products he has brought to the packaging community and his innovative approach to operational strategy.

### Berlin Packaging...

- Has over **33,000 available SKUs**, **over 100 packaging consultants**, and **more than 80 sales and warehouse locations** across North America, the company has the right products, expertise, and geographic proximity to help customers increase their net income through packaging products and services.
- Supplies **billions of containers and closures annually** as well as warehousing and logistics services for customers of all sizes in all industries.
- Is the only company in its sector to be **ISO 9001 certified**, to have **Customs-Trade Partnership Against Terrorism (C-TPAT)** certification, and to achieve **99% on-time delivery** of its shipments every month for over seven years.
- Has an array of complementary businesses that function to enhance customer relationships and quantifiably improve his clients' profitability, including:
  - **Studio One Eleven**, a design and marketing services division bringing extensive experience in branding, package development, and a deep understanding of the implications package design has on manufacturing capacity and efficiency;
  - **Berlin Global Packaging Group**, global sourcing experts providing smooth management of transportation and logistics to ensure parts arrive on specification, on time, and 100% problem free;
  - **E<sup>3</sup>**, a consulting service helping customers **Enhance Earnings and Efficiency**;
  - **Berlin Financial Services**, offering flexible financing and competitive leasing opportunities;
  - **Dangerous Goods**, providing safe, economical, UN-certified packaging solutions for shipping dangerous and temperature-sensitive goods;
  - **Freund Container & Supply**, a catalog division providing "need it now" packaging and industrial supplies with same-day shipping and no minimum-order requirements; and
  - **Qorpak**, a global supplier of laboratory packaging and supplies.

### Mr. Berlin's passion for winning with customers through a unique corporate culture earned Berlin Packaging a case study in **The Human Equation**.

- Case study demonstrates the company's successful use of "mutuality of obligation" principles between employer and employee to build a competitive advantage.
- Book was authored by Jeffrey Pfeffer, a Professor and nationally recognized expert on human resources at the **Graduate School of Business at Stanford University** and was published by **Harvard Business School Press**.

### Mr. Berlin's respected status in the packaging industry has led to public speaking and accolades, including:

- Frequent quotes in major publications, including **The Wall Street Journal**, **Chicago Tribune**, **Business Week**, and leading trade journals;
- Frequent speaking engagements on the subjects of packaging and business-entrepreneurial studies;
- Induction into the **Chicago Area Entrepreneurship Hall of Fame**, which recognizes innovators and leaders; and
- Listing in **Crain's Chicago Business Who's Who** as a business and civic leader.

### Outside of packaging, Mr. Berlin is involved with several philanthropic causes, business associations, and civic activities, including:

- Board of Directors of the **American Cancer Society** and **Starlight Children's Foundation**;
- Advisory Board of the **Maxwell School of Citizenship and Public Affairs at Syracuse University**, where Mr. Berlin created the **Andrew Berlin Family National Security Research Fund in honor of Professor David H. Bennett** to support faculty research in the Institute for National Security and Counterterrorism (INSCT);
- Board of **Directors of the Distribution Research and Education Foundation (DREF)**, which is part of the **National Association of Wholesale Distributors (NAW)**;
- Board of Directors for **Hawk Corporation (AMEX)**, **National Association of Container Distributors**, and **Private Label Manufacturers Association**;
- Affiliations with the **Institute of Packaging Professionals** and **World Presidents' Organization (WPO)**; and
- **Public Safety Commission** for the Village of Glencoe, IL, which is charged with oversight of Glencoe's police force.

### Mr. Berlin is a Limited Partner of the Chicago White Sox

- **2005 World Series Champions**

### Mr. Berlin is the Chairman and Owner of the South Bend Silver Hawks baseball team.

- Class A affiliate of the **Arizona Diamondbacks**.

### Mr. Berlin's education includes:

- Juris Doctor of Law (J.D.) degree from **Loyola University of Chicago Law School** where he served as Managing Editor of the Law Review;
- Attendance at the Graduate School of Business Executive Program at **Stanford University**;
- Study of Military history at **Boston College**; and
- Bachelor of Arts (B.A.) degree in political science from **Syracuse University**.