



Packaging

Solutions

Innovation

Partnerships

Service

Quality

Value



A New Century of Growth and Leadership

BWAY Corporation has served the North American container industry for more than 100 years. Through partnerships with our customers, progressive packaging solutions, and our unique brand of service, we have evolved into the leader for the markets we serve.



"We serve our markets through a nationwide network of modern, well-capitalized production plants, geographically aligned to ensure fast order fulfillment backed by superior customer service."



To learn more about BWAY Corporation, call us toll-free today or visit us
at www.bwaycorp.com

Metal Products 1.800.527.2267
Plastic Products 1.866.305.7245

A Solid Future for Our Customers, Our Company, and Our Industry

BWAY designs and produces a comprehensive line of rigid metal and plastic containers for the growing general line category of the North American container industry. Our product line fulfills the packaging needs of companies that manufacture and supply goods such as paint and related products, petroleum products, chemicals, certain foods, and a variety of household and personal care products.

At BWAY, we believe in building long-term, mutually beneficial relationships with our customers. Many are also leaders in their markets and have been with us for more than 25 years. Whether large, mid-sized or small, our customers rely on us to help get their products to market efficiently and cost effectively. Our customers know us well and we are proud of the reputation we have earned as the “go-to” resource in the markets we serve.

BWAY’s two operating divisions have the expertise and resources to serve our customers’ diverse metal and plastic packaging needs. BWAY Packaging, our rigid metal container division, produces paint and related cans, steel pails, aerosol cans, and a variety of specialty containers. Our NAMPAC division offers a comprehensive line of rigid plastic containers, including pails, tighthed containers, F-style bottles and other solutions. While BWAY has expert teams focused on the needs of their respective markets, we are a fully united resource for customers whose needs span both the metal and plastic packaging lines.

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Like BWAY, our senior management grew up in the packaging industry, and today it comprises one of the most experienced executive teams in our business. Through the years, BWAY has instilled and maintained a customer-focused culture—from our plant floors to our executive offices. Nearly 3,000 dedicated, well-trained BWAY employees stand ready to deliver exceptional packaging value to our customers.

BWAY is owned by Kelso & Company, one of the longest established and most highly respected equity investment firms, along with members of our senior management team. Kelso and management share the same vision, values and commitment for investing in our industry and our customers’ futures. This makes us a better supplier and strong business partner. And what’s good for our customers is good for BWAY.

"Our engineers, technical professionals, and manufacturing experts have produced the most comprehensive and advanced line of packaging solutions for the markets we serve."



BWAY professionals can help with all of your packaging solution needs.
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Packaging Solutions and Innovation

Creative Solutions for Today's Rigid Packaging Environment

The dynamics of the markets we serve continue to evolve, often at a rapid pace.

The do-it-yourself market has changed dramatically, moving from department stores and local hardware stores to big box outlets like Home Depot and Lowes. This shift has prompted consolidation among consumer retail and wholesale outlets, created new distribution channels, and yielded new consumer demographics. Manufacturers continue to develop more complex product formulations, but to remain competitive, they must also make their products easier for today's consumers to use. BWAY helps companies grow in this evolving environment.

At BWAY, innovation is not a concept—it's a constant initiative. Our engineers, technical professionals, and manufacturing experts have produced the most comprehensive and advanced line of packaging solutions for the markets we serve. We offer deep, cross-functional resources in bringing our customers and suppliers to the drawing table to generate ideas BWAY can deliver to market. Our approach not only identifies packaging challenges before customers know they have a problem—it also helps customers seize opportunities that can make a difference at their bottom lines.

A Few of Our Market Successes...

The Revolutionary Twist & Pour™ Paint Container

To help Sherwin Williams respond to evolving changes in paint distribution channels and buyer demographics, our NAMPAC division worked with them to develop and commercialize the revolutionary Twist & Pour plastic paint container for their Dutch Boy™ paint line. This unique square container with its molded handle and twist-off lid offers a whole new way of merchandizing paint for retailers and paint handling for consumers. The vast marketability of the design helped our customer expand its distribution channels and gain share in the do-it-yourself paint market. It has earned industry kudos as well. The Twist & Pour container was honored in Good Housekeeping's Eighth Annual Good Buy Awards, and also won Best of Show in the AmeriStar packaging competition sponsored by the Institute of Packaging Professionals.

Polymer Coated Paint Can Rings-and-Plugs

As paint companies develop next-generation paints and related products using advanced chemistry to create more customer-friendly, durable products, new challenges are created for packaging solutions. Through hybrid engineering advancements and our work with steel companies, BWAY recently introduced paint can technology that holds more aggressive product formulations. Our new container has a polymer coated ring and plug, the part of the can most susceptible to corrosion. The result is a tried-and-true container enhanced to meet today's demands.

Innovation and Solutions Beyond the Container

BWAY, through NPCA, worked with the U.S. Attorneys General Task Force to find a workable solution to alert consumers of the potential dangers of lead paint dust in restoration of older homes and apartments. The solution was multi-tiered but a key component was the inclusion of lead warning labels on paint cans from quart size through five-gallon pails. As a result of our involvement, BWAY was responsible for developing an approach and solutions for both metal and plastic paint cans and pails—solutions that were adopted industry-wide and became the industry standard.

Ergonomically Designed Beaded Aerosol Can

BWAY was proactive in introducing beaded can technology to the growing North American aerosol can market. Beading along the sides of our cans give users a solid grip and an ergonomic design that ensures lasting comfort during lengthy applications. The application of this technology enables BWAY customers to package their products in containers that hold greater appeal for today's discriminating buyers.

“We test discreet areas of our operations to identify places for improvement and ways to reduce time to market, lower customer costs, and improve quality.”



Choose the packaging provider that believes in partnership with its customers.
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Packaging Partnership

A Full View of the Supply Chain—From Manufacturing to the End Consumer

As both a supplier and a customer within the rigid packaging industry, BWAY takes a leadership role in building efficiency throughout the supply chain. Working in partnership with our suppliers brings improvements and lowers costs for BWAY and our customers. Similarly, the more we interface with and understand our customers, the more responsive we and our suppliers can be to their needs. Engendering strong relationships positively impacts every participant in the supply and distribution chain—from product development all the way to the consumer.

Operational Value Analysis (OVA)— A Commitment to Service and Partnership

BWAY's successful OVA program is offered at no cost to our customers to help improve their operations and find new and better ways of doing business. At a customer's request, we will dispatch a team of experts to conduct an analysis of their entire operation, from scheduling to filling lines, to the loading of trucks for delivery and unloading of empty containers. Through a summary of our findings, customers are able to uncover savings in time, efficiency, and hard dollars. This service is particularly valuable for customers that require refined knowledge of container handling processes or new technologies that are changing their industries.

Customer Feedback—Building Blocks for Mutual Success

Each year, BWAY contracts with an outside firm to conduct a Customer Satisfaction Tracking Survey to measure perceptions of the quality and performance of our products, delivery, pricing, and overall value. We test discreet areas of our operations to identify places for improvement and ways to reduce time to market, lower customer costs, and improve quality. Our customers agree we are a highly service-oriented company, and while it's rewarding to consistently receive high marks in satisfaction, we don't invest in surveys so we can feel good. Rather, we use the results to set goals, benchmarks, and budgets that will help us serve customers better in the coming year.

“When customers call on BWAY, they have direct lines to their dedicated BWAY customer service representatives (CSR)—not a central corporate office.”



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Packaging Service

We Focus on What Our Customers Need—Not Just on What We Make

BWAY has a history of great customer relations. It's because our employees know customer service and responsiveness are just as important as the containers we manufacture and sell. From our established and knowledgeable sales force to our customer service representatives and technical support teams, we maintain multi-level, consistent customer contact. Through redundancy in human service and support, we continue to set the bar on the benefits of BWAY our customers value most.

Customer Service Representatives— Always in the Customer's Line of Sight

When customers call on BWAY, they have direct lines to their dedicated BWAY customer service representatives (CSR)—not a central corporate office. Our CSRs and technical support teams are stationed at our plants, so it's not uncommon to see them with their sleeves rolled up, wearing safety glasses and work shoes. At the plants, our CSRs stay close to scheduling and inventory people and processes, where they're able to fulfill day-to-day customer needs quickly and efficiently. CSRs live with customer orders from start to finish and are also a vital link between BWAY customers and our manufacturing, engineering, and logistics teams.

Technical Service Teams—Central to BWAY's Service Delivery System

BWAY's engineering specialists spend a great deal of time in the field with our customers, inside their plants, providing in-depth technical expertise and support for integrating our products into their operations. They're also dedicated to helping customers isolate and resolve broader issues. Through continual monitoring and evaluations, our experts guide quality control and assurance initiatives at BWAY. They are critical to research and development for new and redesigned products, and for ensuring effective implementations and changes for both BWAY manufacturing processes and our customers' operations.

“We’re a leader in the manufacture of UN-regulated packaging,
and our entire infrastructure is designed to meet or exceed
International Standards Organization (ISO) specifications.”



Partner with a container manufacturer that ensures consistent quality in every product we make.
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Packaging Quality

The Right Consistency—From the Inside Out

Quality comes in more shapes and sizes and in greater quantity from BWAY than any other manufacturer of general line containers in North America. We are a leading provider serving customers from multiple manufacturing sites with a comprehensive line of metal, plastic, and aerosol containers. And we are recognized for delivering the same superior quality product from every plant.

Regardless of the BWAY plant of origin, our customers can package their goods and stock consumer shelves anywhere in the country, knowing the quality of their containers is exactly the same. Our consistency is seamless to our customers, yet very visible at the end of their distribution line.

Consistency is more than a tangible requirement at BWAY. It's an operating philosophy, too. We believe our rate of investment in quality is among the highest in our industry. We are constant in pursuing zero defects, investing millions of dollars annually in our technologies, continuous improvement programs, and employee training. To strengthen product reliability and performance, we adopt the latest solutions, such as advanced in-line vision systems and Statistical Process Control (SPC) automation. Our state-of-the-art SPC program is applied to all plants, all shifts, all processes, and all lines—a practice notably uncommon in the general line industry.

We also engage customers in our mission toward zero defects because to our customers, quality means getting the most and best for their money. BWAY maintains key metrics on a plant-by-plant, customer-by-customer basis to identify opportunities to improve quality, reliability, and performance—and just as important, reduce customer costs.

Quality is Synonymous with Safety

BWAY is the industry pacesetter in the ways we meet and exceed both regulated and non-regulated manufacturing standards. From raw materials through every development stage, we are vigilant in the design, engineering, and rigorous testing of our products to ensure safe containment and transportation of our customers' products.

We are a leader in the manufacture of UN-regulated packaging, and our entire infrastructure is designed to meet or exceed International Standards Organization (ISO) specifications. By maintaining the highest levels of engineering standards, we ensure our processes, solutions, and innovations are managed in ways that protect our employees, customers, and the end consumer.

“We stay close to customers through ongoing, multi-level contact—meaningful collaboration that enables us to monitor and fulfill individual customer needs.”



If you're looking for a supplier that values what's best for your company and products, contact BWAY toll-free today or visit us at: www.bwaycorp.com

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Packaging Value

Moving the Industry Forward in a Vehicle Called Value

BWAY's value delivery system runs on exceptional attributes that are unmatched by our competitors. We deliver value through our talented people, unsurpassed services, state-of-the-art technologies and engineering processes—and an inclusive, one-stop resource for best-in-class general line rigid metal, plastic, and aerosol packaging solutions.

We are imaginative in the ways we create value for our customers. We constantly explore new solutions and improvements to existing ones, because innovative containers and applications create business opportunities for our customers and our company. At BWAY, we know a great idea means nothing until it moves forward, which is why we have a well-oiled strategy for bringing our ideas to market—quickly, cost efficiently, and in ways that best meet our customers' requirements.

Solid financial levers at BWAY allow us to maintain our product leadership position and operational excellence. Our owners and management foster continual improvements in our systems, facilities, and infrastructure. And our innovation is strongly encouraged through generous investments in creative research and development. BWAY's lean operating culture is working successfully to raise quality, reduce costs, and sustain the highest levels of product and service performance.

What's Good for Our Customers is Good for BWAY

We know our customers very well. We stay close to customers through ongoing, multi-level contact—meaningful collaboration that enables us to monitor and fulfill individual customer needs.

BWAY is an involved industry player. With exposure to the entire supply chain, we are focused on streamlining processes from dock-to-dock on behalf of our customers and the markets we serve.

Through leadership, innovation, and excellence, BWAY will remain the trusted go-to resource in the North American general line rigid packaging industry for many years to come.



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