



FOR IMMEDIATE RELEASE

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BW Container Systems promotes industry veterans to lead global sales

Eric Collier and Scott Smith bring years of experience and leadership skills to their new roles



Eric Collier has been named Vice President of Sales-Americas for BW Container Systems.

ROMEOVILLE, Ill. — April 13, 2017 — Pete Carlson, President of BW Container Systems, a division of Barry-Wehmiller, is pleased to announce the promotion of two industry veterans to lead the entirety of its global commercial activities. Eric Collier has been named Vice President of Sales-Americas, and Scott Smith has been named Vice President of Sales-Europe, Middle East, Asia-Pacific and Africa.

Collier has served as Director of Strategic Sales-North America since joining BW Container Systems in 2015, and under his leadership, the company's market share in the food, wine and spirits, home and personal care, pet food and chemical industries has grown exponentially. Collier is a 15-year packaging industry veteran, and prior to joining BW Container Systems, he led sales, project and application teams at Alvey/Intelligrated. Collier has strong technical expertise in palletization, robotics and end-of-line system solutions. He will lead all sales team activities in the United States, Canada, and Latin and South America, including key accounts, regional sales executives, project management and contract administration.

Smith has spent more than 20 years in the packaging industry. He started his career with Coca-Cola, and subsequently spent 15 years with Hartness, an ITW company. When he began working at Hartness in 1997 as a Regional Sales Manager, Smith led commercial efforts in the Western U.S. and Asia-Pacific, where he developed end-of-line expertise in the food, dairy, wine and spirits, beer and soft drink industries. Eventually, he would serve in a variety of commercial leadership roles, including Vice President, Global Sales and Marketing. In his new role with BW Container Systems, Smith will add leadership for sales teams in Europe, the Middle East, Asia-Pacific and Africa to his current responsibilities. In this new role, he will lead both key account and new equipment sales teams, while continuing to lead the global marketing and business development teams, as he has since joining BW Container Systems in 2014.



Scott Smith has been named Vice President of Sales-Europe, Middle East, Asia-Pacific and Africa for BW Container Systems.

"Both Eric and Scott have demonstrated their ability to lead our growth in strategic, non-beverage markets since joining our team," said Carlson. "Their ability to grow not only our business, but also our team members in alignment with our people-centric culture gives me great confidence in their ability to lead each and every commercial aspect of our organization. Their strategic focus and proven ability to listen, understand and align our clients' needs will allow us to deliver innovative solutions, to grow our business and to further gain our customers' trust."

BW Container Systems is one of a number of Barry-Wehmiller businesses represented in [BW Packaging Solutions](#). Through their diverse capabilities, these companies can collectively provide everything from a single piece of equipment to fully integrated, tailor-made packaging line solutions for a wide range of industries, including: food and beverage, personal care, container manufacturing, pharmaceutical and medical devices, household products, paper products and textiles, industrial and automotive, and converting, printing and publishing.

ABOUT BW CONTAINER SYSTEMS

BW Container Systems, part of Barry-Wehmiller, is a global packaging solutions firm with four manufacturing facilities and more than 500 team members worldwide. We serve customers in the food, beer and beverage, wine and spirits, personal care, pharmaceutical and household products industries. Our complete range of machinery and integrated packaging solutions includes, but is not limited to, automated can-end and product-handling systems, advanced conveyance technology, robotic automation, palletizers, rotary case

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April 13, 2017

Page 2 of 2

packers, depalletizers, warmers, coolers, pasteurizers, change parts, used packaging equipment and end-of-line packaging solutions. The company is comprised of some of the leading brand names in the industry: Ambec, CBI, Fleetwood and Goldco-Wyard. These teams form a dynamic group of packaging professionals with decades of application experience. For more, go to bwcontainersystems.com.

ABOUT BARRY-WEHMILLER

Barry-Wehmiller is a diversified global supplier of engineering consulting and manufacturing technology for the packaging, corrugating, sheeting and paper-converting industries. By blending people-centric leadership with disciplined operational strategies and purpose-driven growth, Barry-Wehmiller has become a \$2.5 billion organization with more than 11,000 team members united by a common belief: to use the power of business to build a better world. CEO Bob Chapman shares the story of the company's transformation in his new book, [*Everybody Matters: The Extraordinary Power of Caring for Your People Like Family*](#). To learn more, go to barrywehmiller.com.