

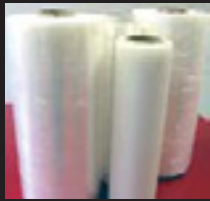


**BROWN  
PACKAGING  
INC.**

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INNOVATIVE PACKAGING SOLUTIONS SINCE 1963

# PRODUCT



Stretch Wrapping



Cushion Packaging



Skin/Blister Packaging



Case Sealing & Erecting



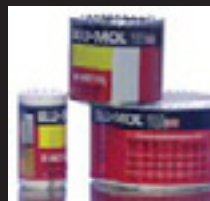
Bagging Machinery



Print & Apply Labeling



Strapping Systems



Shrink Banding/Sleeving



Sealed Air



Flexible Film



"Over the years Brown has always given Crane & Co. excellent and prompt, thorough service and coverage. One thing we value is the high quality of the products Brown Packaging sells. Although very price competitive, Brown Packaging has been there for Crane & Co. when service is needed. We can always count on Rick Flynn to respond promptly to our needs at the several mill and factory locations of Cranes."

CRANE & CO. Jim Walton, Purchasing Specialist





**Since 1963** Brown Packaging has sold innovative packaging machinery and materials to companies throughout the Northeast. Our operation in Adams, MA has state-of-the-art technology, a handsome showroom and a sales and technical staff that is second to none. We are grounded in the basic elements that distinguish the best businesses anywhere and are committed to helping our customers succeed.

# Stretch Wrapping



Our partnership with Lantech dates

back over 30 years and hundreds of installations. Turntable or straddle systems designed to meet the most demanding application.



## Supplies

- Tyco, Pinnacle & AEP films
- Cast films & blown films
- Machine grade & handwrap films



**At Brown Packaging** we believe that

to be successful we must bring value to our customers.

Technical expertise, creative solutions to difficult assignments, the highest service levels during and after the sale.

# Skin/Blister Packaging



STARVIEW

In this age of mass merchandising, many products in the marketplace must sell themselves, with little help from the retailer. Skin and blister packaging offers several positive advantages in this “unattended” environment.



HANNAN



**Supplies**

- Skin & blister cards
- Surlyn & polyethylene skin films
- PVC, PETG blisters

# Bagging Machinery

SHARP  
Packaging Systems, Inc.

Programmable controlled packaging systems let you bag your product at speeds of up to 60 per minute. Sharp’s “Bags on a Roll” Systems or Rennco’s vertical form-fill and seal technology give you dependable and proven bagging performance.



RENNCO  
A Division of...



**Supplies**

- Coextruded polyethylene
- Electrostatic dissipative
- Modified atmosphere
- Antistat
- V.C.I. Anti-corrosion
- Polypropylene
- Barrier

# Strapping Systems

**SIGNODE** Hand-held battery and pneumatic tools, semi-automatic or fully automatic arch machines, unitizing pallets of cement blocks or bundling newspapers or boxes — we have a strapping system to help you achieve the efficiencies you desire.





### Supplies

- Steel
- Nylon
- Polypropylene
- Polyester
- Woven cord
- Seals & buckles
- Tensioners & sealers



**Service is key.** When a customer calls, the inside sales staff will personally answer the phone, and this is one facet of the business that will never be replaced by advancing technology. The heart and soul of any business rests entirely in the people working there and the individual, personalized service they deliver.



**40**  
combined years  
of service

Clockwise from top:  
Chris, Doreen and  
Tammy.





# Cushion Packaging



Papers, tissues foams, bubble: These materials are still around today because they still make for outstanding cushioning. What has changed dramatically are all the sophisticated delivery systems for these various materials. Simply put — “cushion packaging on demand” — quite literally at your fingertips.





**Supplies**

- Paper and film roll stock to produce a variety of cushioning and void fill materials.

# Sealed Air Systems



The unquestioned leader in cushion packaging, Sealed Air leads the way through the new millennium with “Foam and Bag Molding,” “Speedy Packer PriorityPak” and “Instapack Tabletops.”





**Supplies**

- Ultralite
- Instafill
- Semi-rigid
- Molding foam
- Flowrite-extended rise time

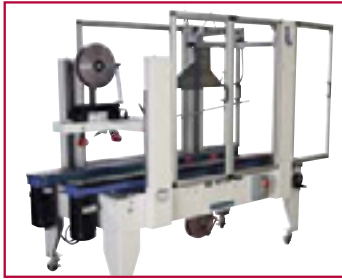


# Case Sealing & Erecting

**Lantech.com**

**INTERPACK**

Expanded line of case sealers specifically designed to meet all corrugated carton processing needs. In addition, we are pleased to offer Lantech's case erecting systems. These units are faster, safer, and have few machine jams in their class — all with a very compact footprint.



## Supplies

- Polypropylene & polyester tapes
- Hot melt rubber adhesives
- Natural rubber adhesives
- Acrylic adhesives



## Fully Automatic Case or Tray Packaging

**ARPAC GROUP**



"Brown Packaging has been providing us with superior service for many years. They are timely and prompt with introducing new products and consistently supplying current stock. It has been a pleasure to do business with them."

SIMON PEARCE  
Donna Creighton, Warehouse Manager



## Shrink Banding/Sleeving



Standard machines capable of processing various shaped products ranging from 3/8 inch - 15 inch diameter with speeds ranging from 20-600ppm. Sleeves and bands used for decoration, product promotion or tamper evident protection.



### Supplies

- Heat shrinkable film labels (cut pieces)
- Roll stock for automatic equipment



## Print & Apply Labeling



Need to print a label? Apply it? or both? One side of the package or both sides – or maybe wrap the label around multiple sides of the package. Systems to handle the most demanding applications including RFID requirements.



### Supplies

- Labels
- Ribbons
- Verifiers
- Easy label software



**Our sales representatives** have an average of over 20 years of experience in the packaging industry. Both inside the office and outside, our highly trained professionals assist our customers in their search for the best packaging solutions, offering innovative solutions to the most intractable packaging problems.



# Flexible Film Packaging



For over 20 years our choice for dependable and durable semi-automatic shrink systems has been Belco. Whether you require a stand alone L-Bar, Tunnel or the STC combination system, Belco will provide a solid framework for productivity and profitability.



**Lantech.com** The whole world knows about Lantech Stretch Wrappers — and why not — Lantech invented stretch wrappers over 35 years ago. Soon you'll know Lantech Shrink Systems as well. Innovative, dependable and “Built Tough” — that's just Lantech.



“I've been working with Rick Flynn and Dave Brown of Brown Packaging for over 15 years dealing with items as small as development work on a cleavable tape to complete design and installation of a Robotic stretch wrapping station. The support I have received from Brown and their suppliers has been top notch. I can always count on quick efficient response for any concern I may have.”

SCHWEITZER MAUDUIT INT. INC  
Thomas Viner, Logistics Manager



A leading innovator in the shrink wrapping industry, Texwrap utilizes the latest

“Servo” technology to keep your wrapping system performing to exceed your expectations. The latest technological advances in a user friendly machine that is efficient and easy to maintain... that’s the Texwrap advantage.



**Supplies**

- Polyethylene shrink films
- Polyolefin shrink films
- PVC shrink films



Clockwise from top: John, Ralph, Brian and Bill.



## Our dedicated service team

comprised of qualified, skilled technicians. When you purchase a product from Brown Packaging you gain a relationship with a skilled service professional.



Shrink bundlers, shrink wrappers, tray wrappers, tray loaders and case packers. This versatile line of packaging equipment can be customized specific to your production rate, line layout, product handling and utility requirements.



*"Brown Packaging not only takes care of my packaging needs but they also have helped me in the past with locating resources and/or products they don't even sell. The salesman (john driscoll) goes above and beyond the call of duty and is always willing to go the extra mile when I'm in a situation that requires his expertise".*

TIMBAR PACKAGING & DISPLAY  
Vinny Irving, Fulfillment Operations Manager



**Packing Machinery**

With a product range of over 40 different models divided into flow wrap machines, and form, fill and seal machines, automatic feed systems, linear and multi-headed weighing machines; PFM is ready to take on the most demanding wrapping applications.



# Product Handling



When you need to count, stack, transfer or any of the other product handling techniques, Brown Packaging is your experienced resource. From simple conveyors to sophisticated systems, we will lower your cost and improve your efficiency.

Shuttleworth is recognized as the leader in product handling and conveyance. The “slip-torque” principle offers many advantages that our trained professionals can assist you with.



“I appreciate the relationship that Carris Reels has with Brown Packaging. This relationship has been long lived because of the great service and the wonderful attitude. Vince Gangone gives us timely updates on the products we purchase and, it is done face to face. (Which is becoming increasingly rare these days) Please accept my gratitude for a job well done.”

CARRIS REELS INC.  
John Lee, Purchasing Mgr.



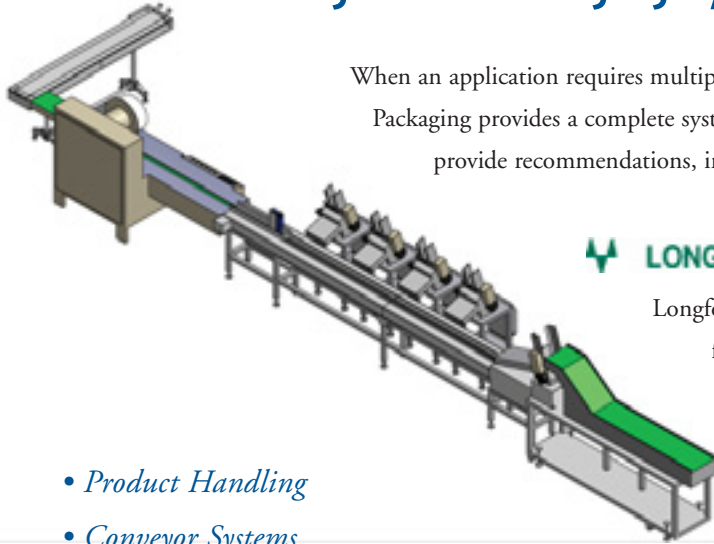
Yeaman provides advanced machinery technology for product handling and cartoning from simple hand cartoners to fully automatic systems.

“Working with Brown Pkg. makes my job easier. I know that when I place an order and they tell me that it will be delivered the next day, I can almost set my watch by when the driver will get here. Keep up the good work.”

CFM - STOVE GROUP Teresa Bradley, Junior Buyer



# Integrated Packaging Systems



When an application requires multiple multiple packaging machines, Brown Packaging provides a complete system. Our experienced packaging professionals provide recommendations, installation training and after sales support.

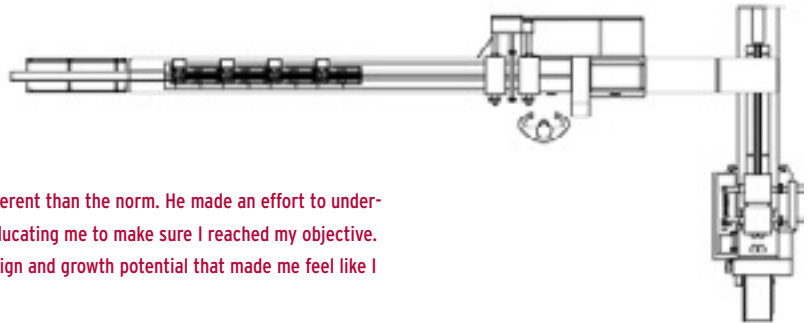


Longford International is a recognized leader in product feeding and counting this system incorporates five feeders and PFM Wrapper.

- *Product Handling*
- *Conveyor Systems*
- *Shrink Wrapper / Overwrappers*
- *Flow Wrappers*
- *Case or Tray Packing*
- *Palletizers and Stretch Wrappers*

"I've been working with Brown Packaging for almost 4 years now. When issues of packaging come up my first thought is "I wonder if Brown can help us?" The answer has always been YES! Thanks."

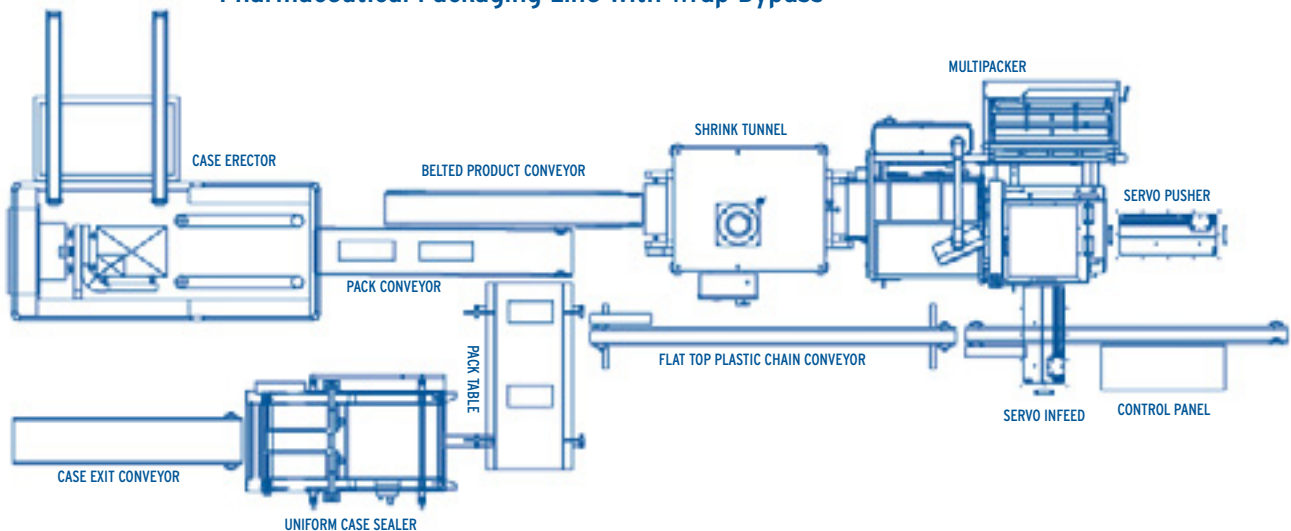
HUBBARDTON FORGE Dave Carr, Process Engineering Manager



My first interaction with Peter Maloni of Brown Packaging was different than the norm. He made an effort to understand what we were trying to accomplish and never stop trying/educating me to make sure I reached my objective. He has a rare quality in his sales style, his participation in the design and growth potential that made me feel like I had a valuable technical resource that I could count on anytime.

KX INDUSTRIES, L.P. Paul Hiltz, Director of Manufacturing

## Pharmaceutical Packaging Line with Wrap Bypass



*At the Sales Call:*

### **Sales and Technical Expertise**

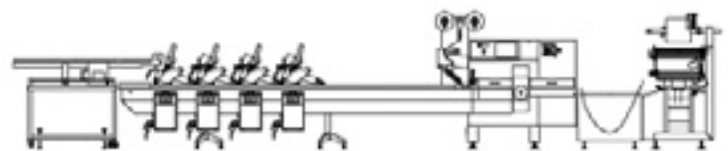
Our sales and technical staff know packaging machinery and products well. They are tops in their field and will provide excellent consultation and recommendations. But the technology of business has become highly-sophisticated and our customers' needs have become equally complicated. How well a new packaging machine will network with a customer's existing technology raises questions best answered by staff with engineering and technical expertise. We often send our technicians on site to answer customer questions about the smallest details of the equipment.



*After the Sale:*

### **Delivery, Installation and Training**

We supply all of the packaging materials used by the systems to provide peak performance and efficiency. Our technical staff install the machinery, ensuring compatibility up and down the packaging line as the new equipment is integrated into an existing operation and business. We train our customers on their new systems.



**Our Value Proposition** for Integration of Services: Customers benefit more by working with one company for sales guidance, packaging machinery and materials, installation, training, services and special needs. At Brown Packaging, integration of systems and services is what we do best. We like to call this the *"Total Package."*



## Our History

Fred Brown started Brown Packaging Inc. in 1963. The entire operation consisted of himself, one woman in the office, an employee to help out with the orders, and one truck. It was a different era – a time when sales calls consisted of traveling from business to business, knocking on doors to sell products and services and sealing the meeting with a handshake.

In the process, Brown Packaging Inc. developed a reputation for integrity, for knowledge of the business, and for making friends out of customers. When David Brown joined the company in 1973, he entered an industry that was rapidly transforming with the technology revolution.

Today Brown Packaging Inc. sells innovative packaging machinery and materials to companies throughout the Northeast. Along the way, David's workforce has grown exponentially. The pick-up truck has been replaced with a fleet of large trucks. A new building in Adams, MA has state-of-the-art technology, a handsome showroom and a sales and technical staff that is second to none.

But when a customer calls, the inside sales staff will personally answer the phone, and this is one facet of the business that will never be replaced by advancing technology. Like his father before him, David Brown understands that the heart and soul of any business rests entirely in the people working there and the individual, personalized service they deliver. His customers know they'll get the right answer quickly – and in person.

Over 40 years later, Brown Packaging Inc. is still grounded in the basic elements that distinguish the best businesses anywhere. We are committed to helping our customers succeed. And the knowledgeable employees in our company are still making friends out of customers all of these years later.







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**SERVING THE GREAT NORTHEAST!**