

WELCOME

© 2018 Dart Container Corporation

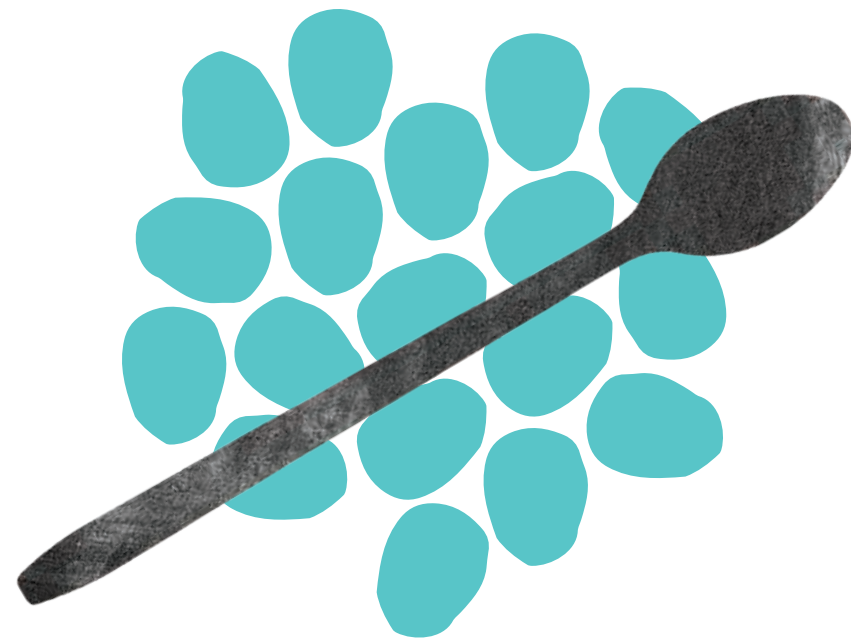


INTRODUCTION

- **Dart Container Overview**
- **Product Innovation**
- **Products / Brands**
- **Quality**
- **Sustainability**



WHY CHOOSE DART?



**Legacy &
Investment**



**Service &
Quality**



**Innovation &
Sustainability**

HISTORY

Dart Manufacturing Company started in 1937 in Mason, Michigan. It became Dart Container in 1960.





FROM THEN TO NOW

**Nearly 60 years
later, we are still
family owned and
headquartered in
Mason.**

DART TODAY



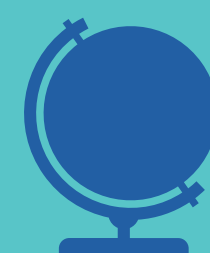
3,000 Products



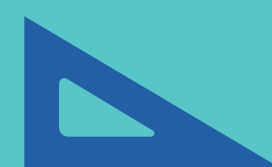
46 Locations



16,000 People



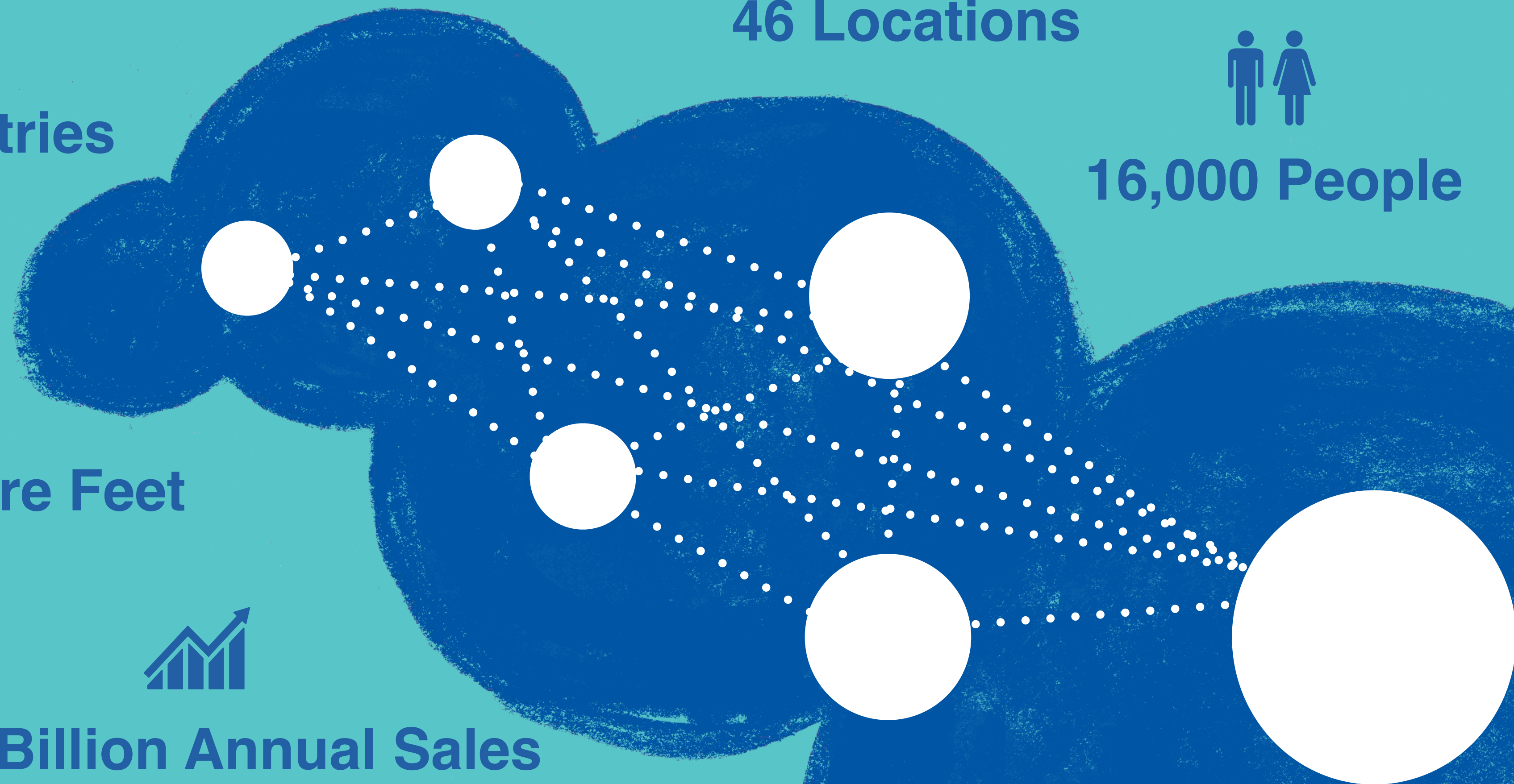
6 Countries



31 Million Square Feet



\$3 Billion Annual Sales





**Our Facilities
are positioned
throughout the
world to better
serve our
customers. See our
full list
on our website.**

DARTCONTAINER.COM

EXECUTIVE LEADERSHIP



BOB DART
CEO



JIM LAMMERS
President



Mike Lonsway
EVP-Engineering



Keith Clark
EVP-Manufacturing



Tom Jewell
EVP-Business
Development



Chris Waltz
EVP-Finance &
Chief Financial Officer



Bob Novak
EVP-Sales

OUR MISSION
**Dart sets the industry
standard of excellence
by safely and efficiently
providing high quality
food and beverage
packaging solutions and
exceptionally reliable
service to each and
every one of our
customers.**



SAFETY

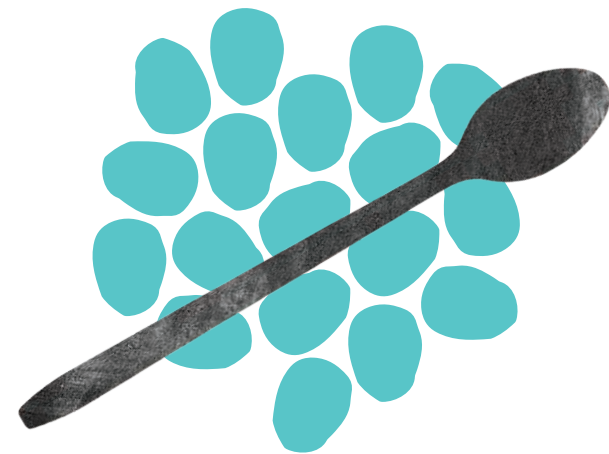
QUALITY

SERVICE

EFFICIENCY

COMPANY GOALS

Prior to creating our Strategic Plan, we incorporated feedback from a detailed customer survey with our vision to improve speed to market, strengthen our customer relationships, and to make it easier to do business with Dart.



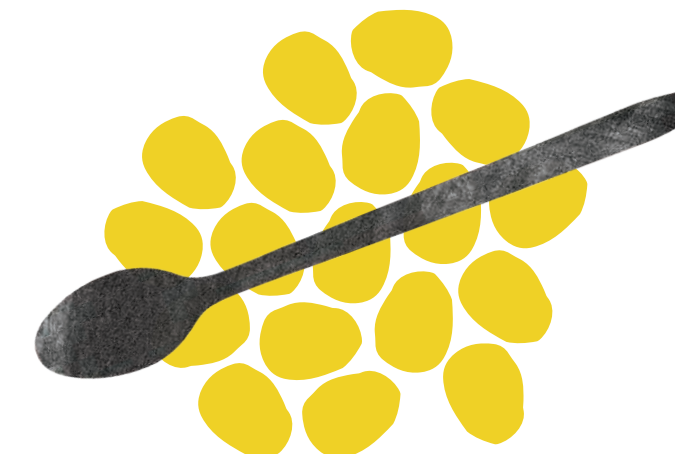
IMPROVE NEW
PRODUCT
DEVELOPMENT



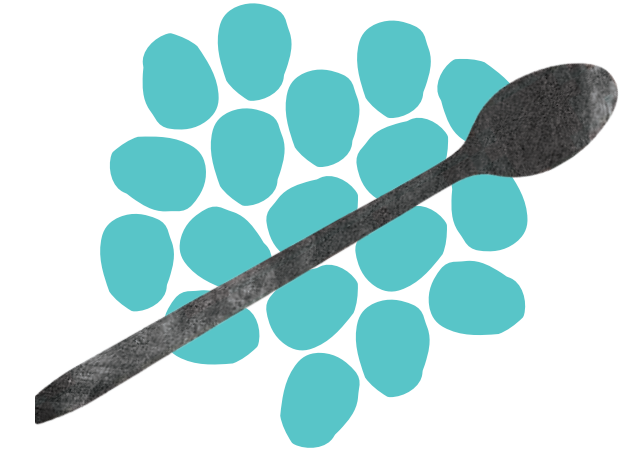
IMPROVE
CUSTOMER
RELATIONSHIPS



WORLDWIDE SOFTWARE
IMPLEMENTATION
& ROI

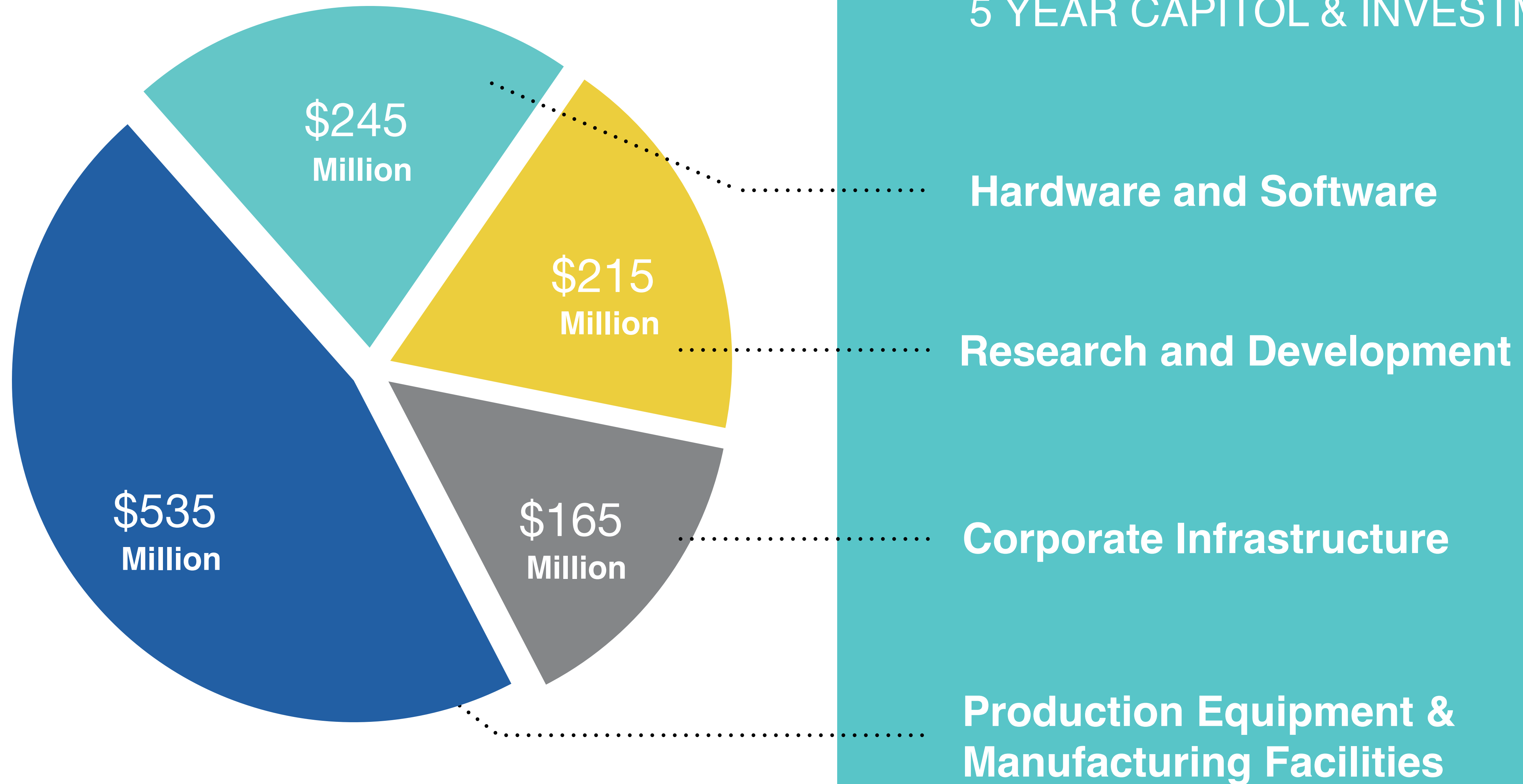


STRATEGICALLY
DEVELOP
OUR PEOPLE



IMPROVE
BUSINESS
EFFICIENCIES

5 YEAR CAPITOL & INVESTMENTS



VERTICAL INTEGRATION



FUNCTIONS

- Raw materials
- Machinery and tooling
- Flexible packaging
- Ink and printing supplies
- Custom graphics
- Transportation
- Recycling
- Direct sales force





EFFICIENT

FAST

MANAGED

QUALITY

CONTROLLED

KEY BENEFITS

- Increased efficiencies
- Faster speed to market
- Better supply chain management
- Tighter quality controls
- Higher product quality

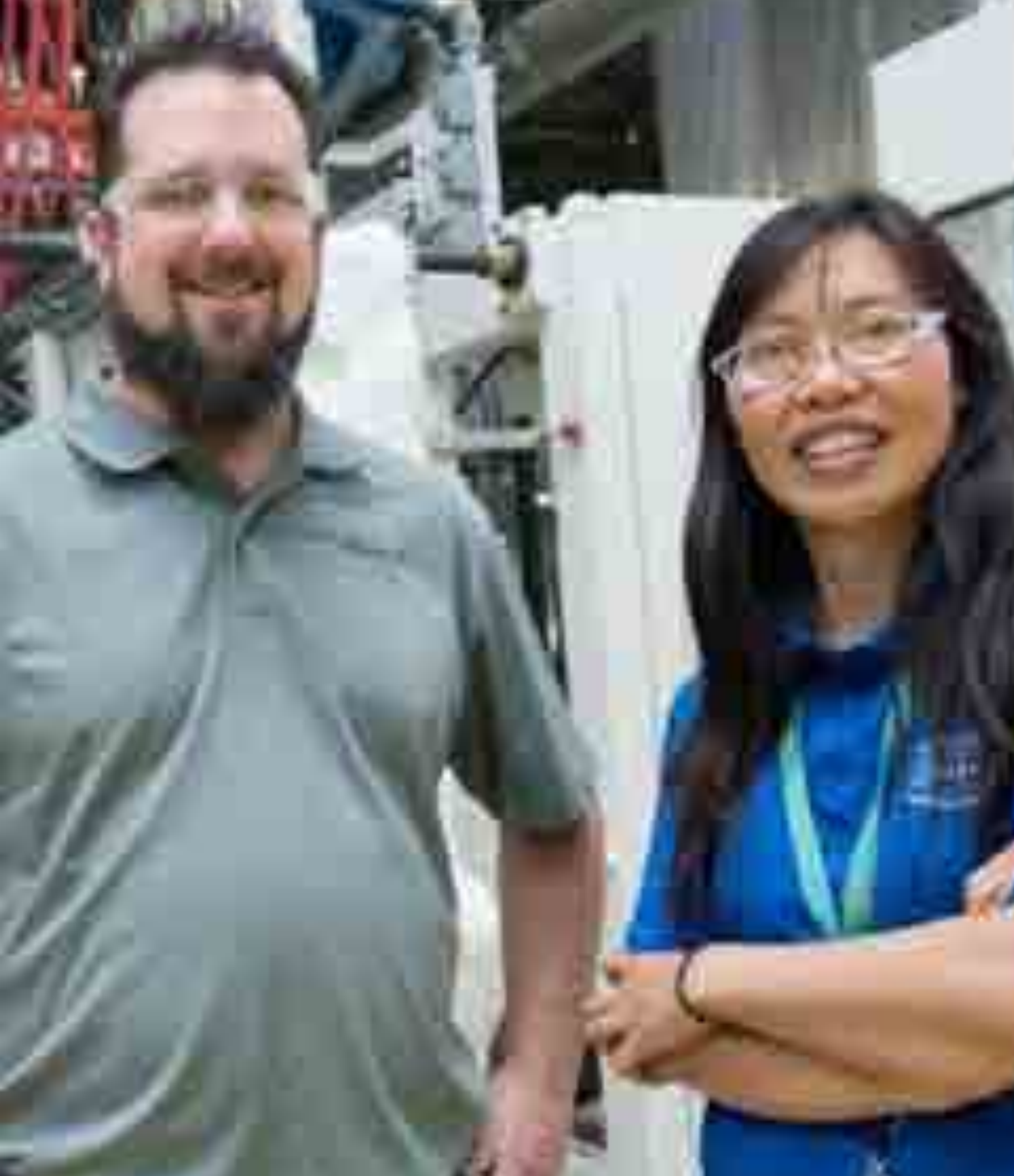
PRODUCT DEVELOPMENT & FRONT END INNOVATION





NEW PRODUCT DEVELOPMENT

**Proactive innovation,
Speed to market &
Consistent execution**



NPD: FOCUS ON PEOPLE

- **Dedicated innovation team**
- **Creative design**
- **Advanced manufacturing program**
- **Dedicated NPD teams**

NPD: FOCUS ON PROCESSES

- **Stage-Gate**
- **Front end innovation**
- **Portfolio & resource management**
- **Product lifecycle management**





NPD: FOCUS ON TOOLS

- Ideation Alley
- Idea management tools
- The Vertical (2019)
- Graphics & packaging software
- Advanced manufacturing
- Advanced labs

FRONT END INNOVATION

Customer driven
partnerships



A person is lying on their back on a lush green lawn. They are wearing blue denim jeans and white sneakers with red and blue stripes. Their right arm is extended, holding a white disposable coffee cup. The background shows a blurred view of a park with trees and a building. The text 'GLOBAL' is overlaid in large white letters across the person's arm, and 'SALES' is overlaid in large white letters across the bottom of the image.

GLOBAL
SALES

SALES LEADERSHIP



BOB NOVAK
EVP - Sales



Lowery Abel
VP Sales
Foodservice



Michael Bradley
VP Sales
National Accounts

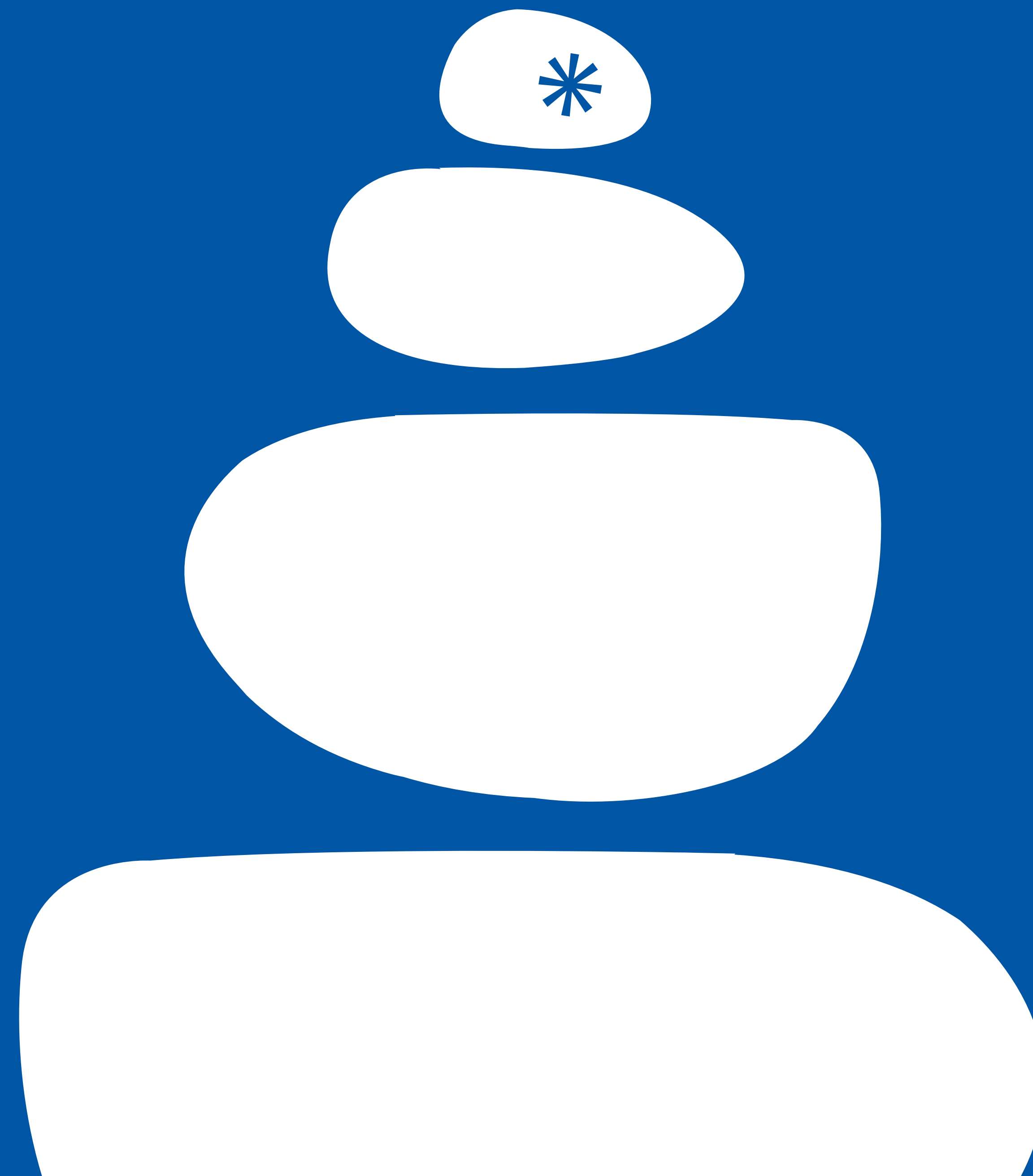


Kevin Myers
VP Sales
Consumer Products



Cal Cary
VP Sales
International Accounts

PRODUCT PORTFOLIO



CONSUMER, FOODSERVICE &
NATIONAL ACCOUNT PRODUCTS

**135 years of
combined experience
with a broad portfolio
makes Dart the
biggest name in the
industry.**



CONSUMER, FOODSERVICE & NATIONAL ACCOUNT PRODUCTS

- **Cups & lids**
- **Hinged containers**
- **Two-piece containers**
- **Plates & bowls**
- **Portion containers**
- **Cutlery**
- **Straws and stirrers**





PET, rPET



PP



PS



PLA



Paper



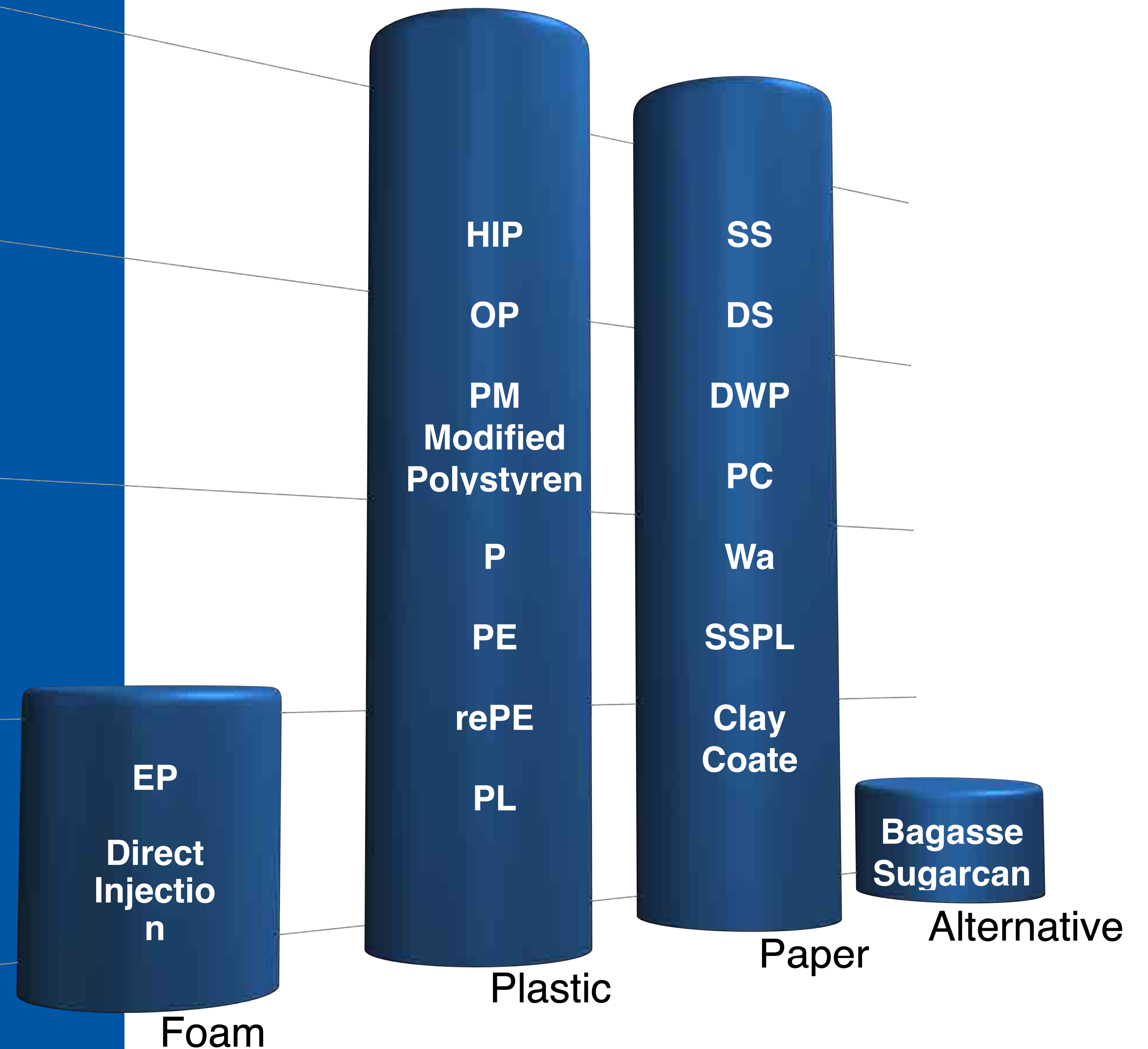
Sugarcane

OUR MATERIALS AND PROCESSES

- **Steam Chest Molding**
- **Injection Molding**
- **Paper Forming**
- **Extrusion**
- **Thermoforming**
- **Film Blow Molding**

PRODUCT SUBSTRATES

17 Unique Materials



QUALITY





CORPORATE QUALITY ASSURANCE

- Corporate Q&A oversight to ensure consistent quality and testing from plant to plant
- Internal, third-party & customer audits
- Majority of plants BRC certified – more through 2018
- Less than 1 customer report per 100 million unity produced



TESTING QUALIFICATION

- Leaks and stress cracks
- Heat retention
- Strength and rigidity
- Seal integrity
- Clarity
- Reaction to changes in humidity, temperature, etc.

BRC CERTIFICATION

Through the years we have continued to strengthen the quality of our plant operations as recognized by the certification of our plants by the BRC (British Retail Consortium).



SUSTAINABILITY



ENVIRONMENTAL STEWARDSHIP

- **Develop new sustainable materials & processes**
- **Reduce raw material consumption and emissions**
- **Reduce carbon footprint**
- **Promote environmental efforts**



ENVIRONMENTAL PRACTICES

- **Recover heat from processes to warm our buildings**

- **Wastewater reduction programs**

- **Use landfill gas to create power for our largest plant**

- **Robust recycling programs at all locations**

- **LED light re-lamping programs**

- **Pentane recapture systems**





ECO-FORWARD PRODUCTS

- **Sustainable Forestry Initiative®
Chain of Custody certification**
- **300+ Bare® by Solo® products**
 - Renewable material;
sugarcane and PLA
 - Recycled content; PCF, rPET
 - Compostable

ENVIRONMENTAL PROGRAMS

**Award-winning
industry leader in
creating and
promoting recycling
opportunities.**





EXPAND
PROGRAMS

CURBSIDE RECYCLING
Dart helped develop a
new state-of-the-art
facility in Indianapolis
to recycle post-
consumer foam and
solid polystyrene, while
advocating for
community foam and
solid PS curbside
programs.



ENVIRONMENTAL PARTNERS

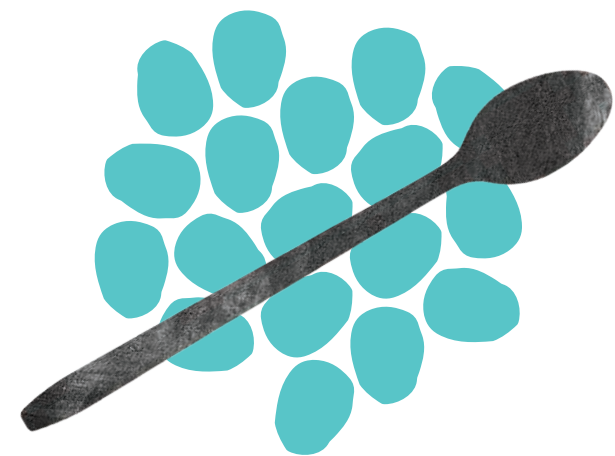
We maintain active memberships in numerous trade and industry associations worldwide that share our commitment to smart sustainability.



16 ENVIRONMENTAL AWARDS



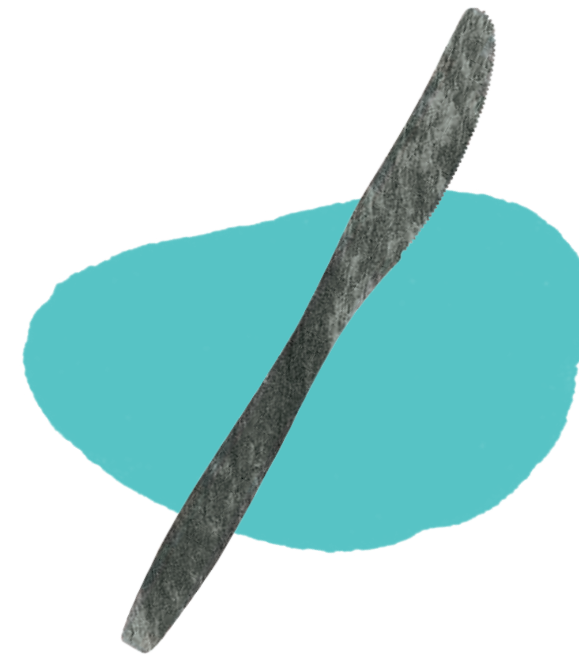
We have been recognized for our environmental stewardship over the years by numerous organizations.



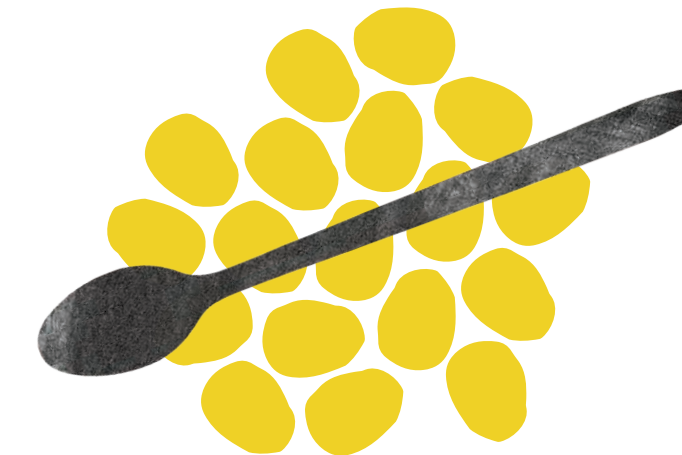
Leadership in
Sustainability



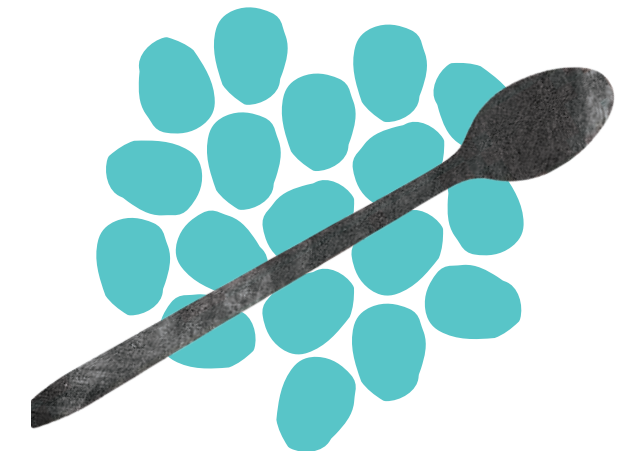
Increasing Access
Award



Waste Reduction
Award



Excellence in EPS
Recycling Award



Waste Reduction
Program Award

WHY CHOOSE DART? FURTHER TOGETHER

- **Legacy**
- **Investment**
- **Innovation**
- **Service**
- **Quality**
- **Sustainability**



**WRAP UP
THANK YOU**

