

FOR IMMEDIATE RELEASE

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Scott Burnett and Thomas Kobrak bolster Baldwin's realigned, customer-centric Americas sales teams

Sales professionals to provide customers with single regional point of contact for all products



Scott Burnett is now serving as Baldwin's Regional Sales Manager for the west-central region.

ST. LOUIS — Feb. 16, 2022 — Baldwin Technology Company Inc. is pleased to announce that sales professionals Scott Burnett and Thomas Kobrak have joined the organization. Baldwin recently realigned its sales teams to provide a single regional point of contact for printing and packaging industry customers, optimizing service and simplifying access to the company's [process-improvement and consumables technologies](#), as well as access to technical experts.

Burnett is now serving as Baldwin's Regional Sales Manager for the west-central region. He is responsible for driving sales growth with print and packaging customers in Iowa, Minnesota, Montana, Nebraska, North Dakota, South Dakota and Wyoming. His experience within the industry and the knowledge he gained from previously being a Baldwin customer at Cedar Graphics in Iowa uniquely position him to understand customers' needs and share the value of Baldwin's products.

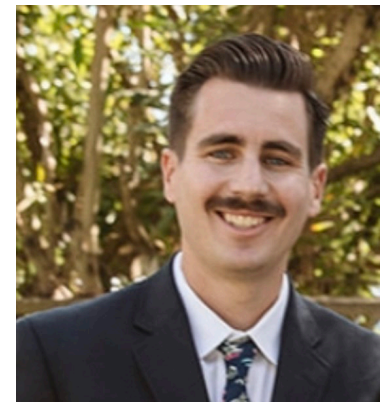
"I am eager to build relationships with customers by articulating appropriate technology to enhance their throughput, efficiency and quality," Burnett said. "By understanding clients' needs and improvement goals, and partnering with them via Baldwin's offerings, I will help them grow their businesses."

In addition, Kobrak is now serving as Baldwin's Regional Sales Manager for the West Coast region. He is responsible for driving sales growth with print and packaging customers in Alaska, Arizona, California, Idaho, Nevada, Oregon, Utah, Washington and western Canada. Most recently, he was a sales representative for global film manufacturer Multi-Plastics.

"I look forward to contributing to the success of the Baldwin team," Kobrak said. "I'm excited to build on my existing relationships within the print and packaging industries, and thrilled by the opportunity to serve new customers throughout my territory. I can't wait to work with them and add value to their businesses by helping them exceed production goals via the Baldwin portfolio of products."

Baldwin offers the broadest range of industry-leading process-improvement technology for the printing and packaging industries—including cleaning, drying and spray automation systems; 100 percent defect-detection; register- and color-control solutions; LED, UV and IR systems; and corona surface treatment and rotary spray solutions. Baldwin's revolutionary Industry 4.0 platform, AMP IoT (Internet of Things), quickly connects the data from machines, accessories, management information systems and workflows to obtain a holistic view of production and overall equipment effectiveness, regardless of make, model or vintage of the assets.

Baldwin's prior sales structure was built around its product lines. With the October 2021 realignment, the sales leaders for the Americas cover smaller regional geographies, and regional teams have access to the full Baldwin portfolio of equipment, consumables and service products. In addition to having one regional point of contact, Baldwin customers benefit from an expert U.S.-based service and support team, and aftermarket, consumables and upgrade programs. Craig Black leads Baldwin's restructured sales teams as Vice President of Sales, Americas.



Thomas Kobrak is now serving as Baldwin's Regional Sales Manager for the West Coast region.

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Said Black: "Through the organizational changes we made in October, our team is able to spend more time with our customers, better understand their changing needs and share our solutions, as we help provide value across their entire production process."

ABOUT BALDWIN TECHNOLOGY COMPANY INC.

Baldwin Technology Company Inc. is a leading global manufacturer and supplier of innovative process-automation equipment, parts, service and consumables for the printing, packaging, textile, plastic film extrusion and corrugated industries. As a total solutions provider, Baldwin offers our customers a broad range of market-leading technologies, with a focus on improving the economic and environmental efficiency of production processes. Through a global footprint of 21 company-owned locations and an extensive network of partners, our customers are supported globally, regionally and locally by dedicated sales and service team members who add value by forming long-term relationships. Baldwin is privately owned by BW Forsyth Partners, a Barry-Wehmiller company. For more, visit baldwintech.com.

ABOUT BW FORSYTH PARTNERS

BW Forsyth Partners is the investment arm of multibillion-dollar global manufacturing and engineering consulting firm Barry-Wehmiller. Established in 2009, BW Forsyth Partners blends Barry-Wehmiller's unparalleled legacy of value creation and people-centric culture development with keen investing experience to help companies realize their true potential. With a focus limited to areas known well, BW Forsyth Partners seeks to partner with leadership teams to acquire small- to middle-market companies in the capital and component equipment, and professional services sectors. In each of our operating companies, BW Forsyth Partners deploys operational improvements and strategy development without compromising the autonomy, strategic vision and entrepreneurial spirit of their leadership teams. For more information, visit bwforsyth.com.