

SUMMIT CONTAINER CORP.

Since ICCC on track for **236%**
revenue growth

Adam Walker, Super Bowl champion, is committed to winning and empowering his team to be the best. Mentored by the owner of the San Francisco 49ers, Walker has shaped his company into a smooth-running juggernaut that deals with some of the largest consumer brands in the world. Since focusing on specialized packaging in 2012, Summit Container has grown rapidly through acquisitions. Walker knows that the more education he has, and the more people he knows, the better he can manage the business through this growth. Through ICCC, he improved his ability to model an acquisition and talk with the “money guys.” He ensured that he was always speaking to the right people and used his time with the program to make sure he had the right connections, and was structuring his business the right way to win. Leaving ICCC, Walker knew he had made the best choices to set up Summit to win.



Focusing on his numbers, Walker has increased his product mix and diversified Summit’s customer base to help drive growth for the company. Summit is projecting a doubling of revenue for 2016, and Walker now looks to gain intellectual capital with their growth plan, and to continue to integrate acquisitions. From annual trainings to coops for his alma mater, Walker has built a culture where his team is given everything they need to keep Summit at the top. Learning from his previous experiences and knowing that you need to put

in the work to win, he has attracted and retained the right team to keep improving Summit as they continue to integrate further acquisitions. Walker provides the leadership needed to run a successful team, and has constantly improved his business knowledge, from being an intern during his NFL days all the way to being CEO of Summit. For his dedication to excellence and continued growth, Walker received the National MBDA Manufacturer of the Year award in October.

“As I grow my company, I’ve learned the importance of knowing more people and continuing my education because it makes me a sharper leader.”



ICIC

Initiative for a Competitive Inner City