



Western Alliance Bank™  
Alliance Association Bank  
Alliance Bank of Arizona  
Bank of Nevada  
Bridge Bank  
First Independent Bank  
Torrey Pines Bank

Divisions of Western Alliance Bank. Member FDIC.

## CLIENT STORY

**Company:**

Berkley International

**Industry:**

Manufacturing

# Banking Outside the Box for Berkley International

At Berkley International, “Think Global, Act Local” applies to more than the company’s burgeoning manufacturing business. It also applies to its bank – Western Alliance’s Torrey Pines Bank, around the corner from Chief Executive Officer Jeff Berkley’s home in Beverly Hills.

Based in Southern California near the country’s two busiest ports, Berkley International makes environmentally friendly, molded fiber packaging that protects everything from wine to electronics. This dynamic business ranked #1 manufacturer in America on the Inc. 5000 list in 2016, the same year it was named fastest-growing L.A. company by the Los Angeles Business Journal. Berkley International also has operations in Napa Valley, Bentonville, and Suzhou near Shanghai.

Early on, the bank stepped up with a line of credit and funded the company’s first piece of equipment. Now the relationship centers on servicing complex business and personal accounts. Says Berkley: “This bank understands manufacturers. They also understand things change quickly in a manufacturing environment. And they’re highly supportive in helping us grow.”

### WHAT OUR CLIENTS SAY



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**Jeff Berkley, Chief Executive Officer**  
Berkley International