



How to Enter a New World of Packaging

Scholle is accustomed to supplanting different packaging formats. We listen to industry leaders share their frustrations with their standard package and work hard to offer better alternatives through emphasis and execution of a total-solutions strategy.

■ Film, Bag and Fitment Selection

We work closely with customers to understand packaging needs and provide an array of film structures and fitment options that maximize package performance and product integrity.

■ Box Design and Referral

Intimate involvement in box design and referral is given to customers to ensure a robust and complete package for both end-users and product manufacturers.

■ Filling and Dispensing Method

Scholle custom designs, builds and installs new filling and dispensing equipment for smooth transition and integration into our customer's current process. Technical staff offers on-going troubleshooting and support to resolve any customer issues with bags, fillers or spouts.

■ Business Consultation

Customer proposals are provided and based on a full situational and financial analysis to maximize cost effectiveness and minimize risk in transitioning into bag-in-box.

■ Communications Support

We create and disseminate educational material to help customers launch their new packaging/product line.

The Result

By following a total-solutions strategy in on-going business efforts, Scholle is able to understand the needs of individual customers and create customized solutions. The results:

- Significant cost savings
- Environmental compliance
- Product line diversification
- Packaging differentiation
- Improved brand recognition
- Improved margins and profitability
- Global expansion
- End-user satisfaction

Scholle can help you transition from the cumbersome bottle of yesterday into the powerful new package of today...Bag-In-Box.

SCHOLLE PACKAGING

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Innovative Packaging That's Changing the Shape of Wine

The popularity of bag-in-box wine has spread worldwide. Offering unparalleled convenience and value, bag-in-box has become the fastest growing segment of the wine industry in many parts of the world. Modern wine drinkers are shifting their perception from having wine on special occasions to an everyday meal addition. With this shift in consumer thinking, the need for a package to maintain freshness of wine over weeks, rather than a few days, is changing the way wineries package their product.

Wine-by-the-glass programs in restaurants and cafes offer wineries an opportunity to expose consumers to popular retail wines while creating brand loyalty and increased market share. Scholle offers both standard retail sizes (1.5L, 3L, 4L, 5L), or the more-common commercial sizes (10L, 16L, 20L), with little change to the refilling procedures users are accustomed to.

Whatever the need is in packaging and shipping wine products, Scholle packaging has an answer to today's bottles; which are bulky, made of heavy and expensive glass and space and storage inefficient. By listening to our customers, we innovate and offer new packaging choices specific to the wine industry that maximize value to end-users while simultaneously helping our customers become more productive and profitable.

Our Mission

Our mission is to provide safe, efficient, convenient and functional packaging solutions through continuous innovation, cost-effective manufacturing and sustained industry dedication.



Our Value Proposition

Our value proposition to the wine industry is to provide efficient, easy-to-use, easy-to-store and easy-to-dispose-of high-performance liquid and bulk packaging solutions designed to minimize user risk and environmental damage while maximizing cost savings and innovative package design.

An Evolution in Packaging

Glass bottles have been the product of choice in packaging wine for hundreds of years. Time and technology, however, have evolved and a new era for packaging wine has arrived.

Scholle package design specifically addresses the shortcomings and frustrations commonly experienced with glass bottles:

Package

- Difficult to handle
- Costly to ship and store
- Wasted warehouse space
- Hassle to dispose of or recycle
- Glass is fragile and can crack

Dispensing

- Glugging
- Splashing
- Difficult to uncork
- Tainted wine from bad cork
- Short product life after opening



Our packaging provides inherent value in the total packaging system for the manufacturing, processing, shipping, storing and usage of wine products. We focus on each step in the distribution process to ensure that product waste and operator exposure is minimized. An easy-to-use package that also disposes in an environmentally-acceptable manner after use is also a top priority.

The benefits delivered to our customers and the end-users are possible through a targeted focus on packaging and supply chain needs and considerations that include:

- Packaging material cost
- Several film and dispensing options: create a package that's right for your brand and its consumers
- Storage space: perfect fit for the refrigerator or pantry
- Easy and smooth product dispensing
- Convenience features: easy to dispense without need for corkscrews
- Excellent product shelf life: wine lasts weeks longer after opening vs. bottles
- Adaptable to active lifestyles: perfect for boating, the beach, picnics and sporting events

Building a Consumer-Friendly Package

Flextainer, a Scholle Company, has been the leading supplier of handles and handle-inserting equipment to the European wine industry for 15 years. Plastic handles enhance the look and image as well as the performance of wine boxes, and are now preferred in many regions.

- Convenient: Carriers expedite handling throughout the retail operation and by the consumer
- Consumer-Friendly: Smooth texture of LDPE provides the user-friendly, comfortable carrier
- Value for Money: One of the most cost-effective handles available
- Attractive: Customizable colors available to match your box design
- Ideal for Export: Satisfies market preference for handles in the U.K. and Scandinavia



Everybody Wins with the Scholle Package

Manufacturer/Distributor

- Cost savings
- Easy to fill and store
- Package design flexibility
- Painless to handle
- Efficient to transport

End-User

- Superior performance
- Easily opened and stored
- Lightweight for handling
- Extended life of "opened" wine vs. glass bottles

Environment

- Complete reduction in use of glass and cork
- Environmentally acceptable
- Entire package is easily recycled
- Less landfill contribution