




TRICORBRAUN

WinePak®

Partnering With WinePak

STRATEGIC PLANNING AND LOOKING AHEAD

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PARTNERING WITH WINEPAK

Strategic Planning and Looking Ahead

In March 2021, one large California bottler's supply chain failed them—potentially leaving them without glass for bottling. At that critical time, they turned to **TricorBraun WinePak** for help. Within days, we were able to locate and ship them 250,000 cases to keep their bottling lines moving.

As the wine industry continues to evolve, it's important to choose a packaging partner with sophisticated forecasting, deep industry know-how, and a global reach. At TricorBraun WinePak, we have been able to help our customers while others are scrambling for supplies because we plan ahead. In this particular case, in addition to tapping into our strong relationships with domestic suppliers to secure inventory, we had a large selection of quality glass in our warehouses. Our relationships with freight companies also meant that we could put the cases onto trucks almost immediately.

At WinePak, We're Always Preparing for What's Next to Give Your Team Peace of Mind.



Strategic Foresight Keeps Us One Step Ahead

Our sophisticated forecasting and long-term outlook enable us to make strategic business moves to benefit our customers.

We know it's been a volatile few years. From tariffs to trade disruptions, a global pandemic, to supply chain challenges and historical inflation rates, it's been a rough time to run a business. Through it all, we've been working hard to make sure our customers are taken care of with the packaging they need. Our commitment means that we sweat the details, so you don't have to.

As The Industry Continues to Evolve, We're Evolving With You

We're constantly adjusting to the changing needs of our customers. In doing so, we have moved quickly to expand our repacking capability. We've invested in our own state-of-the-art equipment and forged relationships with repacking partners across all regions. This means we can take a potentially time-consuming and labor-intensive headache for our customers and turn it into a quick and efficient process that keeps your shipments on schedule.



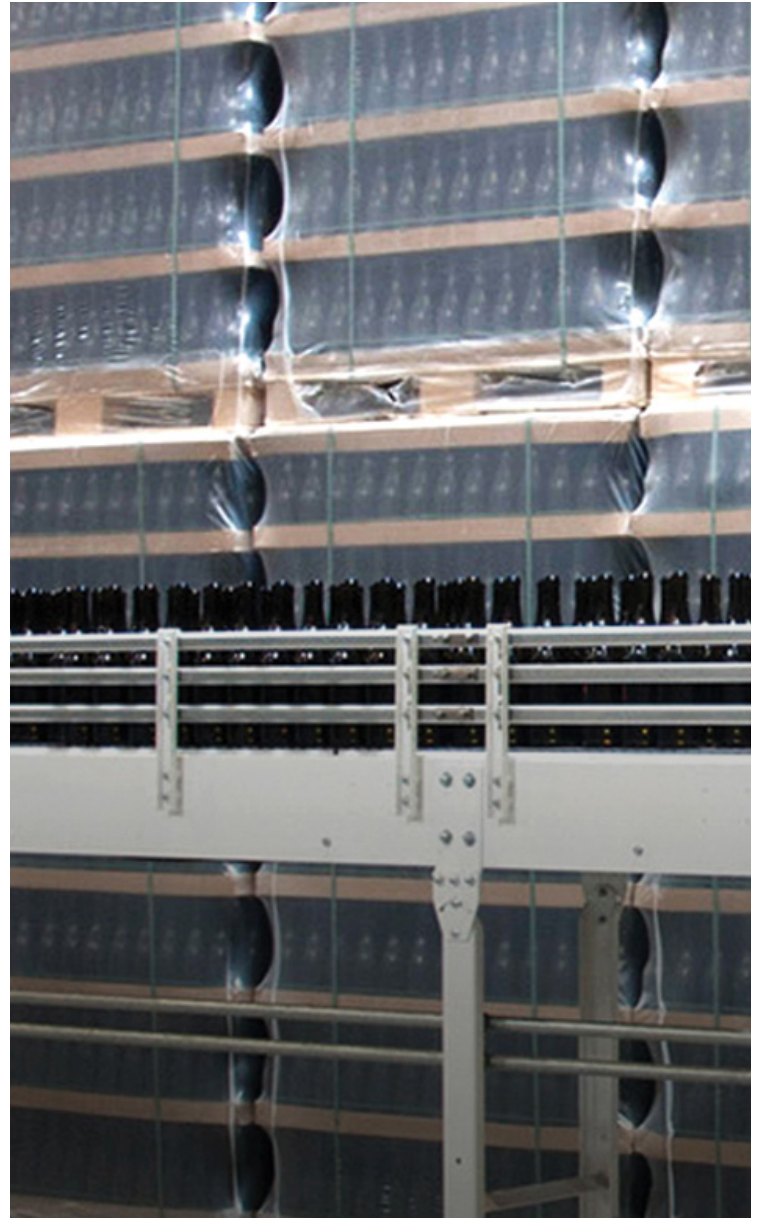
A Global Footprint—and an Agile Approach

At WinePak, we source from a network of suppliers around the world. We've forged relationships with Gallo and other major North American glass suppliers—and we are the exclusive West Coast distributor for Ardagh. Our strong global partnerships with wine bottle manufacturers allow us to offer our customers high-quality glass, while ensuring multiple options and a reliable supply.

In addition to building a global network of suppliers, we've invested in building robust in-house supply so that we always have a selection of the most popular stock bottles on hand and ready to ship where and when you need them.

We also offer more available warehouse space than anyone else in the industry. By early 2023, we will have approximately 550,000 square feet of warehousing space across California, Texas, the Pacific Northwest, and British Columbia.

Our global footprint also allows for mold duplication of common molds. This just adds to our agile approach, offering us the flexibility to pivot as needed and keep you supplied.



Ensuring Quality One Bottle at a Time

We have robust domestic and global quality programs and an approach to quality that is second to none. The result: thorough and meticulous inspections of your glass, ensuring that your bottles arrive ready to fill with exceptional wine. We even have a 5-person inspection team onsite at our Chinese vendor to identify and correct any deviations immediately—not after your shipment arrives on US shores. Closer to home, you can often find WinePak’s director of quality control visiting customers’ businesses to troubleshoot problems and putting his technical expertise to use.

We’ve also invested in an in-house quality assurance lab. Our team of quality experts measures bottle heights and capacities, performs breakage analyses, and runs sophisticated tests to ensure that your bottles are free from heavy metals and other contaminants. Our quality team also performs incoming inspections on both glass and fiber prior to repacking.



Customer Service You Can Count On

At WinePak, our Packaging Consultants and Account Coordinators know the wine industry and provide every customer with dedicated support. We do everything we can to have your back because we strive to build long-term relationships with our customers. When you partner with us, you don't just get one person selling you bottles for your wine. You get a team that strives to understand both packaging and all the nuances of the wine industry, both short term and long term.

“During the most recent supply chain issues worldwide WinePak was able to help me navigate the complexities and come out the other end all while keeping me up to date on anything that might affect my supply of glass bottles.”

— Bailey Williamson, Winemaker,
Blue Grouse Estate Winery & Vineyards





TRICORBRAUN

WinePak®

Dedicated teams located in the regions we serve:

B.C. | CA | OR | TX | WA

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