

KEEPING IT LOCAL & MAKING IT GREENER

Several years ago Vinpac approached leading Barossa winery Torbreck about manufacturing its proprietary bottles locally, at the Gawler Amcor Glass plant (a local option never before available). Torbreck's commercial manager Paul Breen said the opportunity allowed the winery to achieve several of its purchasing goals including to buy local; to reduce its carbon footprint through redesign; and to put all its wine in proprietary glass at an affordable price.

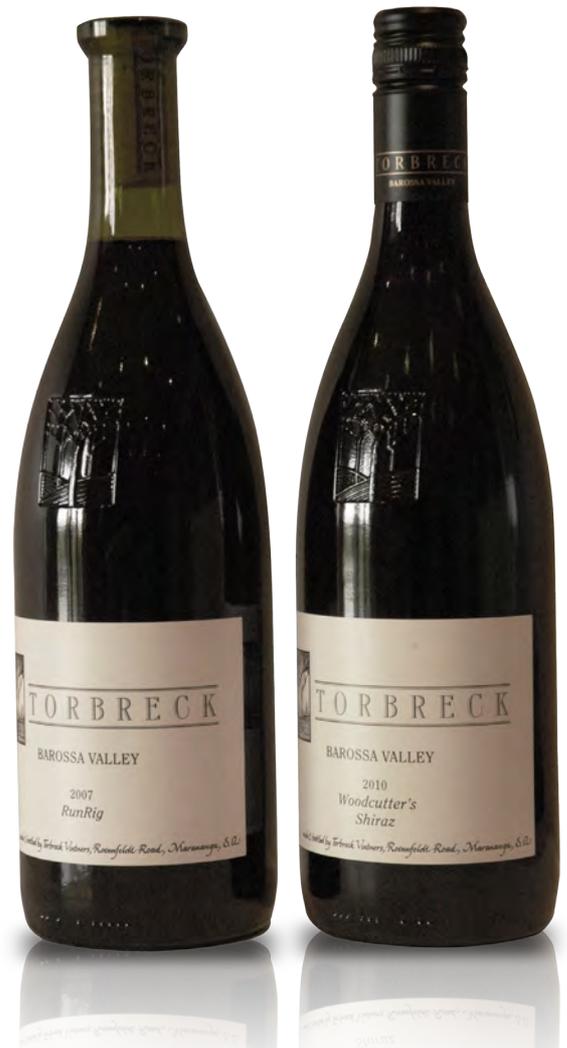
"So after a lengthy development period we have finally commenced production of our newly designed, lighter weight bottles, with both cork mouth and screwcap," Paul said.

"Buying local is an important part of our philosophy to support local industry, which in turn creates employment for local families. As a signatory to the National Packaging Covenant it is important for us to look at all aspects of our packaging and the associated environmental impacts. Our new bottles are 18% lighter and there are also savings with transport, with cartage distances going from about 20,000km to just 20km – something we are proud of.

"Brand integrity is essential in today's marketplace and is something our owner Dave Powell has garnered over the years with consistently good wines; what better way to present our portfolio of wine than in our Torbreck branded bottles?"

www.vinpac.com.au

www.torbreck.com



Somfy buys into Pellenc

Pellenc Australia, along with its parent company Pellenc s.a. (France) has announce a positive new phase in the Pellenc Group's development.

With Roger Pellenc having reached the age of 67 and with no direct successor, the company has been seeking a suitable investor to continue the development of the group which has been constant since the company was established in 1975. In seeking an investor, a key factor has been finding a company which shares the values and philosophies of the Pellenc group.

A two-stage agreement has been signed with Somfy Participations, a French family-owned business which has been successful both in France and internationally. The Somfy group has two arms – Somfy Activites, which is its core business and a second arm –

Somfy Participations – which focuses on investing in companies outside the group's core business. It is with this investment arm that the agreement with Pellenc has been reached.

The values and vision of the Somfy Participations group are closely aligned to those of the Pellenc group and their experience in the global marketplace will reinforce Pellenc's skills.

The signing of an in-principle agreement took place late last month and the definitive agreement will be signed on November 28.

The first part of the agreement involves an initial acquisition of 47.5% of the shares. The second part of the agreement involves the acquisition of the remaining shares by Somfy Participations before 2015.

During the transition period (2012-2015), Roger Pellenc will remain the

majority shareholder and the chairman of the board. With Somfy and Pellenc wanting to ensure smooth transition, the future CEO (who will take over functions in 2015) will be integrated into the Pellenc Group during this period to perfect his knowledge of the company and the 'Pellenc spirit'.

Pellenc Australia's managing director, Louise Fraser, said it was an excellent outcome for the group. "We are very pleased that Roger Pellenc has been able to reach an agreement with a company which shares the spirit of Pellenc, which values passion, innovation, total customer satisfaction and an implication of all staff in the business," Louise said. "We are confident that this new arrangement will allow us to continue our tradition of research and development, excellent customer service and commitment to the industries in which we work."