

OUR MISSION IS
TO PACKAGE
CUSTOMERS
DREAMS





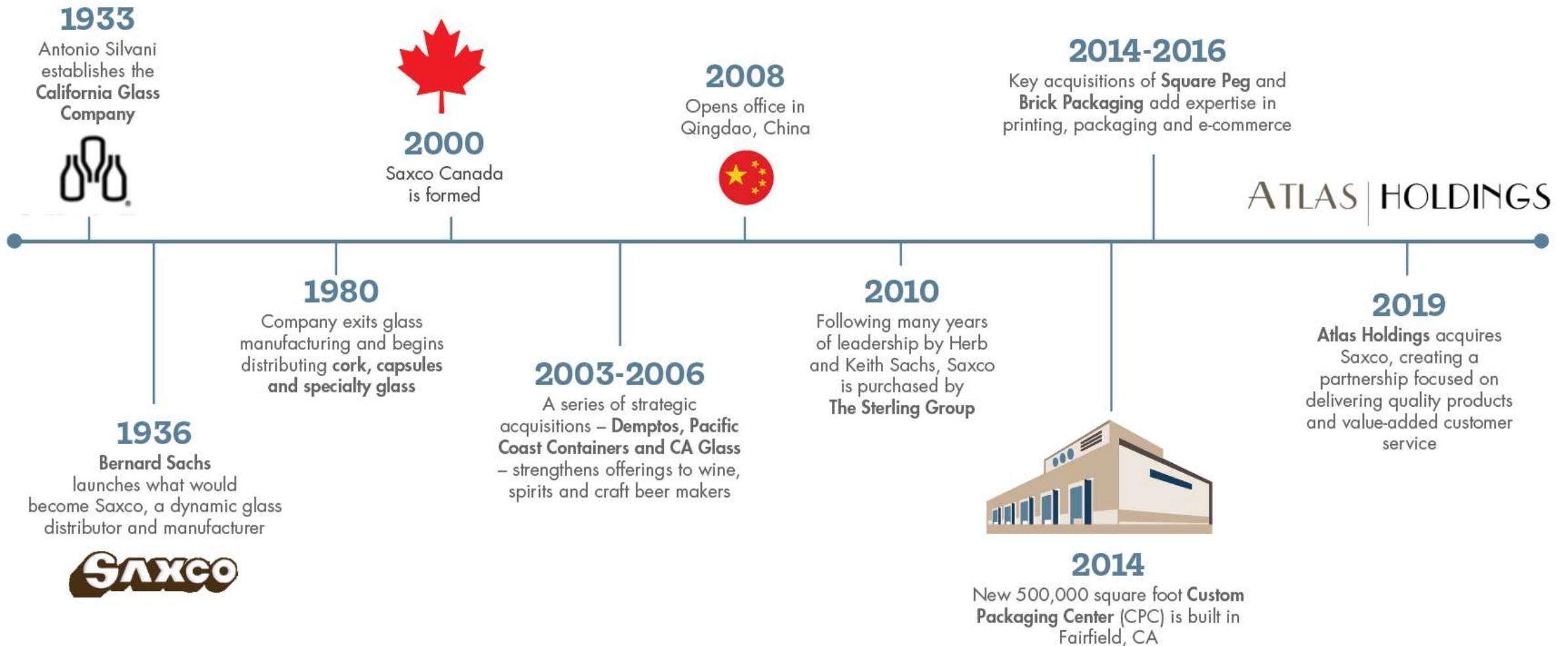
We seek opportunities to partner with like-minded producers of wine, spirits, beer, food and beverages so together we can maximize the effectiveness of the packaging system for your particular marketplace.

A ROADMAP TO PACKAGING YOUR DREAMS

For over 80 years, Saxco has provided the leading wine, spirits, beer, food and beverage companies with a suite of packaging, products and valued-added services that enable you to focus your time and energy on your passion – crafting a truly unique product experience for your customers.

1. History, Vision, Culture
2. Company Profile
3. Product Offerings
4. Manufacturing Partners
5. Wine Packaging Expertise
6. Value-Added Services
 - Customer Service
 - Quality Control
 - Operations
 - Supply Chain
 - Transportation
 - Shared Risk Management
 - Package Design Center
 - New Product Development
 - Pre and Post Sale Services
7. The Saxco Advantage

A LEGACY OF DELIVERING PACKAGING SOLUTIONS



ATLAS BUILDS HIGH-PERFORMANCE ORGANIZATIONS

Founded in 2002, Atlas and its affiliates own and operate a diversified group of manufacturing and distribution businesses around the world.



AUTOMOTIVE



BUILDING MATERIALS



BUSINESS AND INDUSTRIAL SERVICES



BUSINESS SOLUTIONS



ENGINEERED PRODUCTS



FOOD AND BEVERAGE



METALS



PACKAGING



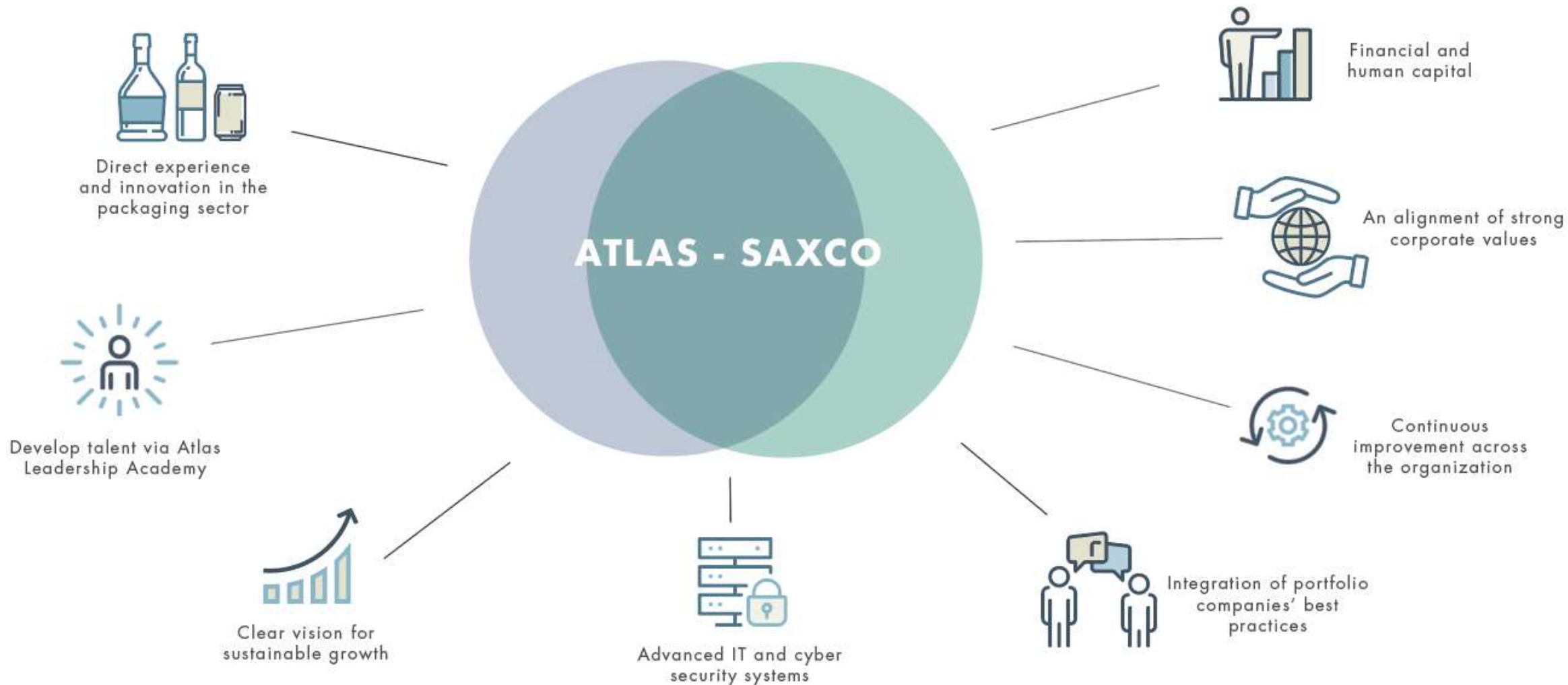
POWER GENERATION



PULP AND PAPER

THE ATLAS-SAXCO PARTNERSHIP ENHANCES OUR VALUE PROPOSITION

As a member of the Atlas family of companies, Saxco is better able to meet customer needs and expectations.



SAXCO IS DRIVEN TO HELP OUR CUSTOMERS EXCEL



OUR VISION

To be the premier packaging and service provider, known for innovation, operational excellence and customer focus

OUR PURPOSE

Helping our customers, through packaging, turn their passion into a marketplace success



"For generations, Saxco has provided our customers and suppliers with a valuable and differentiated distribution model. Our goal is to build upon that record and focus daily on delivering superior service to our customers in the wine, spirits, beer and food markets."

JB Berry
Chief Executive Officer, Saxco

A CULTURE BUILT ON HIGH STANDARDS

Our corporate values define who we are, guide how we operate and measure our everyday actions, behaviors and decisions.

CUSTOMER FOCUSED

We listen, learn, understand and follow-up.

TEAMWORK AND COLLABORATION

Together, we're positive, proactive, dependable and committed.

INTEGRITY

Each member of our team is truthful, accountable, genuine and transparent.

INNOVATION

We are inspired by curiosity, courage, creativity and continuous improvement.

RESILIENCE

Determination, grit and the will to find a path forward are key to achieving our goals.

RESPECT

Our actions are based on dignity, diversity, empathy and thoughtfulness.

OWNERSHIP

Personal responsibility, urgency, resourcefulness, and passion ensure our mutual success.

FOCUSED ON BEVERAGES & FOOD

Saxco's packaging expertise spans multiple beverage, food and related consumer packaged goods vertical markets.



WINE



SPIRITS



BEER



FOOD

A DYNAMIC ORGANIZATION BY THE NUMBERS

Saxco's national footprint provides customers the advantage of both scale and service.



250+EMPLOYEES



3,600+
UNIQUE
CUSTOMERS



1 MILLION
SQUARE FEET
OF WAREHOUSE SPACE



5.2
MILLION
CASES DELIVERED



17
CUSTOMER
FULFILLMENT
CENTERS



5
CUSTOMER
SUPPORT
CENTERS



PACKAGING
DESIGN
CENTER
IN SAN DIEGO
CALIFORNIA



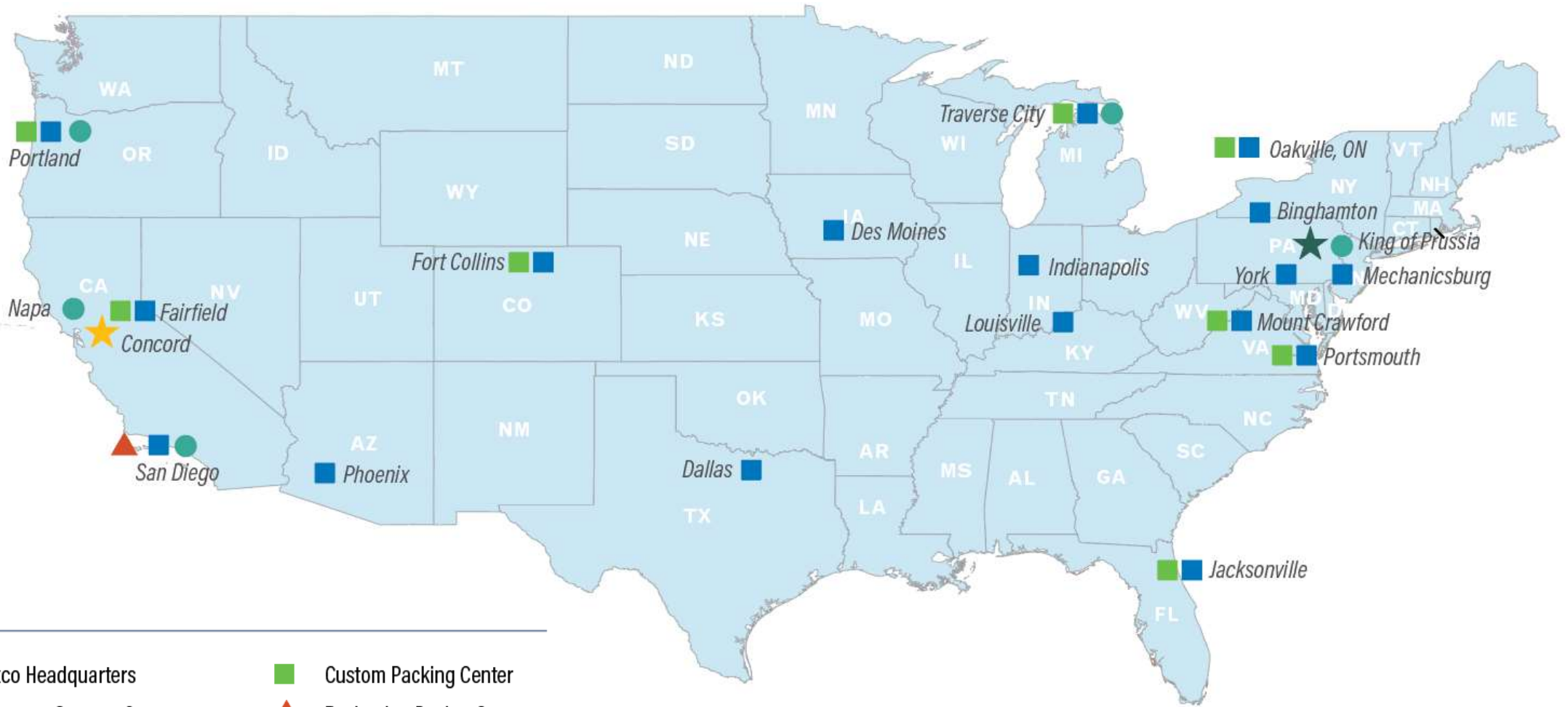
COMPANY
HEADQUARTERS
IN CONCORD
CALIFORNIA



KING OF PRUSSIA
EAST COAST
HEADQUARTERS

NATIONAL IN SCOPE, LOCAL IN SERVICE

Saxco's strategically located facilities and personnel are focused on delivering superior service to each of our customers.



KEY

★	Saxco Headquarters	■	Custom Packing Center
●	Customer Support Center	▲	Packaging Design Center
■	Customer Fulfillment Center	★	East Coast Headquarters

A DIVERSIFIED & BALANCED CUSTOMER BASE

Saxco supports over 3,600 active customers across multiple product segments:

WINE
2,100+

FOOD
300+

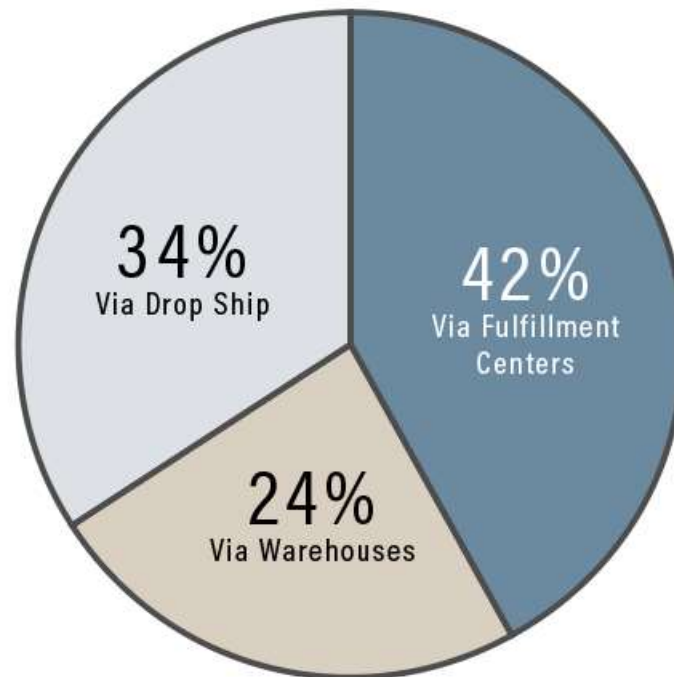
BEER
600+

BEVERAGE AND OTHER
100+

SPIRITS
500+

PRODUCTS ARE FULFILLED VIA THREE PRIMARY ROUTES:

-  Saxco Fulfillment Centers
42% of Shipments
-  Drop Ship to Customers
34% of Shipments
-  Saxco Warehouses
24% of Shipments



OFFERING A ONE-STOP SHOP

Saxco offers the most comprehensive line of packaging, products and value-added services preferred by the leading winemakers, distillers, brewers, food manufacturers and beverage producers.



RIGID CONTAINERS



SECONDARY PACKAGING



CORKS AND CLOSURES



VALUE-ADDED SERVICES

RIGID CONTAINERS

Our wide assortment of premium quality rigid containers enables beverage and food producers to select the ideal packaging format for your particular product.

Glass Containers

Aluminum Containers

Plastic Containers

Metal Containers

Bag in a Box

Tetra Pack

Flexible Pouch

Ceramic Containers

Plastic Kegs

Metal Kegs

Vials

Wax Cartons



CORKS AND BARTOPS

Saxco sources and stocks the finest closures from the world's finest cork and bartop producers.

Our cork offerings include individually tested, non-detectable TCA, natural wine corks as well as our unrivaled micro-agglomerated closures with proven results worldwide.



Colemated



Natural



Twin Top 1+1



Micro-Agglomerated



Sparkling Wine

Discerning wine enthusiasts rely on Saxco and our French and Italian design teams to deliver premier bartops, including cork, micro-agglo and synthetic shanks.



Classic Value



Premium

SECONDARY PACKAGING THAT SELLS

Saxco offers specialty packaging that enhances the shelf appeal and merchandising of your products.

SECONDARY CONTAINER PACKAGING

Bottle Neckers

Decoration/Frosting

Embossing (Not In Glass)

SECONDARY VALUE-ADDED PACKAGING

Club Store Packing

Variety Packs

Holiday Packages

DTC Stock

VAP (Bottle + Glass)

Custom Shippers (Laydown)



GLASS CONTAINER PRODUCERS

Saxco has long-standing relationships with the leading domestic and international manufacturers of glass bottles, jars, growlers and jugs.



OWENS ILLINOIS
Headquarters: Perrysburg, Ohio
Manufacturing: Global Locations
Products: Wine, Liquor, Beer and Food Bottles
Features: High-Quality and High Volume Production



PIRAMAL GLASS
Headquarters: Mumbai, India
Manufacturing: Missouri
Products: Specialty Food and Spirits Bottles
Features: High Flint Bottles



ANCHOR GLASS
Headquarters: Tampa, Florida
Manufacturing: Georgia, Indiana, Minnesota, New York, Oklahoma
Products: Liquor, Beer and Ready-To-Drink Beverage Bottles
Features: Quality, Flexibility and Service



ANCHOR HOCKING
Headquarters: Lancaster, Ohio
Manufacturing: Ohio and Pennsylvania
Products: Wine and Spirits Bottles
Features: Product Design



SAVER GLASS
Headquarters: Feuquières, France
Manufacturing: France, Mexico, United Arab Emirates
Products: Heavy-Weight Wine and Liquor Bottles
Features: Premium Quality and High-End Design



ARDAGH GLASS
Headquarters: Indianapolis, IN
Manufacturing: USA, Global
Products: Wine, Spirits, Beer Bottles and Cans
Features: High Volume Production

PACKAGING PRODUCTS PRODUCERS

Saxco's expanding network of packaging product manufacturers includes local and global producers of corks, capsules, caps, cans and corrugated cartons.



AMORIM CORK

Headquarters: Mozelos, Portugal
Manufacturing: Portugal, Spain
Products: Natural Cork for Wine and Spirits
Features: Wide Assortment of Sustainable Cork Products



BALL CORPORATION

Headquarters: Broomfield, Colorado
Manufacturing: Multiple Locations in the USA
Products: Aluminum Cans for Wine and Beer
Features: Major Domestic Manufacturer In a Growing Segment



AMCOR

Headquarters: Melbourne, Australia
Manufacturing: Multiple Locations in the USA
Products: Rigid PET Plastic Bottles
Features: Major Rigid Plastic Packaging Supplier



PACKAGING INNOVATORS CORP.

Headquarters: Livermore, California
Manufacturing: California
Products: Corrugated Boxes and Knock-Downs (KDs)
Features: Innovative, Responsive, Convenient Partner



MAVERICK ENTERPRISES

Headquarters: Ukiah, California
Manufacturing: California
Products: Capsules for Wine, Sparkling Wine, Spirits and Beer
Features: Custom and Stock PVC, Poly and Champagne Capsules

PACKAGING PRODUCTS PRODUCERS, CONT.

Saxco's expanding network of packaging product manufacturers includes local and global producers of corks, capsules, caps, cans and corrugated cartons.



BERRY PLASTICS CORPORATION

Headquarters: Evansville, IN

Manufacturing: USA, Global

Products: Plastic Bottles, Closures, Containers

Features: Responsive, Wide Assortment



CLOSURE SYSTEMS INTERNATIONAL

Headquarters: Indianapolis, IN

Manufacturing: USA, Global

Products: Plastic and Aluminum Closures

Features: Global Production,
Product Variety



CROWN HOLDINGS

Headquarters: Philadelphia, PA

Manufacturing: USA, Global

Products: Metal Cans

Features: Innovative, Responsive



RB DWYER GROUP

Headquarters: Anaheim, CA

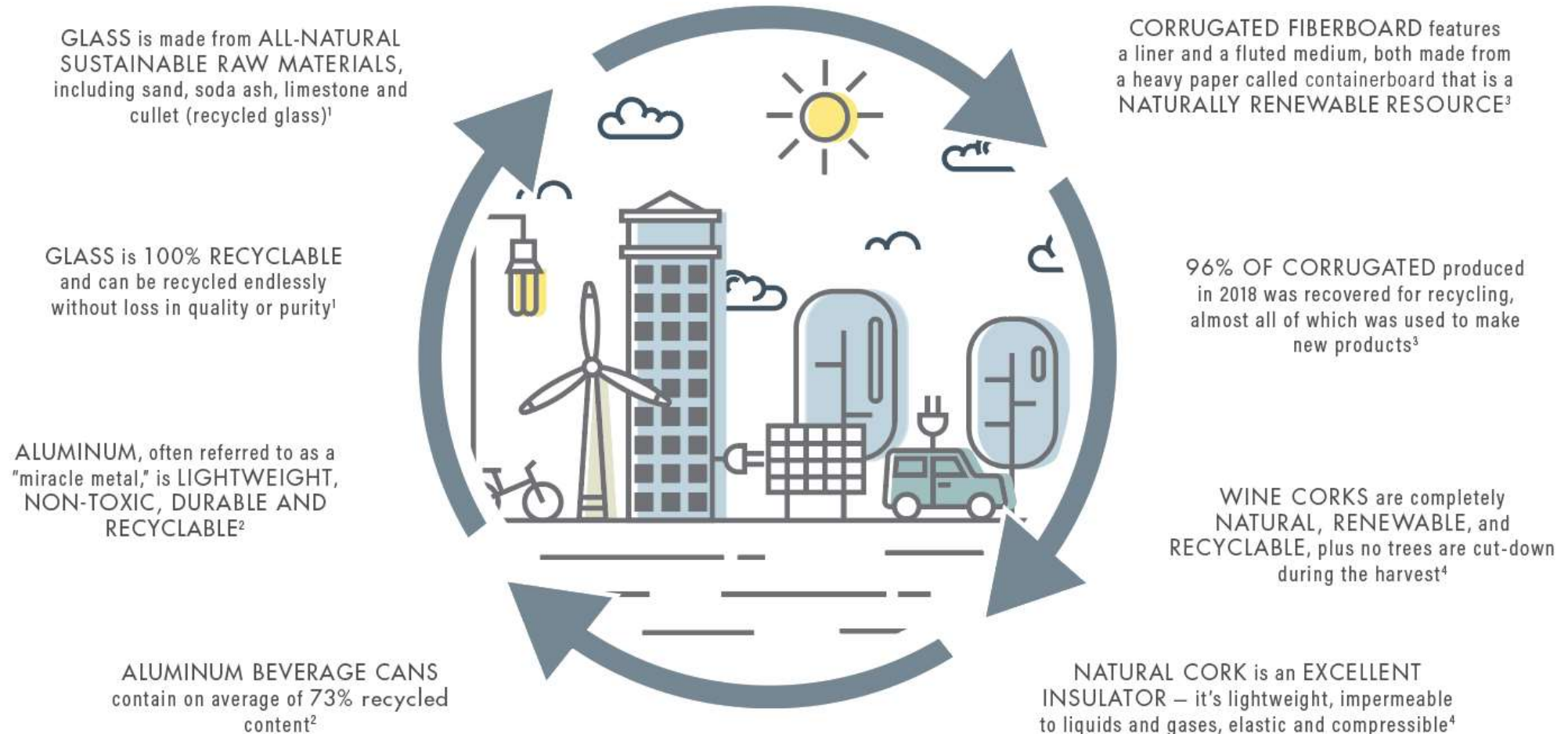
Manufacturing: Anaheim, CA and
Wilkes Barre, PA

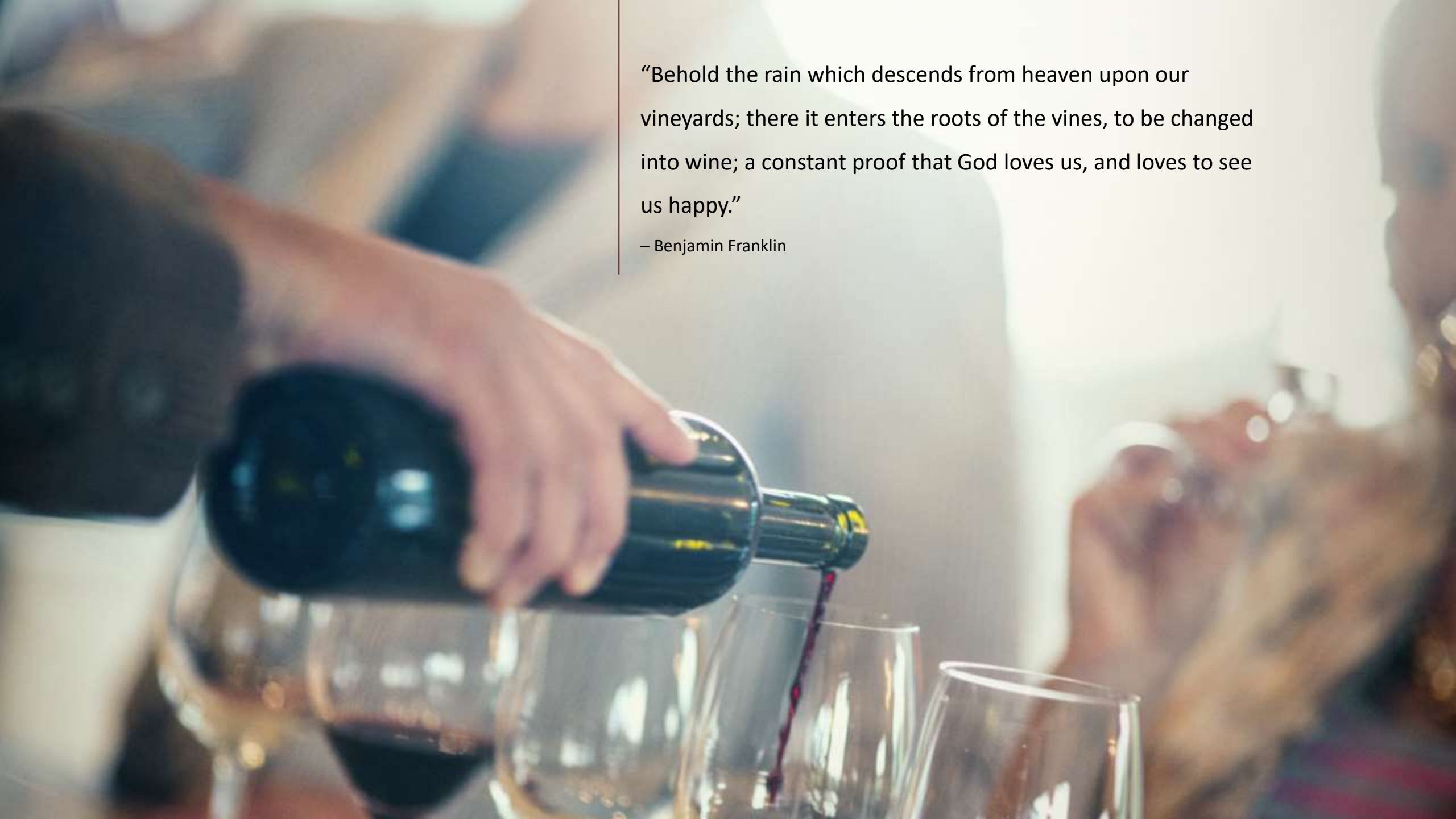
Products: Printed Sleeves, Heat Shrink

Features: Flexible, Service

SUSTAINABLE PRODUCTS PROVIDE ENVIRONMENTAL BENEFITS

Saxco recognizes the importance of environmental stewardship and is committed to partnering with packaging manufacturers and promoting formats that offer sustainability and performance advantages.



A close-up photograph of a person's hand pouring red wine from a dark glass bottle into several clear wine glasses. The scene is set in a social environment, with other people and glasses visible in the blurred background. The lighting is warm and soft, creating a pleasant atmosphere.

“Behold the rain which descends from heaven upon our vineyards; there it enters the roots of the vines, to be changed into wine; a constant proof that God loves us, and loves to see us happy.”

– Benjamin Franklin

WINE SEGMENTS WE SERVICE

Saxco services a wide range of North American wineries, from small boutiques to large commercial enterprises.



BOUTIQUE WINERIES
Catering to your small lot
production needs



ESTATE WINERIES
Responsive to your specific
service and quality needs



COMMERCIAL WINERIES
Ready to respond to your
year-round bottling needs



NEGOCIANT WINERIES
Offering flexibility for your
emerging brands

WINE CUSTOMERS

Our wine customers include distinguished wineries in each of the four market segments, including:



BOUTIQUE WINERIES



ESTATE WINERIES



COMMERCIAL WINERIES



NEGOCIANT WINERIES

WINE PACKAGING CONSIDERATIONS

Saxco's packaging experts work closely with winemakers to evaluate several key attributes, including bottle shape, color, size and finish, to determine the ideal package solution for your particular wine.

SHAPE

Driven by historical practices and contemporary consumer preferences

COLOR

Reflects varietal segmentation as well as market positioning

SIZE

Impacted by desired price point and usage occasion

FINISH

Essential to protecting the wine's long-term integrity in the bottle



SIGNIFICANT AND RELIABLE VALUE-ADDED SERVICES

With decades of experience, Saxco provides a range of services designed to save you time, streamline your operations, and improve your financial performance.



**CUSTOMER
SERVICE**



**QUALITY
CONTROL**



**OPERATIONAL
EXCELLENCE**



**SUPPLY
CHAIN**



LOGISTICS



**SHARED RISK
MANAGEMENT**



**PACKAGE
DESIGN CENTER**



**PRE AND POST
SALE SERVICES**

LEGENDARY CUSTOMER SERVICE

Our team of Customer Service, Planning and Purchasing professionals is responsible for ensuring that every facet of the order and delivery process meets our exceptional service goals.

Saxco's customer service team is focused on **ACHIEVING PERFECT ORDER METRICS** while processing 1,500 orders monthly

Your Saxco sales manager will be paired with a dedicated customer success specialist that **UNDERSTANDS THE COMPLEXITIES OF YOUR BUSINESS**

EXPECT CONTINUITY OF SERVICE from your Saxco sales and customer service team, as we do not operate like a centralized call center

Customer success team includes **NEARLY THREE CENTURIES OF COLLECTIVE INDUSTRY EXPERIENCE**, several with certified Six Sigma

Our commitment to **CONTINUOUS IMPROVEMENT** incorporates data-driven metrics to **DELIVER MEANINGFUL RESULTS**, including orders that are on-time and in-full



Creating **POSITIVE, LONG-TERM RELATIONSHIPS** Is Fundamental to
Our MUTUAL SUCCESS

DYNAMIC QUALITY CONTROL

Our quality control experts implement a robust supplier qualification process and an ongoing inspection program, both designed to deliver premium quality products.

Saxco's QUALITY CONTROL CENTER is responsible for orchestrating our rigorous product quality program, including a daily inspection process across our national distribution network

Over 100 manufacturers in 10 different countries have been personally reviewed as part of Saxco's 150 POINT VENDOR QUALIFICATION process

The initial production runs are closely monitored to guarantee that our stated product QUALITY STANDARDS ARE COMMUNICATED AND ACHIEVED

Multiple pallets of every incoming container are thoroughly INSPECTED BY OUR QUALITY CONTROL TEAM, which includes certified SIX SIGMA

Many KEY PRODUCT ATTRIBUTES ARE CLOSELY MONITORED, including deformities, scratches, color imbalances, print quality and consistency, among others

Each of our local customer fulfillment centers is committed to providing an EXCEPTIONAL LEVEL OF SERVICE to all customers



Our PRO-ACTIVE
APPROACH serves to avoid
unnecessary quality control
issues, thus IMPROVING your
PRODUCTION EFFICIENCIES

A TRACK RECORD OF OPERATIONAL EXCELLENCE

Saxco's operations team includes experienced leaders from across a wide range of industries.

Our Operations Team, which nurtures a **PROBLEM- SOLVING CULTURE**, includes certified Six Sigma

Our managers apply the **EXPERIENCE GAINED AT MARKET LEADERS** in consumer packaged goods, technology, logistics, manufacturing and distribution

Saxco is dedicated to a **DATA AND PROCESS-DRIVEN APPROACH** that creates a solution-based culture

We operate **STATE-OF-THE-ART FULFILLMENT FACILITIES** and utilize high-tech equipment and systems that expedite the loading process while practicing **WORLD-CLASS SAFETY PROCEDURES**

The result is **INDUSTRY-LEADING PERFORMANCE** in fulfillment, transportation and custom packaging solutions, with a growing capacity and ability to currently process over 11 million cases annually



A SEAMLESS SUPPLY CHAIN

Saxco has built a robust and efficient supply chain that improves the effectiveness of product sourcing and fulfillment.

Cultivated long-standing partnerships with over 50 of the LEADING PACKAGING MANUFACTURERS around the world

Our operations team has traveled to 100's of MANUFACTURING FACILITIES to implement a RIGOROUS QUALIFICATION PROCESS for potential partners

Completed 1,000's OF CUSTOM PACKAGING PROJECTS that address unique market opportunities

Operates a NATIONAL NETWORK of distribution facilities that spans from coast-to-coast, including 17 DISTRIBUTION FACILITIES positioned to conveniently serve our diverse customer base

With decades of experience, our logistics professionals utilize a TECHNOLOGY-BASED INVENTORY MANAGEMENT and FULFILLMENT SYSTEM to avoid out-of-stocks and ensure full and on-time deliveries



Recognized by Spirited magazine
as the 2020 BEST BOTTLES
SUPPLIER in the nation in
its annual Readers Poll

A TRANSPORTATION TEAM THAT DELIVERS RESULTS

Beverage and food producers gain scale and efficiency by partnering with Saxco to source and deliver a complete range of packaging products.

98% | **ON TIME**
DELIVERY
(OTD) RATE

30k | **MANAGES OVER**
30,000 SHIPMENTS
ANNUALLY

1.6k | **SHIPS OVER 1,600**
OCEAN CONTAINERS
ANNUALLY

40 | **UTILIZES 40**
DIFFERENT
CARRIERS
NATIONWIDE

17 | **NATIONAL COVERAGE**
ANCHORED BY 17
FULFILLMENT CENTERS

100 | **OUR TRANSPORTATION**
TEAM FEATURES
OVER 100 YEARS
OF EXPERIENCE

SHARED RISK MANAGEMENT

Saxco provides a suite of risk management and financing services that enable our customers to improve your financial performance.

PAYMENT TERMS

CONTRACT FLEXIBILITY AND BENEFITS

- Rebates
- Pricing Programs
- Stability

EQUIPMENT FINANCING

INVENTORY MANAGEMENT

WAREHOUSING



Our Suite of SHARED RISK
MANAGEMENT PROGRAMS
Include CREDIT TERMS,
STORAGE SERVICES, and
EQUIPMENT FINANCING

PACKAGE DESIGN CENTER

Saxco's in-house Package Design Center (PDC) creates custom packaging solutions that improve product visibility, merchandising and consumer takeaway.

Our PDC PRODUCES 100's OF UNIQUE PACKAGING SOLUTIONS annually

Our PDC team features over 30 YEARS OF WINE INDUSTRY EXPERIENCE and includes STRUCTURAL ENGINEERS, GRAPHIC DESIGNERS AND PRODUCTION ARTISTS

Recognizes EVOLVING CONSUMER DYNAMICS and RETAIL to design truly UNIQUE PACKAGING and MERCHANDISING SOLUTIONS

Offers a keen understanding of how to BALANCE FORM AND FUNCTION creating an EYE-CATCHING PRODUCT that addresses the OPERATIONAL REALITIES of high-speed production

STATE-OF-THE-ART Prototype Production EQUIPMENT and Graphic Design SOFTWARE

CUSTOM PRODUCTS

- Prototype Creation
- Direct to Consumer (DTC)
- Club Member Shippers
- Can Packaging
- Tasting Room Gift Packs
- Start-to-Finish Project Management
- Screen Printing
- Custom Decoration



J. Lohr Rigid Wine 2- Bottle Gift Pack



Silk Screen Deco Multi-Color



Barefoot Cellars 4-Pack Can Carrier



O'Connor Brewing Custom Printed Can

NEW PRODUCT DEVELOPMENT

Saxco's new product team offers beverage and food producers a turnkey resource to develop new and enhanced packaging solutions that protect and promote your dream product.

Saxco's personalized product development process for custom bottle molds includes a COMPREHENSIVE 25-POINT ROADMAP that serves as a guide as we turn your vision into a successful package

A dedicated project management team adheres to an established timeline that includes several key stage gates:

- DESIGN
- SOURCING
- PRICING
- PROJECT EXECUTION
- SAMPLING
- FINAL PRODUCTION

OUR EXPERTS offer engineered design services, mold design, CAD bottle drawings and 3-D renderings to better VISUALIZE YOUR DREAM

Saxco's extensive experience in glass container design and manufacturing, coupled with close working relationships with the leading domestic and international manufacturers, ensures that the NEW PRODUCT ADHERES TO YOUR STATED SPECIFICATIONS

Our commitment to quality results in packaging that exceeds your expectations, both AESTHETICALLY and FUNCTIONALLY

Our certified Six Sigma team MANEUVERS THE COMPLEXITY of domestic and international manufacturing and logistics in order to meet your desired product launch date



Specialized Services Include:
PROPRIETARY DESIGNS,
WEIGHT REDUCTION, CUSTOM
CARTOUCHE OR EMBOSSING,
ANTI-COUNTERFEITING, CUSTOM
BOTTOM PLATE and DECO

PRE AND POST SERVICES

In the event of unforeseen circumstances, Saxco provides a range of services designed to save you time and improve the marketability of challenged products.

PRE-PRODUCT / PRE-SALE SERVICES

- Container Cleaning
- Up-Sorting
- Container Packing
- Bottle Reselection
- Pre-Labeling
- Gluing
- Pre-Assembly
- Re-Palletization



POST-PRODUCT / POST-SALE SERVICES

- Waxing Necks
- Specialty Labeling
- Label Removal
- Filled Goods Reselection
- Relabeling
- Repacking for DTC
- VAP Assembly



THE SAXCO ADVANTAGE

Saxco offers the best of both worlds – scale and service – that enable breweries to benefit from continuity, efficiency and convenience, enabling you to focus your energies on packaging your dream.



PACKAGING EXPERTISE

Since 1933, wine has been our core business, offering the broadest range of packaging products and services in the industry



LEGACY PARTNERSHIPS

Strong relationships with the leading domestic and international manufacturers of rigid containers and complementary packaging products afford you scale and selection



SEAMLESS SUPPLY CHAIN

A national network of strategically-located fulfillment facilities are operated with state-of-the-art logistics systems to deliver continuity and stability



A DYNAMIC ORGANIZATION

Our customer service, operations, quality control, logistics, finance, product design and sales professionals utilize their unique business skills to ensure your success.



INCREMENTAL SERVICES

Our value-added services include transportation, fulfillment, quality control, package design, shared risk management, and pre and post sale services



A VINTAGE PARTNERSHIP

With a heritage of working with four generations of the leading winemakers, Saxco is recognized as the most creative, reliable and flexible partner for wineries



Trust Saxco to deliver a suite of packaging products, value-added services and innovative solutions that enable you to focus your time and energy on creating unique and satisfying wines for your consumers.

Saxco 
WE PACKAGE CUSTOMERS DREAMS™

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