



CASE STUDY

November 2008

GLENPATRICK EXTENDS SHELF LIFE

Glenpatrick Spring Water is located in Clonmel, Co. Tipperary, Ireland was established in 1987 and is part of the Queally Group, Irelands largest privately owned agri-food business. With over 31 multi-disciplined Food Processing facilities, employing 5,500 staff, turning over £1.5 billion, its activities span the entire chain of food production, from farming through processing to cold storage and distribution.

Glenpatrick Spring Water is a leading innovative private label producer, manufacturing a range of branded and bespoke own label products across a wide range of market sectors within the beverage spectrum, including functional, alcoholic, organic and children's drinks.

The company operates out of two manufacturing sites within Co. Tipperary. Since the company began trading in 1987, Glenpatrick Spring Water has capitalised on its key resource, pure natural mineral and spring water, which is drawn from limestone rocks, found beneath the southern slopes of the beautiful and conserved natural heritage area of the Slievenamon Mountains in County Tipperary.

Glenpatrick Spring Water continues to grow having purchased Kilkenny Spring Water located in Piltown Co. Kilkenny in 2002. Two years later the company installed a hot fill juice line and ice cube production facility. It is at this plant where Glenpatrick Spring Water produces all its hot filled, free from preservative products along with sports nutrition drinks, smoothies, baby juices and pharmaceutical based products.

Glenpatrick Spring Water provides customers with a complete end - to - end label drinks service for both the food service and retail markets. The company's service includes sourcing, recipe development, label design, testing, compliance and full warehouse and logistics support throughout Ireland and the UK.

Today the company operates out of a state of the art 125k square foot, custom built warehousing facility with five production lines. The company has access to five mineral /spring water wells and has the capability to bulk fill or hot fill 3, 5, 19 Litres. Also on site is a bottle blowing facility for a range PET sizes and sleeving facilities for PET, both full and semi-body.

With these diverse facilities the company's customer base ranges from large multi national retailers to smaller start-ups and the company manufactures a huge variety of beverages.

Glenpatrick Spring Water has a dedicated in-house research and development team who have an in depth knowledge of European food and beverage trends and developments. This is supported by close working relationships with juice and ingredient suppliers, flavour houses and packaging specialists.

The Group is dedicated to being the low cost, value for money supplier to its customers worldwide, achieving this through its employees, product development, production technology and by continuously raising its quality standards. The company has recently invested heavily in technology and a variety of systems to make their site a fully automated process control facility.

This has been demonstrated in the company's recently developed panel free hot filling container, which utilises a unique pasteurisation technique to prolong product longevity. This is an ideal method for smoothies, baby food and other similar products where shelf life can be increased by up to 12 weeks. This innovative method ensures that Glenpatrick can compete with aseptic filling; this coupled with their supply chain technology means that retailers can keep better control over their stock.

This is a huge environmental statement from Glenpatrick as it presents advantages for suppliers, retailers and the consumer. Logistical costs and environmental impact can be greatly reduced as shelf life increases. Additionally, excessive waste and landfill sites will be minimised, as beverages will last longer so less will be thrown away.

As the company promotes this new innovative pasteurisation technique it has had to increase its labelling potential. Glenpatrick recently called upon Kosme UK, a leading supplier of bespoke, turnkey filling, labelling, packaging and conveying machines to install a state of the art Kosme Hot Melt labelling machine to complement the company's technological process control facility. Currently, Glenpatrick has five existing Kosme labellers but required a further Kosme Hot Melt labeller to label 250ml, 330ml and 500ml bottles. Kosme offers a range of hot glue labelling machines which are exclusively designed to apply wrap-around labels on cylindrical containers with heat fusing glues applied at temperatures of 150 to 180° C at speeds of 12,000 an hour.

The new Kosme labeller will help the company meet increased production targets and Glenpatrick strategically chose a cut and stack magazine fed labeller, as it gave them the flexibility to label in either paper or plastic dependent on the product. This provides increased versatility, as many premium products prefer a plastic label and many low end products prefer a paper label.

Cliff Salmons, Kosme's Sales Manager comments, "This is an exciting project to be involved in as Glenpatrick are leading the way in automated processing and its great to be recognised by one of the most innovative processing plants. We secured this contract due to our second to none service and maintenance support. I think Glenpatrick wanted the peace of mind from our service engineers and the flexibility that the Kosme Hot Melt labeller provides."

Kosme offer comprehensive design, project management for complete bottling lines with turnkey solutions specifically designed for each individual production requirement. Kosme labellers are known for their simplicity, reliability and their durability.

The company has over twenty five years experience in labelling and is recognised as the one of the leaders in its field. Kosme are one of the few suppliers to maintain a team of dedicated UK based engineers and spares to meet potential needs. All Kosme machines feature cutting-edge technology combined with advanced electronics and can be set up for a variety of applications.

Kieran Hynes, Managing Director at Glenpatrick Spring Water comments, "Glenpatrick is setting the benchmark in bottling systems, whether this is glass, plastic or pouch. Our technological innovation in the way we process, fill and label products is providing huge benefits for our customers, suppliers and consumers. Our innovative pasteurisation method is a real break through in the way we process our beverages and is a real testament to our hard work in research and development. We are spearheading the future of pasteurisation and providing payback for our clients".

Kieran explains why he chose Kosme to supply a sixth labeller, "We have had a long and happy relationship with Kosme which dates back to the early nineties, they supply robust, durable machines and provide an excellent after sales service. Back up is vital for us as we have a very busy processing schedule and with both local engineers and support from Italy we always feel confident when using Kosme."

For more information about Kosme UK's expertise in labelling please call 01283 523713 or visit www.kosme.co.uk. For more information on Glenpatrick please visit www.glenpatrick.com

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Notes to Editors

Kosme UK is a leading supplier of bespoke, turnkey filling, labelling, packaging and conveying machines for the packing and bottling industry. Working with customers, from comprehensive design, to project management, Kosme's goal is to fully satisfy the most demanding of packaging and bottling requirements. The company also offers extensive, on-site technical support and servicing with a dedicated UK team and parts for a rapid response to customer needs.

Kosme UK is an independently run part of the Kronos Group, in close working partnership with Kosme's research, development and manufacturing facilities in Italy.

www.kosme.co.uk

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