

packaging innovations

THE DETMOLD PACKAGING GROUP

THE DETMOLD PACKAGING GROUP

As a **leading** manufacturer of **paper** and board products, the Detmold
Packaging Group's **global** network includes Australia, Asia, Europe, the Middle East, South Africa
and Canada. A highly customer responsive company, the Detmold Packaging Group offers an
unrivalled range of **innovative** packaging solutions to a diverse
range of markets. Driven by the highest standards in every aspect of operations, the group places a strong
emphasis on **quality, service** and **efficiency** within all aspects of its operations.

Detpak

Detmold
Industrial Packaging



dd
PACKAGING

the history of detmold packaging

THE EARLY YEARS

The Detmold Packaging Group was founded in 1948 by Mr Colin Detmold trading as C.P. Detmold Pty Ltd, with paper agency lines in Adelaide, South Australia.

In 1952 the company commenced its first manufacturing operations producing wrapping papers and toilet rolls. By 1956 the size of the operation had outgrown its city premises and a new factory was built in Brompton.

Through to 1965 the business continued to grow producing wrapping papers, waxed paper for the dried fruit industry and toilet rolls which had become a major part of the business.

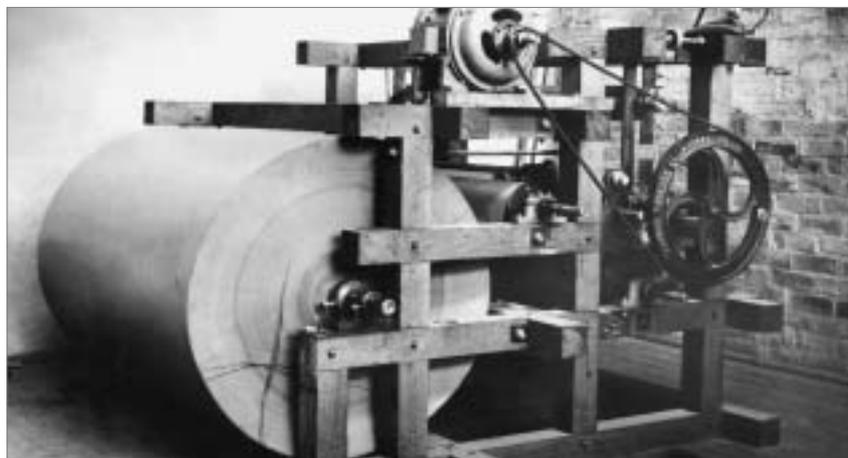
By 1969 the main product line of toilet rolls had become obsolete and the first paper bag machine was purchased. During this period the company broadened its reach beyond South Australia, opening an office in Melbourne dedicated to selling paper bags. Following this success the Western Australia, New South Wales and Queensland markets were also developed.

In 1970 the company operations were transferred to the new factory premises in Brompton, South Australia, which today, through major expansion and renovation, remains as the head office of the Detmold Packaging Group.

PRODUCT RANGE

In the first 15 years of the company wrapping paper, toilet rolls and waxed lunch wraps were the major product lines.

However, by 1963, the machine crepe toilet roll and waxed lunch wrap were being rapidly replaced by superior products and wrappings were moving to paper bags. Due to this market change, bags were promoted and by 1970 the company had become a major supplier of Flat and Satchel, and SOS Check-out Bags to the grocery industry.



Another significant product, the waxed burger wrap, was developed in 1976 for McDonalds who had recently opened outlets in Australia.

Due to a change in the South Australian legislation regarding Dairy Products, in 1977 the company diversified into Thermo Formed Plastic containers for margarine and within a short period had factories in Adelaide, Sydney and Brisbane producing margarine and other plastic food containers.

In 1983 the grocery markets switched to HDPE plastic Check-out Bags so a joint venture was formed with Gromark Flexibles to take over our existing paper bag contracts.

By the mid 80's the product range was split into plastic and paper products with both growing and developing new markets and product innovations.

In 1986 the Sydney plastic margarine business was sold and the remaining plastic businesses were sold in 1994. This left the company in a strong financial position to focus on its paper and board product range which continued to be developed into the main categories which we have today.

To supplement the industrial range of paper bags, Centapak, a NSW paper sack company, was purchased in the year 2000 which added a significant product category to our range.

GLOBAL EXPANSION

In 1984 the Group expanded into South East Asia with the first sales office and manufacturing plant in Singapore, servicing the fast food industry, in particular the supply of bags and burger wraps to McDonalds Asia. This followed with the set up of a Malaysian office in 1987, New Zealand and Hong Kong in 1988 and Taiwan in 1989.

In 1991 the Singapore plant reached its capacity and a new plant was established in Jakarta, Indonesia to service the local and export markets offering the full range of paper products.

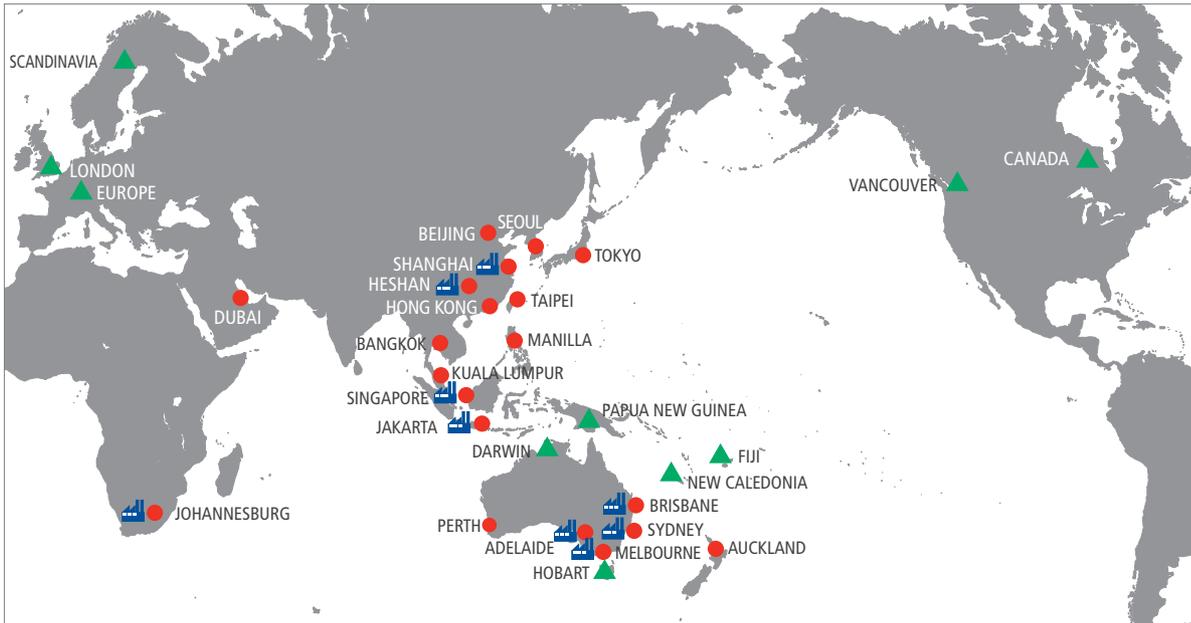
In 1995 our Asian division commenced its operations in China with a factory in Heshan predominantly servicing the new fast food franchises in the local market.

In 1997 a partnership was formed with Dopaco, a leading carton manufacturer in the US and D&D was formed to service the fast food market through the Detpak sales offices. Global expansion continued strongly with a Philippines office opening in 1999, South Africa in 2000 and Korea in 2003. Recent expansion has included Europe, UK, Scandinavia and Canada.

Manufacturing operations development through this period has also been very strong to support the Group's sales growth. Factories today exist in Singapore; Jakarta, Indonesia; Heshan and Shanghai in China; Johannesburg, South Africa as well as Adelaide, Brisbane, Sydney and Melbourne.

DETMOLD PACKAGING GROUP TODAY

● SALES OFFICES 🏭 MANUFACTURING SITES ▲ REPRESENTATION



circa 2005



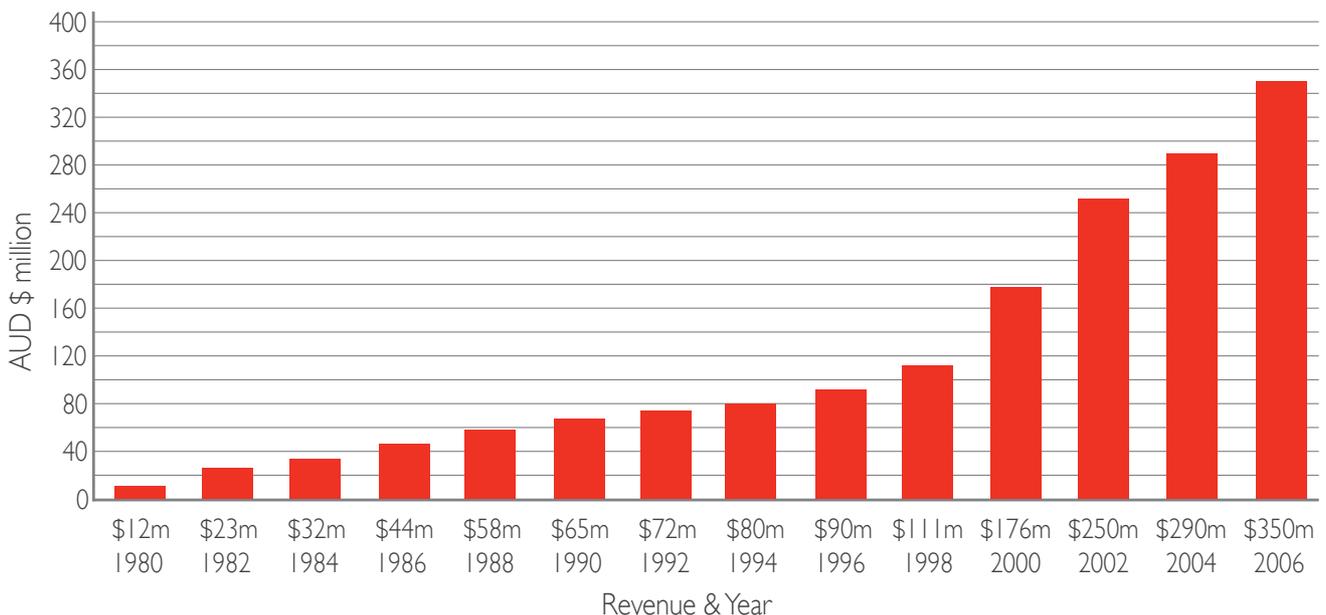
Today the Detmold Packaging Group has over 1750 staff in offices and factories strategically located to meet the goals set for the future. After 50+ years of continued growth and expansion, the Detmold Packaging Group is still owned and managed by the Detmold family, with Rodney Detmold as Executive Chairman.

"Our vision is to be recognised by our customers as the leading supplier

of specialised paper and board packaging products by providing superior Quality, Service and Value".

"Through 50+ years of experience we have a thorough understanding of our markets, a broad range of suitable products and a strong relationship with our customers. We are quick to act and focused on developing key markets from highly efficient plants with a dedicated team of passionate employees to meet our growth plans for the future".

GROUP SALES GROWTH





a strong customer service focus

QUALITY, SERVICE AND EFFICIENCY

As a group we place a high emphasis on our company's philosophy of "Enterprise through Quality, Service and Efficiency".

- **Quality** - in every aspect of our operations extending not only to what happens within our organisation but also to our many partner companies that supply goods and services throughout the world.
- **Service** - ensures that our customer expectations are not only met, but exceeded whenever possible.
- **Efficiency** - allows us to provide economical products to customers whenever and wherever they are required.

This philosophy has enabled the Detmold Packaging Group to build a worldwide reputation as innovative providers of quality packaging solutions and become the leading paper and board specialist in Australia and Asia.

HACCP AND ISO 9001 ACCREDITATION

We see it as a reflection of our commitment to Quality, Service and Efficiency that the Detmold Packaging Group has achieved both ISO 9001 and HACCP accreditation. This provides the framework to consistently meet our own high standards and ensure that our customers receive the quality products and service they deserve.

WHAT HACCP MEANS TO OUR CUSTOMERS

HACCP (Hazard Analysis and Critical Control Points) is a management tool that provides a more structured approach to food safety control than that achievable by traditional inspection and quality control procedures.

Food Safety is of critical importance to our customers and the community at large. To consistently produce packaging that is safe for food, it is vital to have a food safety plan such as HACCP in place.

Our food safety programme includes Employee Training, Sanitation Practices, Pest Control, Audits, Supplier Compliance, Product Traceability and Product Recall Contingencies.

ISO 9001 - YOUR ASSURANCE OF QUALITY

In addition to HACCP, ISO 9001 Quality Management System certification is an integral part of operations of the Detmold Group.

The ISO 9001 series is an international system used to measure the capability of an organisation to control their processes and ultimately, meet the needs of their customers.

ISO 9001 focuses on the effectiveness of the quality management system in meeting customer requirements, and is used to prevent non-conformity and address customer satisfaction and quality improvement.

The Detmold Group operations in Australia, China and Indonesia are compliant with the requirements of ISO 9001 series. It is our aim to ensure that all of our companies are compliant throughout the world in the near future.

culture and people

OUR PEOPLE

A central part of the Detmold Packaging Group's core value system is people. We actively respect, develop and promote our loyal employees. The Detmold Group of companies has a uniquely 'small company' feel combined with 'big company capabilities'.

We manage career paths in a traditional way, promoting employees from within the organisation wherever possible. When this is not possible, we seek the very best candidates to join us. We value loyalty and invest in our people as they grow with our culture. We provide a dynamic environment full of learning opportunities and valuable experience.

A RESPONSIBLE CORPORATE CITIZEN

The Detmold Packaging Group is a responsible leader in our industry and the communities in which we operate.

We champion paper and board as the preferred packaging solution because it is environmentally responsible. Strongly committed to environmentally sound practices at all sites, we ensure where possible the re-use and recycling of materials, safe disposal of waste and waste minimisation throughout all processes.

We invest in local communities. Our recruitment and business strategies assure long term benefits to employees, their families and the communities in which they live.

To our stakeholders we provide the certainty and longevity that comes from sustainable and responsible business.

THE NATIONAL PACKAGING COVENANT

The Detmold Packaging Group is a proud signatory to the National Packaging Covenant in Australia.

Signatories to the Covenant include commonwealth, state and local governments, manufacturers, retailers and packaging supply chain companies.

The covenant focuses on 'consumer packaging and household paper' and covers the entire packaging supply chain - raw material suppliers, packaging manufacturers, packaging users and retailers.

Companies that sign up to the Covenant are expected to encourage greater recognition that packaging is a resource to be reused where practical and feasible, or to be disposed of with minimal impact on the environment.

As part of our responsibility we have also developed an Action Plan based on four main principles for improving environmental outcomes with respect to our packaging products.

Those four principles are:

- **REDUCE** - Through consultation with major suppliers and customers, the Detmold Packaging Group participates in material rationalisation wherever possible to ensure the most responsible mix of raw materials is employed.
- **REUSE** - The Detmold Packaging Group reuses materials within each stage of its manufacturing operations in order to maximise recovery and minimise wastage which would ordinarily contribute to landfill waste.
- **RECYCLE** - Through product design, customer consultation and marketing activities, the Detmold Packaging Group strongly supports and promotes the use of recycled and recyclable materials in each of its product categories.
- **EDUCATE** - The Detmold Packaging Group has a comprehensive environmental awareness programme to educate staff, suppliers and customers about the importance of environmentally responsible manufacturing and its subsequent product range.



the group structure

THE DETMOLD PACKAGING GROUP STRUCTURE

The Detmold Packaging Group is comprised of three key elements, Corporate, Manufacturing and three distinct Sales and Marketing companies. The Group has maintained a flat structure for ease of operation and ensuring quick decision making. All functions of the global business are connected to the Head Office of the Detmold Packaging Group located in Adelaide, South Australia.

CORPORATE

The Corporate Head Office team supports the entire Group by providing services in the disciplines of Finance, IT, HR, Manufacturing, Technical and Marketing. These independent teams have a global focus ensuring consistency of information, procedures and branding.

REGIONS

AUSTRALIA

As the core market within the Group, the Head Offices of all three sales divisions are located in Australia. Manufacturing sites and sales offices are spread across the country and assisted by an extensive distributor network, every area of the continent is covered.

SOUTH ASIA

From the initial base in Singapore, established for 20 years, the Asian region has expanded throughout South Asia with sales offices in Singapore, Jakarta, Manilla, Kuala Lumpur and Bangkok.

NORTH ASIA

North Asia with its sales offices in Hong Kong, Shanghai, Beijing, Heshan, Japan, Seoul and Taipei is experiencing rapid growth taking advantage of the low

cost manufacturing and the proximity of growing markets.

NEW ZEALAND

The Group has a long history within this region, selling across the full range in each of the disposable, industrial and retail markets.

SOUTH AFRICA

The Johannesburg manufacturing site and sales office services the South African and greater African markets by providing paper and board packaging to the take-away and industrial markets.

MIDDLE EAST

The Middle East (Dubai) is supported by the Groups South Asian manufacturing cities. Detpak, Detmold Industrial Packaging and Paper-Pak products are all sold in this region.

EUROPE AND CANADA

An area of growth for the Group is within the Canadian, UK and European markets. A relatively new region, the disposable range of products has experienced rapid sales growth.

ASSOCIATED COMPANIES

D&D

A specialist manufacturer of paperboard packaging, D&D is a joint venture company between Detmold Packaging and US based Dopaco. D&D's manufacturing locations are strategically located, providing innovative packaging options to the food service and take-away market throughout the world.

DETMARK

Detmark Poly Bags is the largest manufacturer of High Density Polyethylene vest bags, otherwise known as supermarket Check-out Bags, in Australia. Established in 1983, Detmark is jointly owned by Detmold Packaging and Jeff Burch of Perth, who owned Gromark Flexibles.

DETPAK ENGINEERING

Detpak Engineering provides complete engineering services to the Detmold Packaging Group. The company specialises in machinery improvements and upgrades, reconditioning and modifications for greater plant efficiency. Supported by a highly skilled team, the company provides installation and maintenance services, as well as training and development to all Group manufacturing sites.

SALES AND MARKETING COMPANIES

The strategic decision to separate the sales divisions from Detmold Packaging was made first with the formation of Paper-Pak in 1989. Following the success of this model Detpak was formed in 1998 and Detmold Industrial in 2003. Each of these companies operates as individual sales and marketing companies dedicated to specific markets with specialised product portfolios.

MANUFACTURING

Critical to the success of our manufacturing plants is the Engineering and Technical arms of the company. Detpak Engineering with its machine efficiency programs and the Technical division's harnessing of the latest substrate, adhesives, ink and equipment technologies both ensure we deliver innovative and functional packaging solutions to the market.

Service is critical to the success of the Detmold Packaging Group. The company is committed to continually improving service levels through manufacturing excellence and value chain innovations.

Without an efficient manufacturing culture it is extremely difficult to deliver the service and value required to remain competitive. Accordingly, Detmold Packaging utilises fast change-over techniques to maximise productivity and keeps abreast with the latest technology to ensure it maintains a low cost manufacturing base.

THE DETMOLD PACKAGING GROUP

Manufacturing sites are located within the following regions:

| CITY | PLANT | EST | PRODUCTS | SITE EMPLOYEES |
|--------------|-----------------|------|--|----------------------------------|
| Adelaide | SA Paper | 1948 | Flat & Satchel Bags, SOS Bags, Carry Bags, Food Wraps & Printed Rewind | 360 |
| | D&D | 1997 | Food Pails, Cartons & Trays | |
| Sydney | NSW Sacks | 2001 | Industrial Sacks | 65 |
| | Nap-pak | 2004 | Napkins | |
| Brisbane | Qld Paper | 1994 | Flat & Satchel Bags | 40 |
| Melbourne | Vic Paper | 2004 | Flat & Satchel Bags | 50 |
| | Detmark | 1994 | HDPE Check-Out Bags | |
| Singapore | Singapore Paper | 1984 | Flat & Satchel Bags, SOS Bags, Food Wraps & Printed Rewind | 75 |
| Jakarta | Indo Paper | 1994 | Flat & Satchel Bags, SOS Bags & Food Wraps | 570 |
| | Indo Sacks | 2000 | Industrial Sacks | |
| | D&D | 1997 | Hot & Cold Paper Cups, Cartons, Trays & Plates | |
| Heshan | China Paper | 1995 | Flat & Satchel Bags, SOS Bags, Carry Bags, Food Wraps & Printed Rewind | 315 |
| | D&D | 2001 | Paper Cups, Cartons, Clams, Trays & Wedges | |
| Shanghai | China Paper | 1995 | Flat & Satchel Bags, SOS Bags, Food Wraps & Napkins | 160 |
| | China Sacks | 2005 | Industrial Sacks | |
| | D&D | 2002 | Cartons, Clams & Trays | |
| Johannesburg | SA Paper | 2002 | Flat & Satchel, SOS Bags, Food Wraps & Straws | 55 |
| Additional | Sales Offices | | | 60 |
| Total | | | | 1750 <i>circa 2005</i> |

COMPANY MODEL



SPECIALTY PACKAGING SOLUTIONS

company overview

ABOUT US

Detpak is the Detmold Packaging Group's sales and marketing company focused on providing disposable packaging to food service and retail markets. Known specifically as a leading supplier of specialty paper and board packaging solutions, the Detpak brand is synonymous with premium quality packaging that provides a level of value beyond expectations.

CULTURE

Detpak provides an exciting dynamic team environment built upon a solid work ethic dedicated to developing and delivering innovative packaging solutions. Detpak has experienced consistently strong sales growth and our people play a vital part in this continued success. Detpak offers a range of career opportunities in sales, marketing, export, and customer service, finance, technical support and procurement. Detpak also actively promotes employees who wish to expand their careers within the Detmold Packaging Group, either overseas or within Australia.

PRODUCT INNOVATIONS

Detpak provides a complete range of disposable paper and board products. Main product categories are defined as Cold Cups and Hot Cups; Retail Bags available with Windows and Tin-ties; Carry Bags with Flat-Fold and

Twist handles; Waxed, Foil and Poly-laminated Wraps; Flat and Satchel Bags available with a Poly-laminated, Foil, Greaseproof or Waxed Lining; Napkins, Plates and Accessories; Specialised Food Cartons such as Food Pails, Window Cartons, Carry Packs, Snack Boxes, Food Trays, Drink Trays and Chip Cartons.

As a champion for the environment Detpak uses recycled paper and unbleached paper wherever possible. Lower density polyethylene material is used for products such as cups and cartons which require a lining. The majority of glues used on paper and paperboard products are water based and all adhesives used by Detpak are biodegradable. Furthermore all inks are biodegradable and most inks used on paper products and cups are water soluble.

Many leading product innovations have been brought to the market by Detpak. Ripple-Wrap™, the insulated hot cup that continues to set the benchmark within the coffee-to-go market; trendy Food Pail Boxes with wire handles for all types of take-away and Cartons and Bags with Windows designed to optimise the presentation of specialty food, are just some examples!

MARKETS

Detpak is focused on providing disposable packaging products to a wide range of customers within food service and retail markets. Detpak's packaging products are supplied globally to fast food outlets, supermarkets, coffee roasters, bakeries, cafés, major venues, catering companies, liquor outlets, pharmacies, convenience food outlets and specialty food retailers.

facts at a glance

DIVISION

Detpak

FOCUS

Disposable paper and board packaging products to food service and retail markets.

KEY PRODUCTS

Hot Cups and Cold Cups;
Waxed, Foil and Poly-laminated Wraps;
Flat and Satchel Bags;
Napkins, Plates and Accessories;
SOS Bags; Food Pails;
Window Cartons; Carry Packs;
Snack Boxes; Food Trays;
Drink Trays and Chip Cartons.

MAJOR ACCOUNTS

McDonalds, KFC, Hungry Jacks,
Burger King, Subway, Gloria Jeans,
Woolworths and Coles.

KEY MARKETS

Fast Food, Bakery, Café,
Venues and Entertainment,
Supermarket, Coffee, Catering,
Liquor, Pharmacy, Convenience Grocery
and Specialty Food.

CUSTOMERS

Detpak proudly services a broad spectrum of customers which includes many well known brand names as well as independent operators. Detpak prides itself on offering extremely high levels of service to each and every one of its customers and is committed to excellence in all aspects of customer account management. Examples of globally recognised key clients include McDonalds, Subway, Woolworths, KFC, Coles, Hungry Jacks and Gloria Jeans.

COMPETITIVE ADVANTAGE

Detpak is a market driven company that offers leading product innovation. By working closely with our customers we identify their specific requirements and actively work to provide leading edge solutions for all their packaging needs.

Detpak leads the market by utilising the Detmold Group's R&D Department and benefits from strong relationships with leading global suppliers and industry associations. Detpak also understands the value of branding and produces outstanding print designs via the group's world class in-house design and printing departments.

Strategically focused on providing excellent customer service, Detpak invests the time required to ensure total customer satisfaction. To enhance the Detmold Group's in-house warehousing and distribution facilities, Detpak has a strong distributor network which is supported to ensure customers of all sizes are assured of efficient delivery.

GROWTH GLOBALLY

Detpak has achieved outstanding growth globally by focusing on new product innovation and new business development. Detpak has expanded into new markets and simultaneously invested in the necessary systems required to support its ongoing growth. As Detpak continues to rapidly grow, it remains firmly committed to its founding principles of being a market responsive company, delivering a wide range of innovative quality packaging products and providing superior customer service.

GLOBAL DISTRIBUTION

In today's growing global environment an increasing number of international customers are seeking to partner with companies that are able to service their global networks effectively and efficiently. For many of Detpak's major customers such as McDonalds, Nandos, Bunzl, Starbucks and Subway this is a vital capability. Detpak is well positioned with its extensive warehousing and sales office network to service customers with a global presence.

Furthermore, when working with clients on a global scale, Detpak is able to provide customers in their local markets, with the significant benefit of our existing understanding of their technical and marketing requirements.





The Industrial Specialists

company overview

ABOUT US

Detmold Industrial Packaging are the leaders in the field of SOS Bags and Paper Rewind, supplying quality product printed up to eight colours to the food industry, who are packaging for retail markets. Recently the division added Paper Sacks to its range as it supplemented our existing bag business. With the focus on quality and service together with the company's printed capability, this product range will grow considerably in the future.

CULTURE

The Detmold Industrial team is committed to working in consultation with our customers to ensure products are designed to suit their specific requirements. Visual appearance, convenience of use and preservation of product quality are some of the benefits delivered by this collaborative process. Industrial's highly skilled team is trained to deal with complex issues such as product density, print quality, materials and barrier properties. A key focus for our team is creating value for our customers by ensuring our packaging specifically suits customer's filling rooms, packing lines and flow rates.

PRODUCT INNOVATIONS

The Industrial product range can be classified into five main groups: Flat and Satchel Bags, SOS Bags (500g-20kg), Sacks (10kg-50kg), Printed and Plain Rewind, Rolls and Sheets and Specialty products.

Industrial's range of Flat and Satchel Bags offer cost-effective packaging solutions. Applications include Can-End Bags, Satchel Baler Bags and Window Bread Bags. As well as Sterilising Bags produced from medical barrier paper that allows steam and air to pass through under pressure, yet stops bacterial penetration under normal atmospheric conditions.

Detmold Industrial Packaging is the major supplier of SOS Bags in Australia and a key supplier in the Asia Pacific region, Middle East and South Africa. SOS Bags range from 500g to 20kg in capacity. With six separate printing faces on the bag, SOS Bags provide maximum branding opportunities and retail shelf appeal. Examples of products used for SOS Bags include flour; sugar; bread mix, pet litter and charcoal products.

The Group has two dedicated manufacturing sites producing Sacks in various sizes, dimensions and constructions that can hold up to 50kg of product. Zip Lock closing mechanisms are a further capability of the Sack Range. As a key supplier to the Sack Market Detmold Industrial's Sacks are sold to bulk producers of construction chemicals, minerals, animal feed and dry ingredients.

Supported by the Group's extensive printing, slitting and sheeting capabilities, Detmold Industrial supplies a wide range of plain and printed rolls and sheets. These include wraps for butter and dairy products, rewind for sugar bags and coated food wraps.

Many innovations have been brought to the market by Detmold Industrial Packaging, including the unique Valve

facts at a glance

DIVISION

Detmold Industrial Packaging

FOCUS

Packaging for manufacturers of food and other consumer goods.

KEY PRODUCTS

Flat and Satchel Bags;
SOS Bags (0.5kg-20kg);
Sacks (10kg-50kg);
Printed Rewind; Food Wraps;
Rolls and Sheets; and Pallet Liners.

MAJOR ACCOUNTS

Australian Char; Kimberly-Clark,
Greens General Foods,
Sugar Australia, Davco
and Bonlac Foods.

KEY MARKETS

Flour; Sugar; Dry Ingredients,
Dairy, Animal Feed and Litter; Charcoal,
and Construction Chemicals.

SOS Bag which features a similar filling valve as larger sacks, whilst retaining the appearance attributes of SOS Bags. Pallet Grip™ Pallet Liners which feature a non-slip surface that is puncture and moisture resistant and Heat Sealable Window Bags for hot bread products.

MARKETS

A diverse range of industries choose Detmold Industrial products to satisfy their packaging needs. These include sugar and flour milling, dairy, agricultural, mining and construction, medical and commercial hygiene. Detmold Industrial also supplies to contract packers, transport firms and packaging distributors.

CUSTOMERS

Many of Australia's premier manufacturing companies work with Detmold Industrial Packaging to market their leading brands. Examples of key retail accounts include Australian Char, Sugar Australia and Manildra Harwood Sugars. Key dairy accounts include Bonlac and Ballantynes, and key sack accounts include Greens General Foods, Hy Gain Feeds, Davco, OBP Milling and Weston Milling.

COMPETITIVE ADVANTAGE

The Industrial sales division has earned a strong reputation for outstanding products and service. The on-going purchase of equipment to support market requirements has proven to be a major competitive advantage, with the division now dominating the SOS bag market throughout Australia and Asia.

The Group's ISO 9001 and HACCP accreditation are key elements of Industrial's strategy to design and manufacture safe, effective and economical products, produced from environmentally sustainable resources.

Furthermore, close relationships with supplier groups enables the ability to source premium quality materials which ensure Industrial products are manufactured to consistently high standards.

GROWTH GLOBALLY

Detmold Industrial Packaging is a major player in the Australian market and is currently expanding its reach throughout New Zealand, Asia, South Africa and the Middle East. As markets become increasingly competitive Detmold Industrial is well positioned for strong growth. This is due to a strong adherence to the Group's philosophy of "Enterprise through Quality, Service and Efficiency", coupled with our growing global customer base, technically trained sales executives and a firm commitment to new product development and innovation.





PAPER-PAK™

Carrying Your Name Further

company overview

ABOUT US

Paper-Pak is the dynamic sales and marketing arm of the Detmold Packaging Group servicing the retail, government, winery and telecommunications industries with printed paper Carry Bags, Wrapping Papers, Gift Bags and Tissue. Our quality and outstanding product range is unsurpassed in the market and our investment in new product development enables us to set standards others envy. In entrusting their paper packaging requirements to Paper-Pak, our clients can be assured of total customer satisfaction.

CULTURE

The Paper-Pak ethos is one of passion, colour and fun. You'll need to think quickly to keep up with the fast paced environment in which we operate! We're characterised by our high levels of energy and enthusiasm; and we deliver on our promises... on time, every time!

Paper-Pak also has the unique feel of a family owned business whilst maintaining the outlook and professionalism of a large multi-national. Sully Detmold, wife of the Executive Chairman Rodney Detmold, was instrumental in the development of Paper-Pak, instilling in the business the family culture that is still evident today.

PRODUCT INNOVATIONS

Paper-Pak's product range is a key success factor of our business, providing customers with many choices and solutions.

Our extensive range includes Carry Bags, Gift Bags, Club and Counter Rolls, Flat Bags, Tissue Paper, Adhesive Labels, Gift Boxes and Wrapping Paper Dispensers. Additionally, we service the winery industry with Bottle Bags and Printed Wraps and offer an extensive range of Christmas specific packaging.

We work with our clients to offer them environmentally sound packaging solutions that are recyclable, refillable and re-useable, to support our environment.

Paper-Pak can add significant value to a brand by offering our design expertise to 'carry your name further'. No two clients are the same and neither are their bags! Our custom print expertise ensures our clients packaging reflects their individuality and provides them with a remarkably cost effective mobile advertising medium... time and time again.

MARKETS

Paper-Pak serves a wide range of companies from leading national and international retailers to boutique gift shops and other specialty retail outlets. Our portfolio of clients includes leading apparel chains, home ware stores, wineries, schools and universities, government departments, libraries and book stores, optometrists, sporting stores, cosmetics companies, advertising agencies, jewelers, professional associations and department stores. We also specialise in event packaging for conferences and exhibitions and provide packaging solutions for new product launches and the retail sales period.

facts at a glance

DIVISION

Paper-Pak

FOCUS

Paper packaging products for the retail industry.

KEY PRODUCTS

Paper Carry Bags; Gift Bags; Wrapping Paper; Tissue Paper; Up-market Boutique Paper Bags.

MAJOR ACCOUNTS

Nike, The Body Shop, Chanel, Colorado, Adidas, French Connection, Ikea and Esprit.

KEY MARKETS

Apparel, Gift & Home Wares, Cosmetics, Wineries, Telecommunications, Schools and Universities, Government Departments, Professional Bodies, Department Stores and Advertising Agencies.

With offices throughout Australia and in New Zealand, Asia and the Middle East, we are well positioned to create packaging solutions for international brands offering a high level of service direct to door.

CUSTOMERS

Paper-Pak are proud to have provided packaging solutions to some of the most renowned brand names in the world including Esprit, The Body Shop, Nike, Chanel, Polo Ralph Lauren, French Connection, Volvo, Sony, Ikea, Vodafone, Jurlique and Adidas; which is testament of our capabilities, quality and service. In addition, we've partnered some of the most influential brand names in Australia such as Witchery, Colorado, Jacqui-E, Myer, Sportsgirl, Goldmark, Dusk, Telstra, Optus, Nine West, RM Williams, Jag and L'Oreal. It's the excellent service we provide to our customers and our outstanding product range that enables us to keep company of such a high stature.

COMPETITIVE ADVANTAGE

Paper-Pak's competitive advantage lies in our extensive product range which is unrivalled. We invest a significant amount of resources into new product development to bring our clients the latest in colours, designs, textures and materials. We don't follow trends... we set them!

Furthermore, as the only Carry Bag supplier with a local manufacturing base, Paper-Pak delivers shorter lead times, increased flexibility and the unique opportunity for our customers to view their brands being printed first hand.

Our customers also benefit from our diverse, global manufacturing capabilities, enabling Paper-Pak to provide a complete retail packaging portfolio that is especially valuable to our clients with international brands.

GROWTH GLOBALLY

The first of Detmold Packaging's sales and marketing arms, Paper-Pak has achieved outstanding success through focusing on new product and new business development, which has led to our expansion into new market segments. We've concentrated on developing our core competencies which coupled with our systems improvements has led to consistent sales growth.

Our phenomenal success in the Australian market has stemmed from a firm commitment to providing products and service that surpasses our clients' expectations. As we expand internationally, we intend on taking these same principles and employing them offshore, thereby strengthening our position in the global market place to carry our customer's names further!





company overview

D&D Packaging combines over 75 years experience and expertise in the paperboard packaging industry. Recognised as a specialist packaging manufacturer, D&D offers innovative packaging solutions for the food service and take-away market.

A joint venture company between Detmold Packaging and US based Dopaco, D&D Packaging was established to service customers in the Asia Pacific Region. D&D has sales offices and manufacturing plants strategically located within this region and is supported by Dopaco's extensive manufacturing capability in the US.

D&D manufactures a diverse range of disposable carton products. These include Carry Packs, Snack Boxes, Plates, Clams, Trays and Chip Scoops. Ideal for all types of hot and cold take-away foods, all products are manufactured in a convenient array of sizes and materials.

Other products manufactured by D&D include Hot Cups, Cold Cups, Ice-Cream Cups, Soup Containers, Food Pails, Sandwich Wedges, Food Pails, Lunch Boxes and Window Cartons.

The innovative Ripple-Wrap™ Cup, the flagship product of the Detmold Packaging Group is a D&D creation. Sold worldwide to thousands of customers, the Ripple-Wrap™ cup is a superior hot cup. With its unique corrugated paper wrapping the Ripple-Wrap™ provides increased hand comfort, heat insulation and superior brand presentation.

Large café chains throughout Australia, Asia and Europe are advocates of the Ripple-Wrap™ Cup. These include Illy Coffee, Douwe Egberts (Piazza D'oro), Coffee Club, Movenpick and Super Olivers.

All D&D products are manufactured to the highest quality standards. Our HACCP accredited facilities ensure D&D cartons and cups are suitable for direct food contact.

D&D has two key roles, direct management of several global accounts and working closely with Detpak to efficiently manufacture carton products for their markets.

D&D has a strong global presence, supplying major fast food customers an array of carton products. D&D's impressive customer list includes McDonalds, KFC, Burger King, Subway and Dicos.

facts at a glance

DIVISION

D&D

FOCUS

Specialist carton and cup manufacturer.

KEY PRODUCTS

Ripple-Wrap™ Cups;
Hot and Cold Cups;
Carry Packs; Snack Boxes;
Clams; Trays; Chip Scoops;
Food Pails and Plates.

MAJOR ACCOUNTS

McDonalds, KFC, Burger King,
Subway and Dicos.

KEY MARKETS

Food Service and Take-Away.



company overview

Detpak Engineering provides complete engineering services to the Detmold Packaging Group. Our company specialises in paper converting machinery improvements, reconditioning and modifications. Supported by a highly skilled team, we provide installation and maintenance services to all Group manufacturing sites. Expert engineers deliver training programs globally ensuring knowledge is transferred to support the expanding business.

Detpak Engineering's aim is to bring all plant and equipment throughout the group to maximum productive capacity by improving change-over efficiencies through the implementation of new technologies.

Detpak Engineering re-engineers existing equipment, supporting the Group's rapid growth. This combined with installing new equipment provides the Group with a distinct competitive advantage.



company overview

Detmark Poly Bags is the largest manufacturer of High Density Polyethylene vest bags, otherwise known as supermarket Check-out Bags, in Australia. Established in 1983, Detmark is jointly owned by Detmold Packaging and Jeff Burch of Perth.

Detmark's products are supplied to major supermarket chains, convenience stores, fruit and vegetable retailers and pharmacies. Supermarket giants Woolworths/Safeway and Metcash/IGA are among Detmark's customers.

Other products in Detmark's range include HDPE/LDPE Film, Stretch Film and Insulated Food Bags.

As a signatory to the National Packaging Covenant, the company is committed to ensuring best environmental practice. Detmark manufactures recycled Check-out Bags containing post consumer waste, and continues to work with its recycling partners to improve the quantity, quality and efficiency of this process.



Unrestored

Refurbished

facts at a glance

COMPANY

Detmark

KEY PRODUCTS

Supermarket Check-out Bags;
HDPE/LDPE Film;
Stretch Film;
Insulated Food Bags.

MAJOR ACCOUNTS

Woolworths/Safeway,
Metcash/IGA.

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global distribution

THE DETMOLD PACKAGING GROUP