

# COMPANY PRESENTATION



# WHO we are

Founded in 2006 and based in China, ASTRID PACKAGING is a specialized manufacturer dedicated to the design, engineering and production of customized ultra premium bottle stoppers for the world's liquor and beverage brands, wineries and diffuser brands.

With 15 years' experience in liquor packaging industry and the advantage of being in the world manufacturing center, we aim to provide businesses with optimal, personalized and cost-effective packaging solutions.

# WHAT we do

In recent decades, a growing number of distilleries, wineries and liquor companies begin to value bottle stoppers as a means of adding greater prestige and personalization to their packaging.

In response to the growing demand for personalized packaging solutions, ASTRID PACKAGING offers a variety of stopper solutions with expertise in Premium bottle stoppers that are both functional and artistic: crystal glass, wood, metal, zamak, ceramic, plastic, aluminium, acrylic, etc.

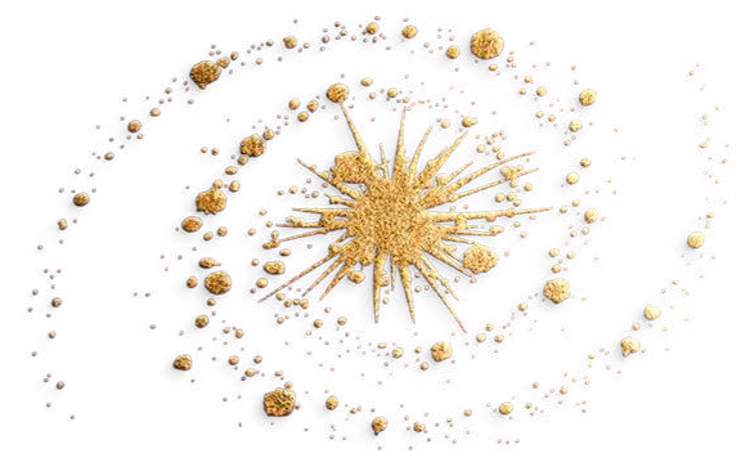
Since its establishment, our company has customized nearly 3000 different kinds of bottle stoppers for high-end and super-premium gin, tequila, whiskies, vodkas, Rum, wineries and aromatherapy products. In the meanwhile, our technical team has developed more than 1500 models/sizes. That wide range of models could cover most bottleneck sizes and meet most clients' need.

***When creating packaging for any liquor brand, deciding on the most appropriate bottle stopper to use can be an element to add a level of detail, quality or expression to any liquor. It can enhance the finished look of a bottle of spirits while also adding to its functionality.***



# ABOUT our factory

Our factory is located in Wenzhou, in the Yangtze River Delta region of China. The Yangtze River Delta region is one of the regions with the most dynamic economic development, the highest degree of openness and the strongest innovation capacity in China. This area has a high degree of economic agglomeration and regional connectivity, with many coastal ports along the river and sea. We therefore enjoy a well-developed industrial chain and efficient transportation, which gives us a nourishing ground for product quality, diversity and innovation.



**ASTRID PACKAGING**  
PREMIUM BOTTLE STOPPER

# OUR Team



**OWEN CHEN**  
GENERAL MANAGER

30 years experience in materials research and mechanical equipment.

20 years' experience in foreign trade.

Bachelor's degree Material Science and Engineering

Beihang University

Master's degree Material Science and Engineering

Northwestern Polytechnical University

Engineer- Guangzhou Institute of Materials Research



**STEPHEN GU**  
LEAD ENGINEER

Doctor's degree Chemical Engineering

Southeast University

30 years experience in materials research and mechanical equipment.

Responsible for raw material formulations and product properties , Machine design and modification.

Expertise in Chemistry, Engineering and mechanics.

His scientific achievements have resulted in more than ten patents for the company.



**DEREK CHEN**  
ENGINEER

Master's degree Mechanical Design

Wuhan University of Technology

Responsible for Machine design and modification. Equipment Overhaul & Maintenance.

# OUR Team



**BRIAN LI**  
ENGINEER

Master's degree Mechanical Design  
Shanghai Maritime University  
Responsible for quality management system, staff production safety



**GRACE QU**  
HEAD OF SALES AND  
BUSINESS DEVELOPMENT

Bachelor's degree-Management  
South China Agriculture University.  
Responsible for key account development & maintenance, new product development, visual merchandising, art supervision.  
8 years experience in Liquor and spirits packaging industry.  
Have tremendous connections among manufacturers, wholesalers, distilleries, platforms throughout China.



**DARREN BI**  
MARKETING  
DIRECTOR

Bachelor's degree Computer Engineering  
Tianjin University  
16 Years experience in SEO and overseas Marketing.  
Proficient in data analysis and operational skills on Google and Facebook  
Responsible for the development, maintenance and operation of company website.

# CRYSTAL BOTTLE STOPPER

## Production Process

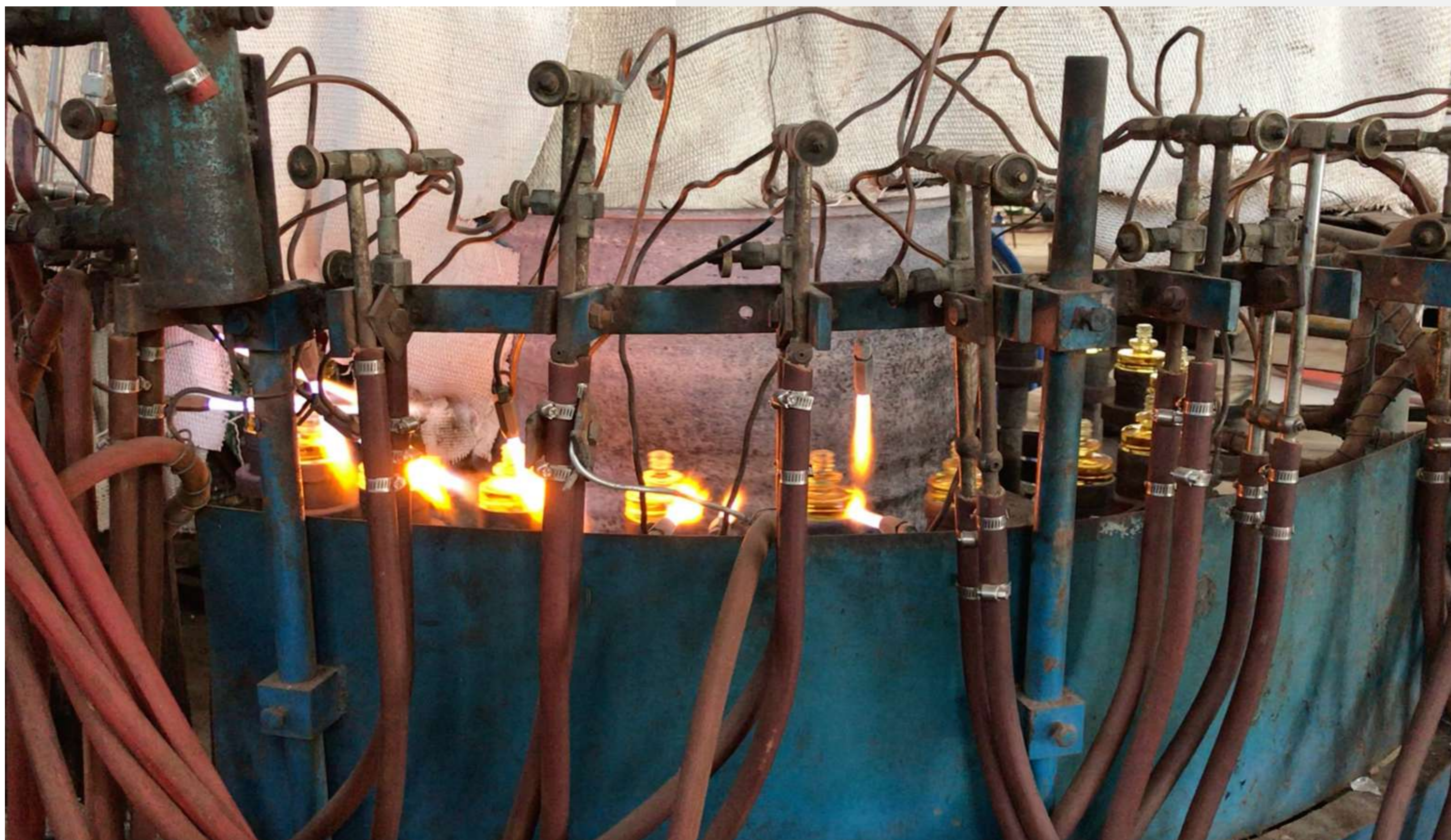
### Step 1

Once the temperature and operation of the furnace is adjusted, required moulds will be loaded onto the machine.

Before mass production, the transparency of the raw glass material and the number of bubbles in the finished product must be tested. Small quantities or difficult products need to be molded and polished by hand.

### Machine Line

### Hand Molding & Fire polishing



# CRYSTAL BOTTLE STOPPER Production Process



## STEP 2

Fix all naked glass tops produced from the furnace onto the polishing machine.

## STEP 3

Polishing machine starts to process.



## STEP 4

After the polishing process complete, workers take off all glass tops carefully and send them to the Washing Room.

# CRYSTAL BOTTLE STOPPER Production Process



## STEP 5

In the Washing Room, all remaining dust after polishing is washed away by a high-pressure water jet. Only then does the product take on a crystal-clear texture. All dust and waste water in the entire industrial zone is treated by the government.

## STEP 6

After all glass tops are dry, all of them will be sent to the Quality Inspection Room.



## STEP 7

All tops will be inspected very carefully one by one. Pieces with rejections such as marks, scratches, bubbles will be send back to the handcraft workshop for repairing.

# CRYSTAL BOTTLE STOPPER

## Production Process



### STEP 8

Finished products will be assembled with synthetic cork/natural cork and then packed in Foam or Blister packaging.

### STEP 9

Cartons packed in Pallets and loaded on to the container. It will enter the port directly and waiting for departure.

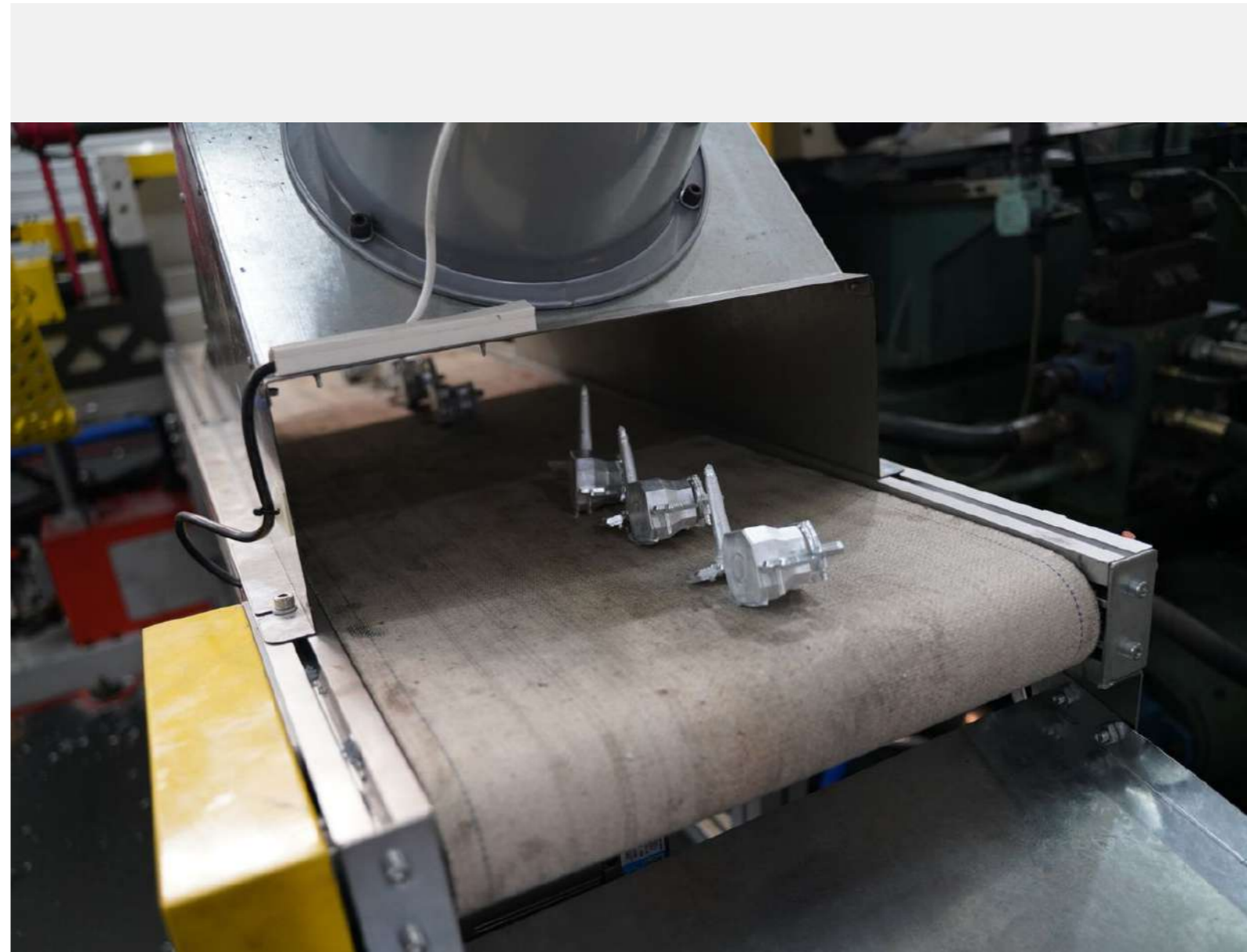


# ZAMAK BOTTLE STOPPER Production Process

## Step 1

Once the temperature and operation of the furnace is adjusted, required moulds will be loaded onto the machine.

Before mass production, the transparency of the raw glass material and the number of bubbles in the finished product must be tested. Small quantities or difficult products need to be molded and polished by hand.



## Machine Line



# ZAMAK BOTTLE STOPPER Production Process



## STEP 2

Fix all naked glass tops produced from the furnace onto the polishing machine.

## STEP 3

Polishing machine starts to process.



## STEP 4

After the polishing process completes, workers take off all zamak caps carefully and send them to the electroplating or vacuum plating workshop.



# ZAMAK BOTTLE STOPPER Production Process



## STEP 5

After electroplating or vacuum plating, all caps will be inspected. Unqualified products will be sent back for reprocessing or be discarded.

## STEP 6

Qualified products will be assembled with synthetic cork/natural cork.



## STEP 7

Finished products.

# ZAMAK BOTTLE STOPPER Production Process



## STEP 8

Finished products will be then packed in Foam, Blister packaging or plastic bags.

## STEP 9

Cartons packed in Pallets and loaded on to the container. It will enter the port directly and waiting for departure.



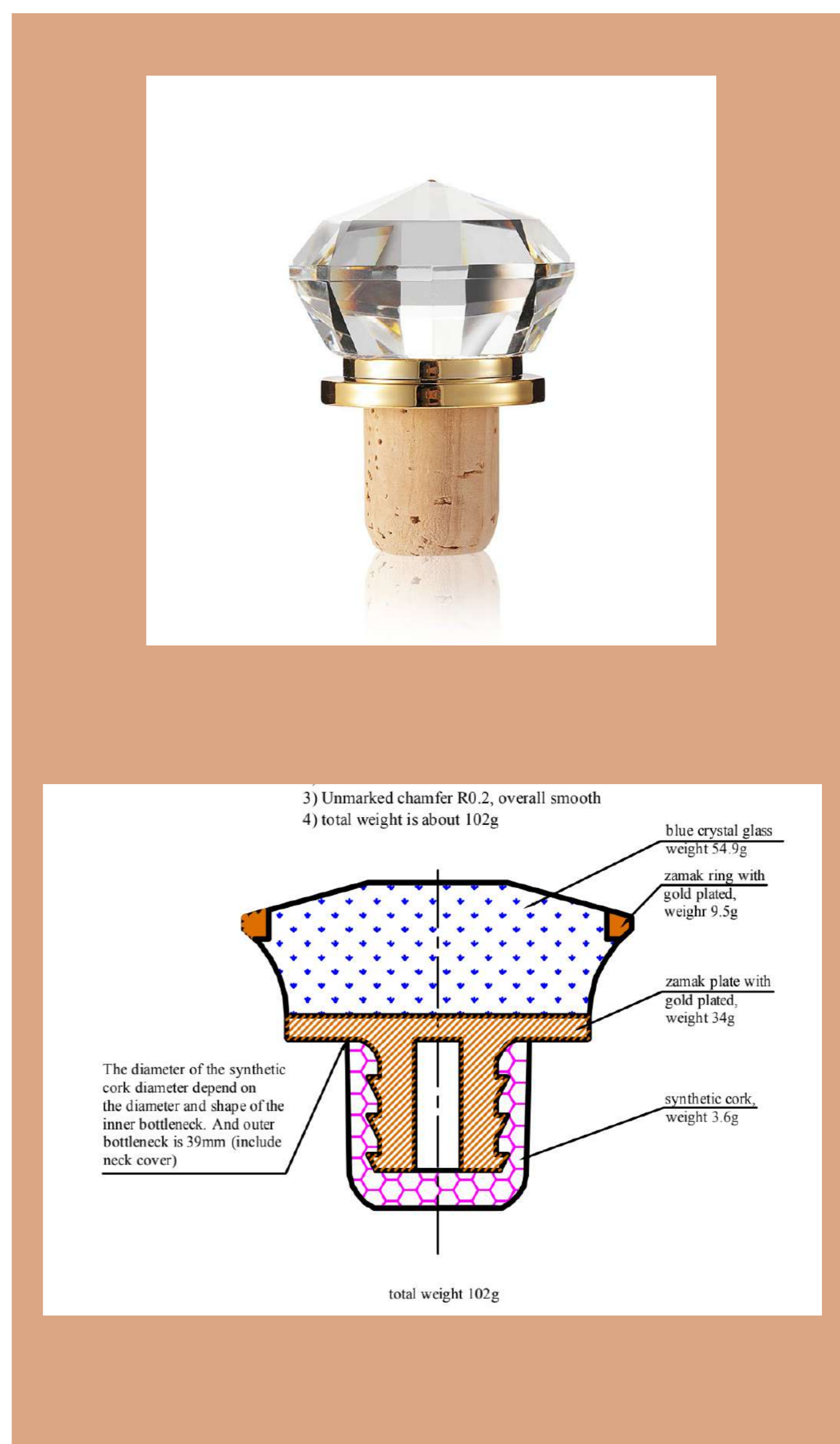
# PROBLEM Solving

**CORK FALL FROM THE HEAD  
LEADS TO BREAKAGE AND LEAKING  
HOW CAN WE SOLVE THE ISSUE?**



## OVERVIEW

As in premium line of bottle stopper, most heads are made in wood, glass, zamak, plastic, ceramic or resin with designer look and customized logo. Therefore most heads are not the same material or the same part as the cork. How to assemble cork to the head has become a big issue in assuring functionality and product quality.



## OUR APPROACH

Traditionally, many manufacturers in the industry use glue to attach natural/synthetic cork to the head. This method leads to risk of cork falling off/leaking.

We have developed our own patented structure to solve this problem. By designing a physical structure on both the cap and the stopper, a strong attachment can be formed without the use of glue.

# PROBLEM Solving

BEFORE



- Natural cork breakage.
- Breakage leads to leaking.
- leakage leads to erosion on the vacuum plating surface.

AFTER



*Special link screw that match perfectly with synthetic cork, which forms a strong attachment without glue.*

# PROBLEM Solving

**BEFORE**



- Synthetic cork material can not be glued firmly to wood. It falls off eventually.
- The edge of metal cap cuts fingers.
- The whole solution is expensive yet impractical and unsafe.

**AFTER**



- One-piece moulding without the use of glue.
- Metal cover with folded edge to avoid cutting customer's fingers
- The whole solution is highly cost-effective, practical and 100% safe.

**Co-injection and one-piece moulding ensure a safe and secure product.**

# PREVIOUS Projects

santaTeresa  
1796





# PREVIOUS Projects





# PREVIOUS Projects

TEQUILA  
**3 AMIGOS**







# PREVIOUS Projects





# PREVIOUS Projects

**WALSH**  
WHISKEY





# OUR location

C-406, MINGGU, 7001 ZHONGCHUN ROAD, MINHANG, SHANGHAI, 201101, CHINA

