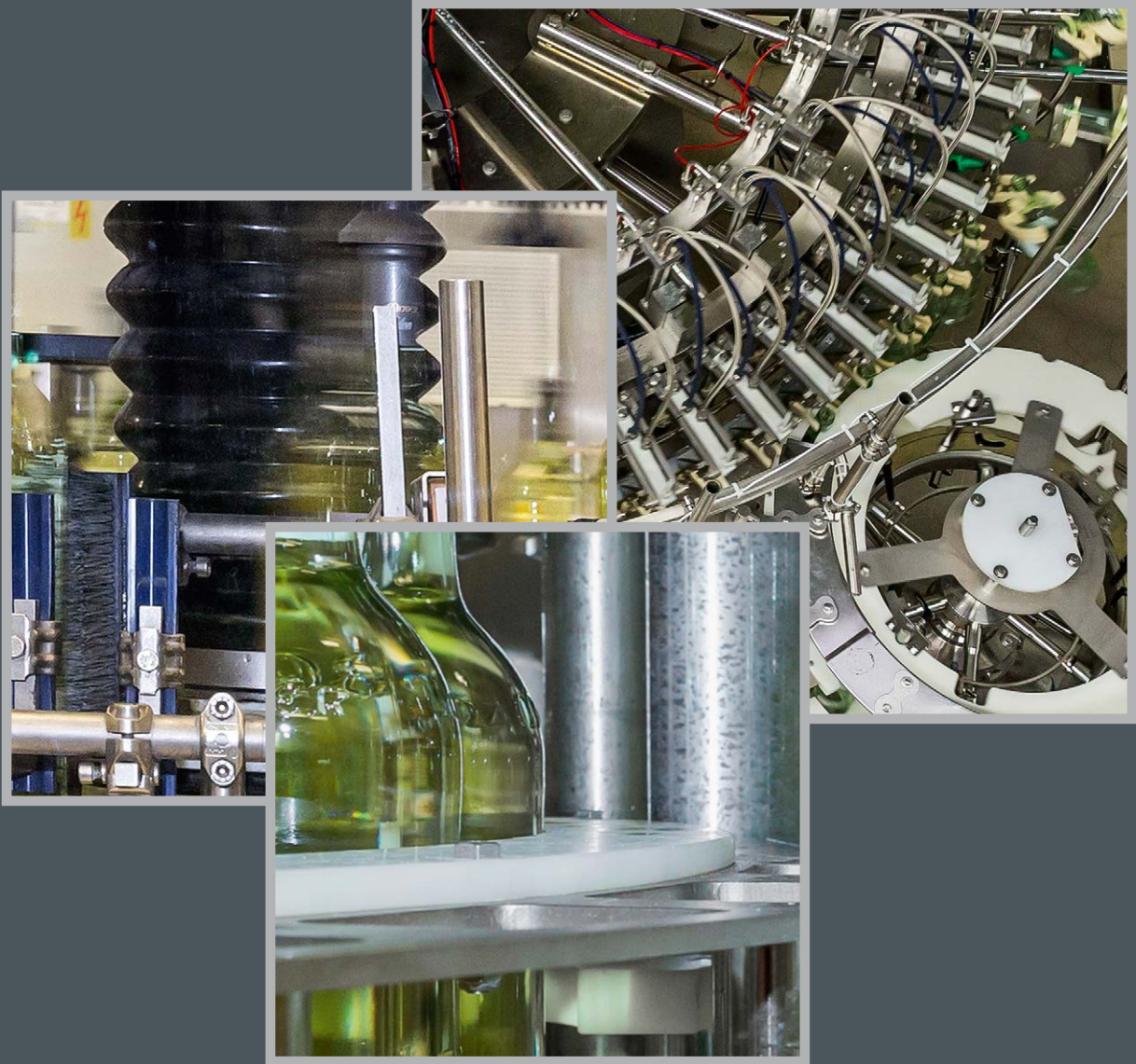


Lenz Moser®



"We have to admit: we're also proud of that!"

Rohrendorf, 2013



Ing. Ernest Großbauer
Wine Cellar Manager

“We wanted to employ up-to-date technology to allow the wine to come into its own and thus to preserve the treasure that nature has given us!”

High-tech meets natural enjoyment

The bottling plant at Lenz Moser has been in operation for 23 years. Reliable, hygienic and productive. But bottling systems have also progressed greatly over recent years and modern systems allow production to be more modern, more sustainable and gentler. At the beginning of 2011 it became desirable to switch to a more up-to-date system. Starting with filtration and continuing through filling and ending with quality assurance. We wanted the process, which commences in the vineyards – and which is carried out to the highest standards – to be brought to its perfect conclusion during filling.

The project was approached with three aims:

- To make the wines last longer by reducing the amount of oxygen in the bottlenecks.
- To achieve greater fruitiness in white wines and reduce the amount of sulphur in them.
- To use highly modern technology as the basis for innovation.



Ing. Michael Rethaller
Deputy Wine Cellar Manager
Responsible for quality assurance
(filtration, oxygen management)

The project team at Lenz Moser began to prepare for the switch at the beginning of August 2011. They spent more than a year visiting modern bottling plants at famous wineries in Germany and Italy before proceeding to procure estimates and compare prices and performances in detail. In October 2012 Krones and Sartorius, companies which are renowned for their innovative mindsets and high-end quality, were chosen as the most suitable options.

The old plant was used for the last time on 8 May 2013, after which dismantling commenced. The floor in the bottling hall was renewed and the installation work for the new plant was commenced just 14 days later. The assembly and testing phases were concluded towards the end of June and the first bottles were filled on 21 June 2013!



Ing. Franz Walzer
Technical Management
Responsible for the bottling plant
and engineering

Facts and figures

Investment volume:

3.5 million euros

Footprint:

1,650 m²

Assembly time to operation:

1.5 months (May 2013 to mid-June 2013)

Trucks with machine components:

16

Fitters:

Up to 32 external fitters assisted by the Lenz Moser team

Manufacturers:

Krones: Bottle filling, checking, transporting the bottles

Sartorius: Filtration. (**Ruland:** Piping)

Capacity: (Bottles/h, 0.75 l)

Old: 12,500 bottles/h
New: 16,000 bottles/h

Bottle types:

0.25/0.375/0.75/1 litres

Caps:

Two types of screw caps and natural cork





One plant – many benefits

The new plant also brings an improvement in working conditions for the workforce. It now runs considerably faster and is much quieter. Targeted checks also mean that it delivers highest quality performances. The bottle-checking system now has two cameras to detect bottle defects even more quickly and precisely. The candle filter helps ensure microbiological purity even before filling commences.

Further improvements include an increase in the filling levels in the bottles, which has helped reduce the amount of oxygen contained in the bottlenecks. Thus making it possible to produce fruitier wines.

Improvements were also made in the transport of the closures. For example, the screw caps and corks now run on conveyor belts – instead of through air channels as they did previously.

The workforce of Lenz Moser also benefits from the fact that production with the new bottling plant is more re-

liable because the two manufacturing companies based in Germany are able to quickly intervene into the plant's technical systems. Thus making it possible to quickly and remotely carry out any necessary maintenance.





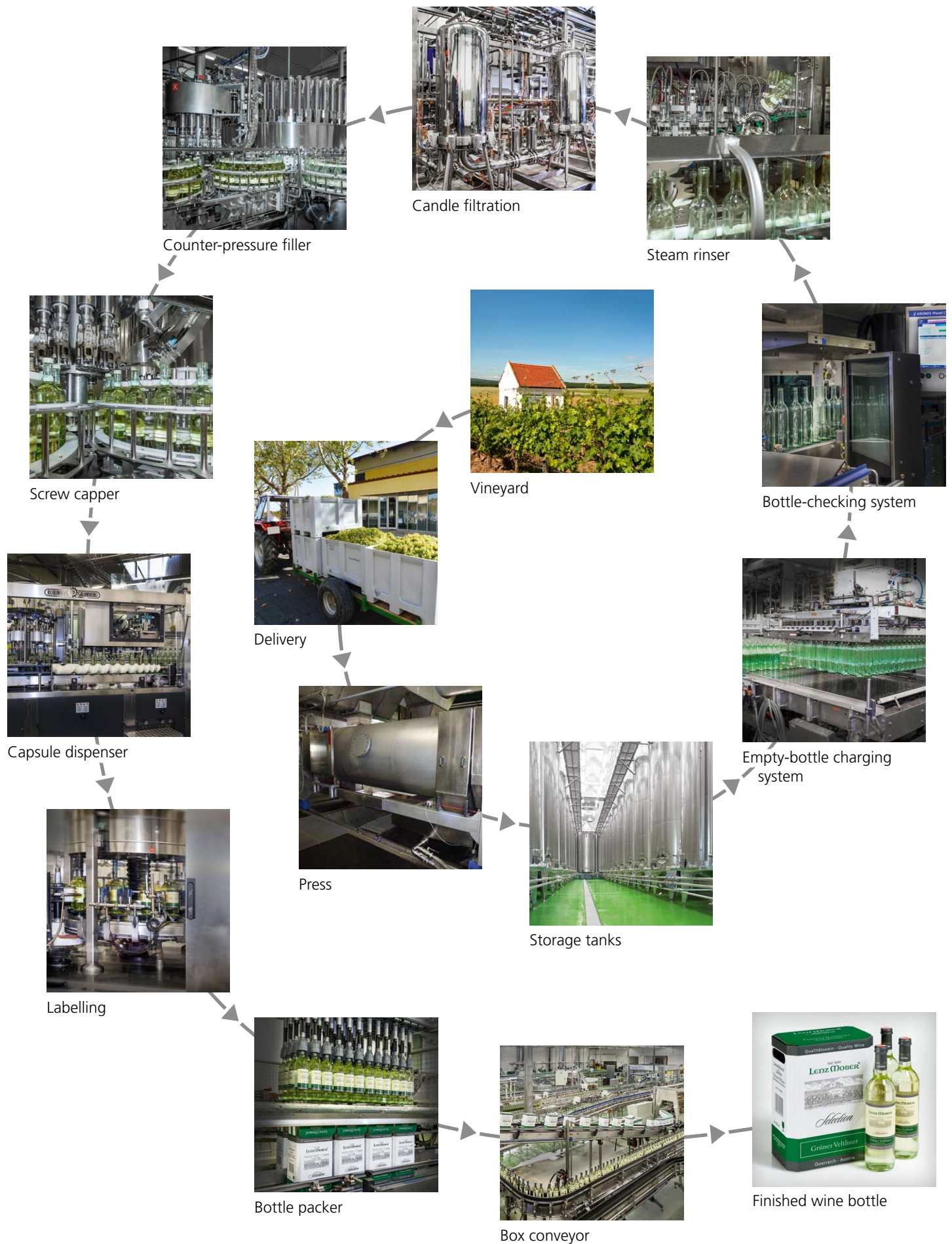
The machines have been arranged in a circle, resulting in shorter routes for machine operators, and the optimised bottle-guidance system has helped considerably reduce the noise level that machine operators are exposed to.

The new bottling plant also scores points where sustainability is concerned by cutting the consumption of energy and requiring less cleaning detergent.

Overview of the new bottling plant's plus points

- ✓ **Improved safety** through the new dual-camera glass-checking system
- ✓ **More agreeable wines** as a result of the reduction of space containing oxygen in the bottlenecks
- ✓ **Cleaner** through steam cleaning and the fully-automatic disinfecting system
- ✓ **Better hygiene** through 100 % germ-free filtration

From vineyard to connoisseur





— The hygienic screw cap

— The optimised filling level reduces the amount of oxygen contained in the bottlenecks



— The embossed logo emphasises the branding and increases recognisability

The new Lenz Moser bottle

The installation of the new bottling plant also constituted the ideal opportunity for improving Lenz Moser's bottles. Eleven different types of bottles had been previously used – so it was a good time to establish a more uniform range.

Work on the introduction of new bottles was therefore commenced in 2012. The bottles were made lighter, taller and more modern. A unique Lenz Moser relief was also introduced to ensure that they were recognised across all ranges of wine. It was also decided at the same time to change the labels and boxes – the boxes were given a handle to enhance customers' experience of comfort even further.



— The more modern taller bottle design uses less glass and is therefore lighter.



Lenz Moser is Austria's Wine



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