

# BROTHERHOOD WINERY

**Works with Waterloo Container  
to Meet Their Needs**

## ABOUT BROTHERHOOD WINERY

A staple in Washingtonville, New York, Brotherhood Winery was founded in 1839 and holds the title of the oldest winery in the United States. Once a small operation, it now produces more than 500,000 cases per year and is one of the largest wineries in New York State. Throughout the years, Brotherhood Winery has remained a loyal client of Waterloo Container, largely thanks to how easy the customer service team makes it to source all of the supplies necessary to continue growing the brand.

*"Waterloo Container is our biggest supplier of containers, bottles, corks, caps, and other small items like wax and shippers, and we receive deliveries several times per week. Things can change very quickly at our winery, and if I need a truck of glass the next day, they'll be there to make it happen. Waterloo Container also provides custom-printed cartons for our commercial clients, and they've done some great screen printing for the glass of one of our most expensive wines."*

*The reason we continue to choose Waterloo Container starts with our very long-standing, positive relationship. By far, they offer the best customer service out of any supplier I work with. I can contact them at any time of the day, and they always ensure that we're supplied with that we need – that's the most important thing to us. We've never run out of glass or any other supplies since we started working with them many years ago."*

*"We are proud to continue to work and grow with Waterloo Container as our partner."*

### Samuel Eaton

Procurement & Supply Chain Manager,  
Brotherhood Winery

# CHALET DEBONNE VINEYARDS

**Explains Why They've Been a  
Long-Time Waterloo Container Client**

## ABOUT CHALET DEBONNE VINEYARDS

Located in Madison, Ohio, Chalet DeBonne Vineyards was founded in 1971 and prides itself on the efficiency of its small operation. Up until the mid-1980s, management purchased everything they needed, such as capsules, corks, cardboard, and different types of glass, from various suppliers. Because of this, they were forced to pay separate shipping and handling costs on each order.

*Thankfully, that's when they found Waterloo Container, and they haven't looked back on their decision to partner since.*

*"We began working with Waterloo Container because they were one of the first suppliers that could bring us different sizes and types of glass in one truckload – a great advantage for smaller wineries like ourselves. Waterloo Container also supplies capsules, caps, packaging materials, and printed glass – all on one delivery truck. They even offer a once-a-month route that can deliver individual pallets at a discount, so when we don't need a full truckload of supplies, we can get five or six pallets at no additional cost."*

*Their pricing is fair, but in my opinion, the biggest thing they have to offer is their customer service. They understand the importance of relationships, and I trust them because of their reputation of being solid, honest business people over the last 30-40 years we've been working with them. They have some really loyal people that are willing to go the extra mile for their company and their clients. I always recommend Waterloo Container."*

### Tony DeBevc

Owner,  
Chalet DeBonne Vineyards

**WATERLOO CONTAINER**  
company

*Supplier of Wine Bottles, Caps, Corks and Closures*