



SIG SASDT Processors Day 27th May 2026

Session 4: Smart Dairy Packaging Technology

Natalie Harmse

Marketing Manager – SIG SSA

Packaging for better



From milk to meaning.
Why dairy's next growth chapter
will be built through ecosystems,
not silos



Is dairy still the same?

Why dairy's future depends on relevance, not volume



Global dairy oversupply: Will milk keep on flowing?

By Teodora Lyubomirova
11-Dec-2025 Last updated on 11-Dec-2025 at 15:53 GMT



World Gone Crazy for Protein Is a Boon for Dairy

It's a tough time for consumers, but it turns out there's still a bright spot on grocery shelves.



BT BusinessTech · 6d

South Africans getting crushed by Eskom, petrol and diesel hikes

Sharp increases in electricity, petrol and diesel prices in April have sent headline inflation surging, pushing the limit of ...



Al Jazeera on MSN · 12h

South Africa's foot-and-mouth outbreak deepens amid slow government vaccine rollout

South Africa faces one of its worst foot and mouth outbreaks, with slow vaccinations hitting farmers, exports and beef and ...



In protein-deficient India, McDonald's, Bollywood and cricket fuel wellness craze

By Dhvani Pandya and Praveen Paramasivam

August 26, 2025 4:12 AM CMT+2 · Updated August 26, 2025



Three consumer realities are reshaping dairy demand

Population structure trends and implications on the food industry

Smaller & single households

Call for reconsideration of pack size and cooking approach



Europe:
Single-households
grew +16.9%
(’15 vs. ’24) vs +5.8%
for all households

Growing “silver generation”

Look for products with special needs



The world is ageing
fast: By 2030, 1 in 6
people globally will be
60+

Challenging youngsters

Push pressure and demand for dialog with brands



Young consumers
demand **two-way**
dialog: ~75% expect a
reply within 24 hours
on social.

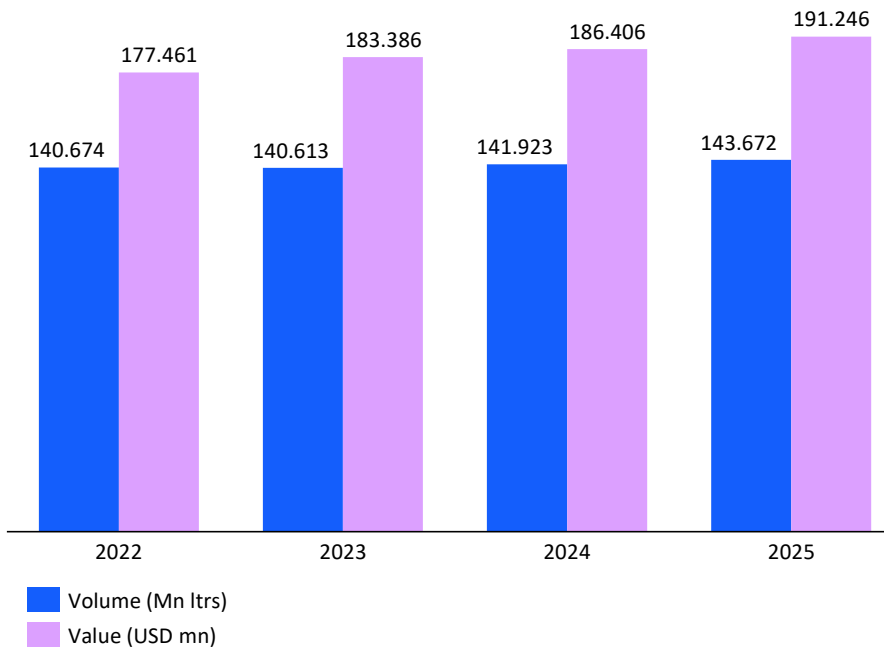
23% of the global
population is made up
of Gen Z in 2025



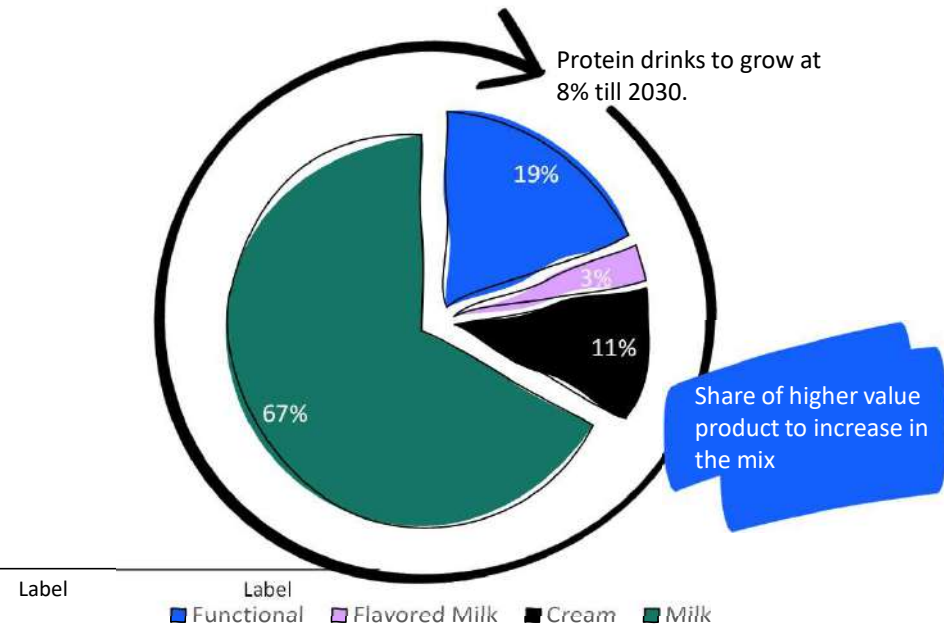
Source: European Commission, World Health Organization, 2025

Global drinking milk is no longer growing in volume BUT it is growing in value

Dairy development
Volume vs. value



Dairy mix 2025



Source: Euromonitor, 2025

Why aseptic is becoming a strategic enabler for dairy Because...

... produce healthier foods?

- Reduce sugar content
- Maintain vitamin content

... eliminate preservatives?

- Up to 12 months shelf-life
- Cleaner ingredient label

... improve logistics?

- Ditch the cold chain
- Cut waste, save time with in-house sterilization



What does all of this mean to you, dairy leaders?

Dairy portfolios
will keep
diversifying

Packaging
flexibility will
separate winners
from followers

Partnerships
matter more than
transactional
sourcing

Distribution Ambition Defines Technology Choice

ESL Platform (35 Days Chilled)

- Lower capex
- Cold chain dependent
- Urban-focused
- Higher spoilage risk
- Limited cross-border



Aseptic Platform (Ambient)

- Higher capex
- No cold chain
- Rural & export viable
- Government feeding scheme ready
- Long shelf life (9-12 months)



We've been serving
foodservice for

70

years!



Types of dispensing systems



Pour system



Rack system



Gravity-fed system



Tray system

Why dispensing matters

Dispensing isn't just delivery of product– it's efficiency, consistency, and product integrity

Dispensing controls:

- Product consistency
- Temperature control (dispenser dependent)
- Speed of service
- Cleanliness & food safety
- Waste reduction
 - Spillage
 - Excess product usage
 - Packaging waste

The 'right' solution depends on:

- Category
- Ease of use
- Back of house footprint
- Customer budget
- Customer infrastructure complexity
- Customer size (number of locations)



Why dispensing systems are needed

Benefits

- Reduced leaks and mess
- Improved hygiene
- Faster setup and changeover
- Better alignment with automation and pumps

Impact areas

- Back of house efficiency
- End-user experience
- Speed of service
- Product consistency
- Brand perception
- Increase menu options

Dispensers are everywhere—if you know what to notice.

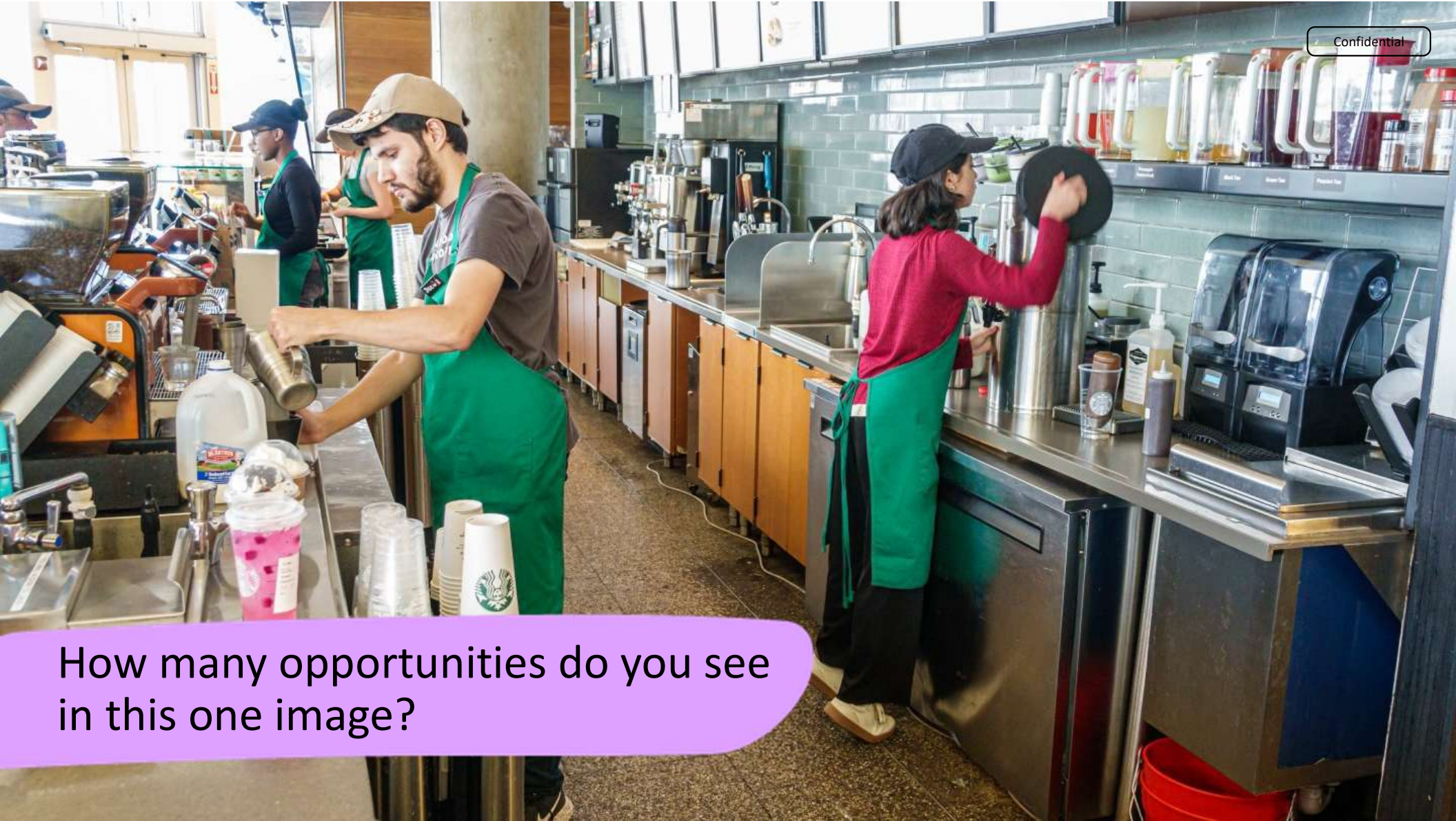


Look for:

- Method of dispensing or are they hand mixing, pouring etc
- Cleanliness and organization
- Temperature control features
- Storage restrictions
- Ease of use with current solution

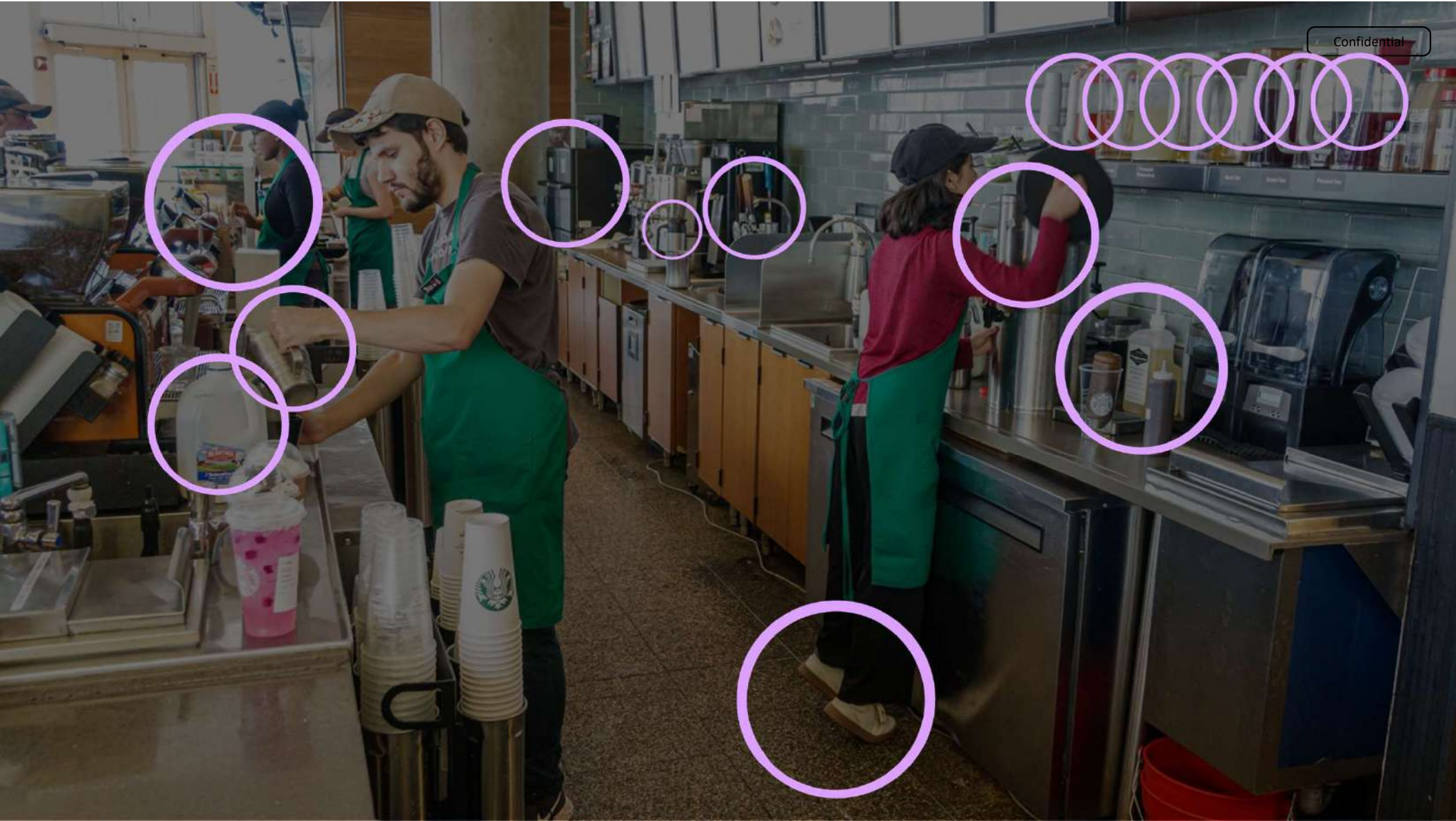
Let's see if you can spot the opportunities...





How many opportunities do you see in this one image?

Confidential



Milk journey at the counter

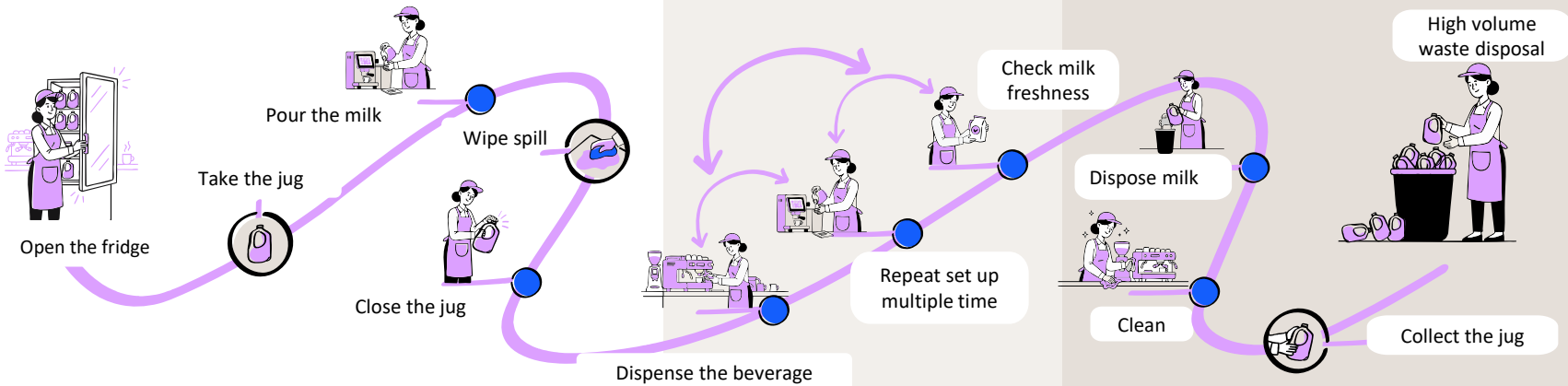
How SIG Bag in Box solutions bring your coffee program to the next level

Dispensing set-up

Daily operations

End of operation

2L Plastic Jug
Workflow

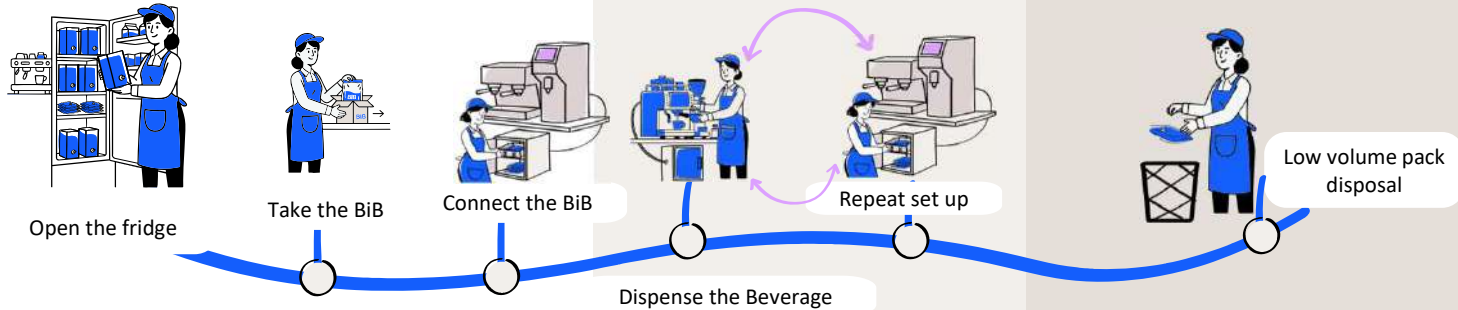


Dispensing set-up

Daily operations

End of operation

10L Bag in Box
Workflow





Six Simple Machines

Innovating liquid dairy dispensing in coffee houses and beyond

The Challenge: Long-lines at coffee shops are the bane of all coffee drinkers, messy and inefficient barbacks slow down baristas, and excess waste ruins the overall sustainability of coffee shops.

Six Simple Machines wanted a better way.

The Solution: An innovative dairy bar tap, the Juggler, takes out complexity and adds efficiency and consistency to back of house beverage making.

- Reduced dairy waste from over-pouring
- Reduced packaging waste
- On-tap, simplified experience for baristas



Multi

Dosing capability
Dispensing nozzles can be tailored for multiple volumes to tailor-fit recipes

Eight

Bag positions
Up to eight connected bag-in-box trays ensure the cafe is up and running without breaks in service, hour after hour

80%

Less plastic waste¹
Compared to traditional 2-liter plastic bottles used in Australian cafes



The Juggler

How it works





Aseptic

Confidential

Galloway dairy

Better packaging makes Galloway's dairy products more accessible

The Challenge: One of Galloway's largest customers was rapidly expanding, so they needed a packaging solution that could travel further without requiring expensive returnable dairy cases.

Galloway wanted better.

The Solution: SIG helped Galloway implement bag-in-box packaging for their dairy mixes, which allowed them to save on shipping and production costs.

- Ensure product was delivered safe and fresh due to our barrier film technology
- Enabled Galloway to serve geographic areas that were previously inaccessible



Preserves

Quality

Bag-in-box packaging ensures the product that is delivered is the freshest

Reduced

Shipping costs

And environmental impact by removing the need to return and service plastic crates

Increased

Service range

By eliminating returnable crate program, Galloway can expand their customer base to new geographies



Want to read the full article? Click [HERE](#)





Perfect Parfait

Elevated guest satisfaction and better efficiency

The Challenge: After industry research, Perfect Parfait discovered that hospitality outlets like hotels were losing over \$3MM annually due to pilferage and shelf-life concerns of yogurt cups.

Perfect Parfait wanted better.

The Solution: To allow foodservice outlets like hotels, restaurants, cruise ships, and others to address concerns around food safety and reduced pilferage, Perfect Parfait began expanding their portfolio and offering a 14lb bag-in-box that works seamlessly with their patented yogurt dispenser.

- Loading the dispenser is made quick and easy
- Optimal freshness
- Unparalleled food safety- the only daily required cleaning is the drip tray



Fresher

Product
Long shelf-life in bulk bag-in-box extends profitability for yogurt products

More

Customizable
Experience for parfait-lovers at every breakfast or snack when add-in ingredients are included at the snack bar

Eliminated

Pilferage
At snack stations by removing on-the-go cups, increasing profits for HoReCa outlets



Want to read the full article? click [HERE](#)



» Dairy innovation doesn't start on the shelf, it starts with the right partnerships behind it.