

[revinobottles.com](http://revinobottles.com)

# REVINO





# WHAT WE DO

We're thrilled to be building a new circular economy for wine.

## End to End

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Revino exists to empower and promote sustainable glass packaging, fostering pathways to ambitious change for people and markets across the U.S. Our mission involves reviving the returnable, reusable bottle ecosystem for beverage producers and consumers Nationwide.

Our bottle cleaning line will provide 'cleaner than new,' washed reusable bottles to the food and beverage market. As we move forward, additional services, including unbottling/distillation prep, are on our horizon.

**At the core of our mission is the commitment to reclaim glass for reuse and actively contribute to waste reduction. Join us in reshaping the future of sustainable packaging.**





## Our Priorities



Minimize our environmental footprint

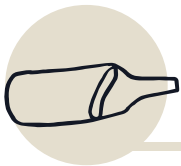


Support strong, sustainable and equitable communities



Conduct business with high standards of quality and integrity

## Why Reuse?



**Less than 31%** of glass in America is actually recycled, meaning that the majority of glass wine bottles are ending life in landfills.

Revino bottles offer an **85% reduction** in carbon emission compared to the standard, single-use package for wine *and break even on carbon emissions after just the third reuse.*



According to our partners at Porto Protocol, the wine industry produces about **40 billion pounds** of CO<sub>2</sub> just from bottle production globally.



Revino washing 1 million bottles saves **2.8 million pounds of CO<sub>2</sub>** or the equivalent of carbon sequestered by **35,000 adult trees.**



# OUR COLLABORATION ECOSYSTEM

## Industry

Pinnacle of sustainable packaging.



## Retailers & Consumers

Interactice Packaging and sustainable shopping.



## Bottle Manufacturing

Production & end of life recycling.



## Environmental Advocates, NGOs, & Policy

Launchpad for reuse policy language & POC showroom.



## Distribution Networks

Environmental leadership and standout service.



## Bottle Return Infrastructure

Network access and material acquisition.





# HOW IT WORKS

## Standardized Bottles

Our bottle was designed with over 75 Oregon Wineries and based on three criteria:

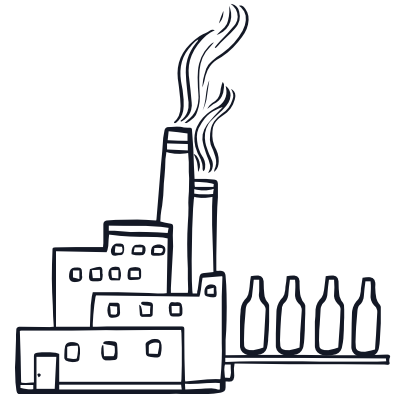
1. Locally sourced (various West Coast plants depending on finish and color.)
2. Designed for reuse with market-accepted shape and color at an eco-weight of 495 grams.
3. Shelf differentiation from single-use glass by unique leaf motif on the neck and "REFILLABLE" embossing.

[BOTTLE SPEC SHEET](#)



## Local Manufacturing

1. Revino will offer for purchase O-I glass bottles that are designed and engineered for return and reuse.
2. Refillable bottles will initially be sold new, with opportunities to purchase new glass annually as inventory demands, and sanitized, washed bottles as return networks mature.
3. Additional services, such as label removal, de-bottling and distillation prep for unwanted wines will be available in the future.



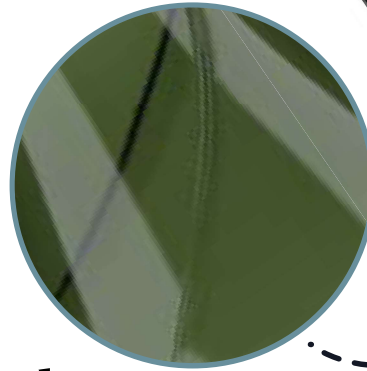
## Return & Washing

Bottles are collected directly from Wineries and other partnered retailers and brought back to our washing facility (scheduled to stand in Q4 2024), where they are washed, digitally inspected, and prepared for another round!



## Tested and Designed For Reuse

Our molds are based on a Burgundy bottle widely used in the industry with adjustments from best practices learned in existing reusable bottle systems worldwide.



## Returnable, Reusable Bottles

- Every Revino bottle will sport an embossing at the base that reads “Refillable” and an elegant, leaf inspired shoulder detail that is eye catching from any angle without drawing attention from brand label.
- Recognizable shape facilitates easy sorting and builds trust with bottlers that each bottle is uniform and will not cause damage or delays on high speed equipment.
- Consumer preference research shows our design is preferred over standard glass bottles.
- Glass remains the ideal inert package for premium wines. Shared, identifiable bottles are the most viable option for a scalable reuse economy.

### What about a bottle deposit?

As we’re working with partners to develop a deposit return scheme in many states, **we highly encourage wineries to implement and utilize your own incentive program for returns.** This is a great way to encourage stronger customer retention while growing bottle return rates. We will continue to update information regarding bottle deposit laws nationwide on our website: [revinobottles.com](http://revinobottles.com).





# Label Requirements

## Do I need to include any information on my label?

In order to make returnable, reusable bottles easily identifiable, we have designed an optional sidebar to include on your labels. We are not requiring this to be utilized now but will require the sidebar to be included in 2025. This serves as a quick and reliable resource to consumers for how to return the bottles with our returns map and further information.

**Label Sidebar Options**

- Color can be adjusted, and contrast must be high enough to be easily readable.
- Size requirement (needs to be large enough the QR code is readable)
- 3 style options



## What kind of label can I use?

We're happy to work with you as you transition labels or discuss an alternative solution.

**REVINO LABEL RECOMMENDATIONS**



# Building a National Reuse Network

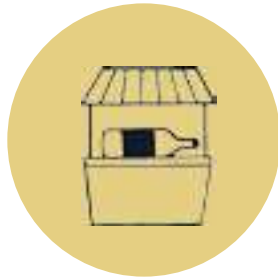
In partnership with wineries and supply chain partners across the country, we are pioneering a new reuse economy. Our mission is rooted in the belief that together, we can create a transformative impact on the environment. As a company redefining the way we build, connect, and thrive, Revino is committed to solutions that not only reduce waste but also cultivate a culture of shared resources and collective responsibility.

## ***BOTTLE VALUE CHAIN***

**Bottle Manufacturing**



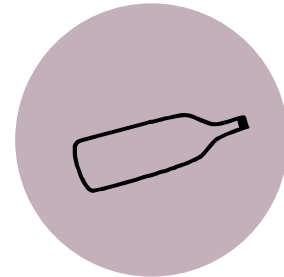
**Retailer**



**Customer**



**Empty Bottle**



**Ready for Reuse**



**Bottle Sanitation**



**Bottle Return**

- 1** Collections back through tasting rooms
- 2** Collections back from retailers
- 3** Collections in partnership with statewide Deposit Return Schemes





# What it Means to Partner With Revino

## Our Guarantees

- Tailored partnership
- Locally and sustainability-crafted glass with over 50% recycled content
- On-demand & regional supply - reducing additional emissions from freight and boosting our localized reuse economy
- 85% reductions in emissions compared to the standard method & carbon neutral after the 3rd wash and reuse.
- Diligent washing process and electronic inspection to ensure all washed glass is safe for reuse

## Our Values

- Collaboration
- Be the Lorax (Environmental Stewardship)
- Strengthening Local Communities
- Leadership with Empathy

## Your Action

- Implement and promote a small-scale collection program for empty bottles (yours and other reusable bottle brands) in your tasting rooms, winery restaurants, and club shipments.
- Quarterly or biannual reporting of bottles supplied in and out of state and purchasing forecasts to help us accurately project supply for the following year.
- Spread the word! Share our mission and story with your customers. We have built a [Marketing Deliverables Sheet](#) to help you crush the conversation.
- Participation in a circular ecosystem that benefits producers, consumers, and our shared environment.





# Frequently Asked Questions

## 1. What type of bottles will Revino be selling?

- We currently have available a Burgundy bottle in AG with a Cork finish.
- We are presently designing our Bordeaux mold and plan to have another Burgundy bottle in Flint with a Stelvin finish for the 2025 rosé season.

## 2. Where are the bottles coming from?

- We're working with O-I Glass, and depending on the mold and color, production runs in Tracey, CA, or Kalama, WA.

## 3. What is the lead time on bottle purchases?

- We have partnered with [OI-PS](#) for ordering. Once you create an online account within the system, orders can be processed within 48 hours. Freight and CPU are pending desire and availability.
- Glass is currently held at the OI facility in Tracy, CA, and our third-party storage warehouse in Clackamas, OR.

## 4. Is there a minimum order quantity?

- MOQ is a 1 pallet, cased or bulk.
  1. Cased = 1,176 bottles (98 cases/pallet)
  2. Bulk = 1,488 bottles
- We are working with OI PS to change MOQs down to the pallet layer (14 case quantity).

## 5. How much do bottles cost?

- First-purchase bottles are \$12/case.
- Second-purchase bottles are \$10.80/case.
  - There are further incentives if you're able to return full pallets of glass.





## 6. How can I ensure my bottles are clean and ready for reuse?

- Post-wash, we utilize an EBI (electric bottle inspector), which electronically inspects all bottles via a camera system for any fissures, residue, or defects to ensure the glass is safe for another round.
- Additionally, We'll be randomly selecting glass for additional testing and inspection.
- We are striving to lead the industry with a high standard for sanitation best practices and are actively participating with Upstream and PR3 in the development of ANSI standards for reuse.

## 7. What happens if I receive broken/dirty bottles?

- We understand that breakage can happen, and we will be happy to provide a credit or replacement for a small number of broken-in transit or "too ugly" bottles that make it through our system as washed bottle inventory grows in time.
- Dirty bottles will not be tolerated within our ecosystem. Our inspection equipment and testing can ensure this. If you do receive washed glass that appears to be dirty, please set it aside and alert us immediately for further investigation. We will use lot numbers of washed glass pallets to help us track and manage any potential issues.

## 8. How do I handle the collections?

- We have designed helpful tools to share on the education process of collection of dirty bottles.
  1. [How to Collect Sheet](#) (can also be found on our website, under WINERIES)
  2. [Winery Staff Training: Revino Bottle Collection](#)
- We are still developing structured return routes and are working with wineries to gather input which will help shape the system to benefit all involved parties best.

## 9. How do I talk about this with my customers?

- We have designed some helpful resources for you to share the story with your staff and customers!
- [Marketing Deliverables](#)

## 10. Can I sell Revino bottles out of state?

- Yes! Revino bottles shipped to domestic markets are domestically sourced, high-recycled, and environmentally conscious replacements for any single-use bottle over 495 grams.
- Revino has partnerships with third-party reverse logistics companies like Recyclops, who operates in 33 states, OBRC, and CLINK. As we expand into further markets, we can collect back bottles in each regional wine reuse ecosystem.



## **CONTACT US**

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## **VISIT OUR WEBSITE:**



**REVINOBOTTLES.COM**

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