



BottleDrop[®]

REFILL

Refillable bottles: What's old is new again

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SERVING INDUSTRY
AND THE ENVIRONMENT



BottleDrop[®]
Oregon Redemption Center

Who is OBRC?

- Oregon Beverage Recycling Cooperative (OBRC) is a cooperative corporation that administers the Oregon Bottle Bill for distributors.
- OBRC operates five processing facilities around the state, processing over 1.5 billion containers a year.
- OBRC, formerly Container Recovery Inc., has been picking up beverage containers around the state for nearly 25 years, with more than 400 employees.
- OBRC operates a fleet of tractor-trailers that pick up containers at nearly 3,000 grocery retailer locations throughout the state.
- OBRC has 30 BottleDrop and Express location statewide, processing over 60% of all redemptions in the state.



Our flagship:



- Improve the customer return experience
- Remove high volume returns from grocery stores

Self Serve

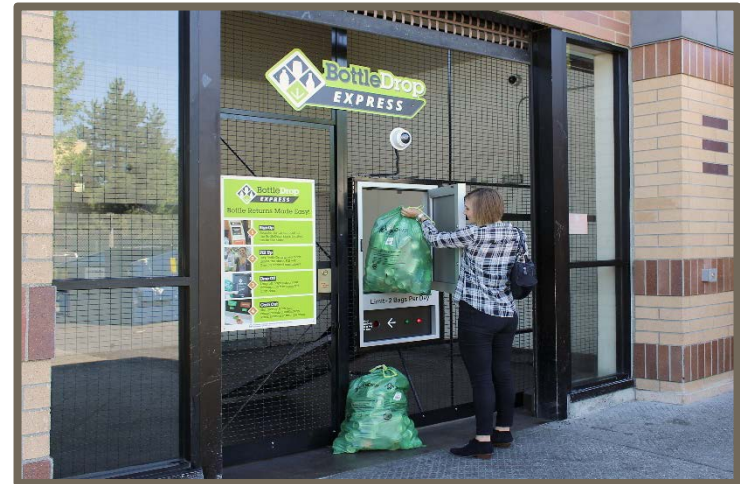
- ✓ 350 containers per person/per day
- ✓ State of the art return machines
- ✓ Three material types in one machine



BottleDrop Account

- ✓ Bag it – Fill green bags at home.
- ✓ Tag it – Place bar code tag on bag.
- ✓ Drop it – Leave it at any BottleDrop center anytime 24/7.
- ✓ App allows for mobile account interaction





All material processed by OBRC



Refillable bottles: A unique opportunity

- Opportunity for beverage industry leadership
 - An “Oregon” story about industry stewardship
- Market and timing are right
 - Consumers value craft and sustainable
 - 500mL and 12oz bottles are replacing 22oz
- OBRC uniquely positioned to implement
 - Nearly all empty beer bottles already pass through our facilities already



Why OBRC?

- Existing network to collect bottles and system to manage deposits
- Relationships with producers, distributors, and retailers
- Plant capacity to wash and return bottles, ability to ship to wash facility in interim
- Partnership with Craft for mobile bottling

Quality is key

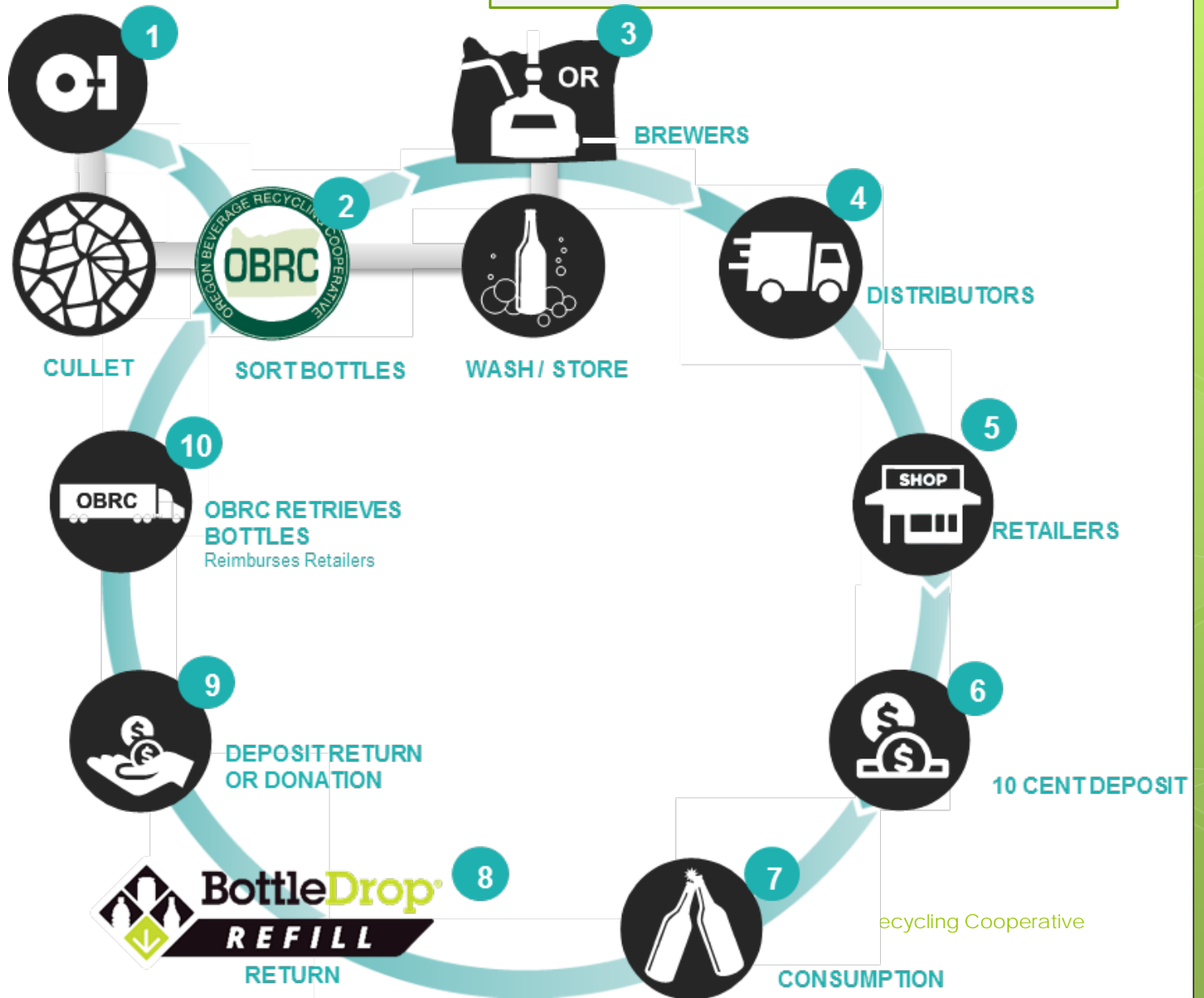
- Inspection of every bottle post-wash to ensure it is clean and defect-free
- Additional swab testing to ensure cleanliness
- OBRC takes responsibility and liability for cleanliness for any bottle defects before filling
- Bottle washing machines can easily handle foreign contaminants, like cigarettes, limes, and even syringes

Details

- Standardized custom bottle from O-I, with thicker glass and embossed with refillable marking.
- 12oz and 500mL bottles available for Oregon breweries – 12oz matches existing O-I longneck diameter.
- During pilot phase, limited to SKUs with 25% or less out-of-state distribution.
- Working with label suppliers to have clear label standards and approved labels for both PSL and cut and stack.

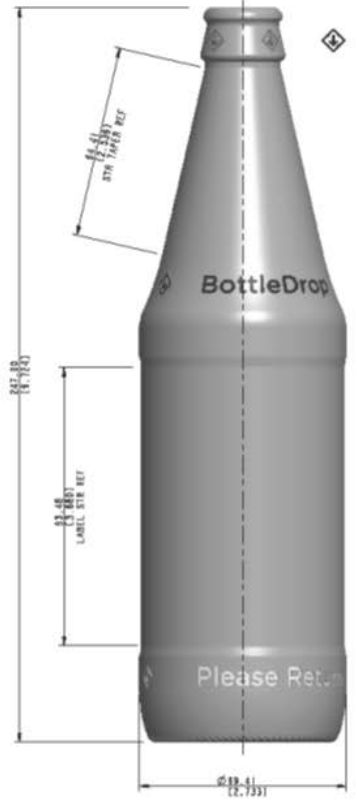
Details continued

- Standard 10 cent deposit. “Bonus” for consumers on bottles returned in crates.
- Redemption at BottleDrop facilities, and participating breweries and stores.
- Bottles sold to breweries and bottlers at average total cost per case (includes pickup, handling, washing, and average per use bottle cost over bottle life)
- OBRC can meet or beat current glass costs, delivered, and can deliver in any format.









GLASS IS LIFE™

makers of pure, sustainable, brand-building glass packaging

NORTH AMERICA

UNITED STATES

ONE MICHAEL OWENS WAY

PRODUCT DEVELOPMENT

INFORMATION CONTAINED HEREIN CONSTITUTES PROPRIETARY AND CONFIDENTIAL INFORMATION OF OWENS-ILLINOIS. GLASS CONTAINERS INC. AND IS TO BE ACCEPTED ONLY SUBJECT TO THAT UNDERSTANDING. IT IS TO BE KEPT CONFIDENTIAL AND NOT TO BE COPIED, REPRODUCED OR OTHERWISE DISSEMINATED WITHOUT OWENS-ILLINOIS' WRITTEN AUTHORIZATION.

ALL LETTERING TO BE ROUND BOTTOM STYLE, RAISED IN GLASS, UNLESS OTHERWISE NOTED. CAPACITY VALUES BASED ON WATER AT 20°C (68°F). ALL WGT TOLERANCE SIZES ARE FOR MOLD MANUFACTURE REFERENCE ONLY.

CONTAINER OVERFLOW CAPACITY (MIN/FUL)	
525.00 ml	(17.752 FL OZ)
CONTAINER RATED CAPACITY (FULL/PT)	
500.00 ml ± 0.31 ml	(16.907 FL OZ ± 0.281 FL OZ)
CONTAINER WEIGHT 12.5	
380.00 g ± 14.17 g	(12.699 OZ ± 0.500 OZ)

FINISH (UNFINISHED)	MAX GAS VOLUME
024-2611-LQ2174	3.0 Gas Vol
PROGRAM	TURNING MPP
990	CONCEPT SA

OBRC

500ml REFILLABLE

DESIGNED	JAN	DATE	19 SEP 17
CHECKED	AM	DATE	

DRAWING NUMBER:	MOLD/SP NUMBER:
MC-46830-V2	010

PROFILE DRAWING

APPROX. STABILITY PROPERTIES EMPTY FULL	
CENTER OF GRAVITY (IN INCHES)	3.73 3.63
BOTTLE STABILITY RATIO	0.81 0.82
TIP ANGLE (IN DEGREES)	16.8 17.3

DATE	REVISION	DESIGN/CHECK

Timeline

- Phase 1: TEST pilot – launched March 2017
 - Refillable pilot with Double Mountain Brewery
 - DM has existing wash contract and bottles that are already refillable
 - Pilot collects bottles through BottleDrop and returns to brewery
 - Launch covered on 3 TV stations, 4 radio stations, 3 print publications
- Phase 2: EXPANSION pilot - standardized bottles (Spring 2018)
 - OBRC centralizes bottle purchasing and distribution
 - OBRC contracts directly for bottle washing at existing facility
 - Allows OBRC to perfect all aspects of collection and distribution
- Phase 3: GROWTH - centralizes washing at OBRC (Late 2019)