

GENERAL SPECIFICATIONS AND REQUIREMENTS

We have designed our bottling lines to utilize the most efficient and versatile equipment available. With a few exceptions, our trucks and bottling lines are the same, enabling us to provide consistent operation and output. And you always know what you are getting! Following is a list of our general specifications and requirements.

TRUCKS

Our fleet includes two mid-duty Kenworth T-Series cab and chassis with a 30' custom truck box and a Peterbilt Model 320 with a 32' custom box. While traveling, they are forty feet (40') in length and 13.5 feet tall. Trees should be trimmed and other obstacles moved to ensure safe passage to the bottling site. Once parked, an expandable section on the curbside provides an additional 3.5 feet of width that is used as operating space. Layouts

SPEED

Our bottling line averages a rate of 70 to 100 bottles per minute, depending on the package, (70 to 80 bottles per minute for 6-pack packages). We reserve the right to charge an hourly rate for packages that yield an average hourly output of fewer than 225 cases. We plan a half hour for line changeovers and ten minutes for wine/label changes. Daily output averages 2,000 to 3,200 cases and we schedule for 2,500 cases per day. We work with winery staff to ensure the most efficient and appropriate bottling order taking into consideration filtration, bottle type and wine color. We consider a **minimum day** one in which we are able to provide up to \$2,500 (1,162 – 1,282 cases, depending on the package) worth of bottling services by 1:00. A **slow-run day** is defined as a minimum run that continues beyond 1:00.

SET UP

In most cases, bottling trucks will arrive the weekday prior to a scheduled bottling. It is imperative that winery staff be available at that time to determine appropriate truck placement and ensure access to power and supplies. We will review the specifics of the bottling at that time. We will work with the winery's schedule as much as possible but the typical bottling day begins at 8:00am and ends at 4:30pm. It includes 7.5 hours of bottling after a half hour lunch break and two fifteen minute breaks. Our staff will be on-site approximately two hours prior to the start of bottling. Winery staff should be on-site and available a minimum of one hour prior to the scheduled start time to allow access to the wine and give final approval to fill heights and label placement. The crew should be at their workstation and ready to begin promptly at the scheduled start time.

Time is the only commodity we have to sell and we are grateful to our customers who appreciate that fact. Ensuring crew is on time and ready to work during scheduled hours, working with us to determine the most appropriate bottling order and having decision-making staff available to discuss package specifics enables us to run efficiently. It also helps us to provide the greatest level of customer service and highest quality output.

POWER

Operation of our bottling lines requires 240V, three-phase power and 125 amps of service. We can provide a transformer for 480V power (60 amps required). Our bottling lines can operate on as little as 210V (often called 208V) if the nitrogen generator is not used, but it is important to note that fluctuations from the power source may drop the voltage below that the required level. 40KW generators may also be used. We must be within 125 feet of the power source. A disconnect box is our preferred method of hookup. It requires both a ground and a neutral. Breakers for use in power panels are also available.



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WATER

We utilize an instant hot water heater for our sanitization. The heater requires a minimum of 10 gallons/ minute at 30 psi of clean water. A hose bib with a threaded end must be available within thirty feet of the bottling line. We are happy to use a winery's hot water when it is available. It must be 200 degrees Fahrenheit.

HOSES

All our trucks carry 100 feet of one-inch blue line hose and several 1½ inch tri-clover fittings. Our hoses are connected to both ends of the wine pump and are often sufficient to extend to filter housings on one side and the wine tank on the other. The winery must supply hose extensions, reducers and/or adapters, if they are needed. Ryan Mobile Bottling will assist with the sanitization of the wine hoses, as time allows. We will use the winery's preferred method with the exception of hot water.

SANITIZATION

Our fillers and filter housings are sanitized twice daily; once in the morning prior to bottling and again at the end of the bottling day. We carefully adhere to industry standards for sanitization and we exceed temperature and timing norms.

Our hoses are sanitized daily utilizing the methods and materials provided by the winery. We will not, however, use hot water since it will cloud the hoses and eventually make them brittle and will cause the pump seal to leak.

FILTERS

All wine must be bottle ready prior to the start of the bottling run. It must be filtered down to the appropriate level, depending on the final filter set ups requested. Our housings are set up for thirty-inch code 7 cartridge filters and we regularly carry .45 micron membrane filters, .5 micron pre-filters and ten-inch 10 micron rough filters (bugcatchers). With advance notice, we can also provide .65 micron membrane filters, 1.2 micron pre-filters and 5 micron filters. You may pay for a sterile filter set up or choose to purchase individual filters for your use only. You may also provide your own filters, if you wish, as long as they are compatible with our housings. We conduct bubble point tests for membrane filters when a sterile set up is requested.

Ryan Mobile Bottling does not assume responsibility for the microbiological stability of your wine and does not guarantee sterility. We do, however, meticulously adhere to the sterility and sanitization standards of the industry.

NITROGEN GENERATOR

Our Parker Balston Nitrogen Generator will generate nitrogen from ambient air. An oversized unit allows us to provide a consistent flow of gas with a purity of 99.5% and greater.

SPARGING

Customers who do not use the on-board nitrogen generator must provide the inert gas needed to sparge the bottles. A roll-away doer will sparge about 3,500 cases while a standup doer will sparge approximately 3,000 cases. A cylinder will sparge approximately 250 cases. We provide the regulator and necessary connections.



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ULTRADOSER

A Cryotech International UltraDoser is available for use with our screw capper. It provides a dollop of liquid gas just before the screw cap is applied. The unit is a headspace injector that enables headspace inerting by providing a dollop of liquid nitrogen directly into the headspace immediately before the screw cap is applied. The UltraDoser requires additional gas at a rate of 5,000 cases per **low-pressure** doer. The unit must be sparged at the beginning of every run with two cylinders of high pressure gas.

STAFFING

Ryan Mobile Bottling will provide a minimum of two operators. These operators will set up, stock and operate all equipment inside and out of the truck. They will also engage in quality control throughout the entire bottling run. In coordination with winery staff, they will monitor fill heights, vacuum levels and general appearance of capsules and labels. While our operators will work diligently to ensure the highest quality output, it is ultimately the responsibility of the winery staff to make the final quality control determinations.

CREW REQUIREMENTS

We require a minimum of nine (9) crew members plus one dedicated forklift driver. Stand-up six-packs require twelve (12) crew members and lay-down six-packs require fourteen (14) crew members. <u>Staff Positioning</u> These crew members must be able and willing to engage in physically demanding and/or monotonous duties often in a confined space. While we do not require our customers to hire professional crews, it is often suggested since there is typically a noticeable difference in quality and efficiency. We often have Spanish-speaking staff available for help in translating, if necessary.

BOTTLES

Our equipment is intentionally versatile and we have a number of change parts for each machine. We can accommodate most 375ml, 750ml and 1.5L bottles with a maximum height of 14.5". (Bottles over 12.5" must be hand sparged.) Bottles with long necks, however, can be problematic and are sometimes incompatible with our equipment. We are happy to review all bottle samples prior to placement of glass order and recommend it for all bottles with long necks and/or excessive tapers.

LABELS

All our bottling lines include Impresstik labeling machines. All machines are able to apply front/back (including stacked face labels) and wrap body labels. Some trucks have machines that can also apply neck or shoulder labels. Bottle/label orientation is available but requires package review prior to bottling and must be scheduled on Line 2. Pricing will be determined once the package is reviewed. We are also able to apply most clear labels but pre-bottling review is required to ensure the appropriate sensors are available.

All labels must be printed in rewind position #4, outside left-edge leading. Labels for tapered packages should be printed FB2 (front and back labels on separate rolls). This allows for the greatest control of label placement. Straight-sided packages may be printed FB1 or FB2. <u>Specifications</u>



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CASE STICKERS

Ryan Mobile Bottling can provide pressure sensitive stickers that can be applied to the exterior of the cases. They are printed in rolls and dispensed semi-automatically and applied by hand. Generally, our customers utilize these stickers to provide required warehouse and/or regulation required information. These white stickers are available in 4"x2" or 4"x4" sizes. Custom sizes or colors can be ordered with a minimum of six weeks' notice. The stickers are printed in the office and arrive with the operators the day of bottling. Arrangements to pick up the stickers early can be made. Information to be included on the stickers must be provided via fax or email at least three days prior to the day of bottling.

Customers who opt not to purchase our stickers will need to provide their own method of marking the cases; either their own stickers or a rubber stamp.

OTHER REQUIREMENTS

All raw materials should be staged by lot prior to the arrival of the bottling truck. Whenever possible, especially during runs with several clients and/or several lots, a dedicated winery staff member should be available to shuttle raw materials during change overs. Dedicated winery staff should also be available to work tanks and hoses during the course of the bottling. This allows RMB staff to focus on the bottling equipment and an efficient changeover. Employees distracted by the addition of cellar work are less able focus on quality control.

Wine must be ready to be delivered to the truck thirty minutes prior to the start of bottling. At that time, there must be available winery staff with the ability to approve fill heights and label placement.

It is imperative that RMB has access to the wine, supplies and crew through the entire day. Our schedules are compiled based on 7.5 hours of bottling after two fifteen-minute breaks and a half-hour lunch. Meetings, birthday celebrations and special lunches should not be scheduled on bottling days. Decisions to end a bottling day early without consultation may result in a charge for down time.

CONTRACT/DEPOSIT

Our schedule is generally constructed in November and is based on the information provided by our customers via the Schedule Request Forms. Confirmation of bottling dates is sent in early December. Contracts are generated as early in the year as possible and are staggered by date. The contracts include an addendum that allows clients to provide specific information about the wines and packages to be included in each bottling run. It is imperative that these addendums be completed and returned with the contract since it is the primary method through which we communicate with the operators in the field. Upon receipt, the addendums are distributed to the appropriate operators who then generate any questions. A few weeks prior to a bottling run, the office will review the addendum with the client to confirm specifics. This communication allows us to provide the best in quality output and customer service.

A non-refundable deposit of \$1,000/day scheduled is due with the signed contract. In the event a date is cancelled, we will make every effort to re-schedule the date with another client. The deposit will be refunded if we are able to do so.