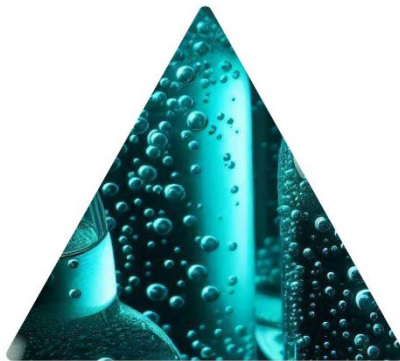




# Collaboration agreement ODAS beverages.



**By placing an order, you agree with the terms set in this document.**

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## ODAS, co-packer for beverages

ODAS is a co-packer, contract-packer or contract filler.

ODAS is happy to use its expertise and experience to package your drinks in a professional manner. We are happy to discuss your wishes. Together with our motivated team, we always think along with you to find the most efficient and economical solution. As a social enterprise, we align the needs of our customers with the competencies of our target group employees.

### Our services are:

- Dilute syrup with water
- Carbonation of the liquid (e.g. 5gr. CO2)
- Filling drinks into bottles/cans
- Closing bottles
- Pasteurization in a tunnel pasteurizer. If your drink needs to be pasteurized, we need a Pu value, a T value, and a Z value. This information may be provided by a laboratory.
- Labeling and packaging

A test production can start from 1000 liters, standard productions start from 2000 liters.

### Our specialty is:

The bottling of non-alcoholic beverages and beverages with low alcohol value. Here, our tunnel pasteurizer in particular is an asset in terms of shelf life. A selection from our offer:

- Syrups
- Lemonades
- Energy drinks
- Aromatic drinks such as non-alcoholic gin
- Mocktails
- Kombucha
- **We do not fill beers!**



In addition, we are well equipped to handle alcoholic beverages. Especially those products that require an extra finish, such as an overneck seal or special packaging.

- Luxury packaging
- Bag in box
- ...



We package your products, with your components, according to your instructions, that you provide us with on the **product agreement** document. In doing so, we enter into a best-efforts commitment.

We undertake to make the necessary efforts to achieve the desired but not guaranteed result.

You remain responsible for the choices you make for your product, the bottle, the cap, the label, your recipe, the pasteurization values and ultimately the microbiological and organoleptic values of your product.

Our prices are always valid for a first test run. It is recommended that you be on standby on the day of first production. You are welcome to be present in our building in order to be able to respond quickly to possible problems. If this is not possible, we ask you to be digitally available for a video call. So that you can release a first product for further production.

## External agencies that can help you get started:

If you would like guidance on how to concretize your product, we would like to refer you to the following authorities:

For development:

- <https://www.foodpilot.be/>
- <https://nl.proef.club/>
- <https://www.neonwhale.com/>

Tags:

- Accent labels (Gullegem)

Labels for cans:

- Digi-Paq LTD  
Hoogledestraat 31B  
8610 Kortemark  
[www.digi-paq.be](http://www.digi-paq.be)

...

Bottles:

- [www.axaglass.be](http://www.axaglass.be)

...

Tin:

- [www.canlab.nl](http://www.canlab.nl)

...



I am a new customer and would like a quote or I am an existing customer and wish to adapt my drinks and/or packaging:

Preliminary phase: Drinks and concept is ready.

Before we can start, your drink must be microbiologically perfected and your packaging method must be known.

Below is a checklist that will help you determine if you have collected all the information:

Your product is finished, you know:

- the recipe
- the ratio of water to drink (dilution)
- the pH value of your drink
- the Brix value of your final product
- the grammage of CO<sub>2</sub> to carbonize (prick)
- whether your product needs to be stirred during filling
- the pasteurization values if necessary (PU value, T-value and Z value)
- the shelf life of your product

Your packaging is finished, you have

A bottle: The choice of your bottle has a big impact on your product.

- Is your bottle suitable for preserving beverages for human food?
- Is the bottle suitable for pasteurization?
- Whimsical shapes are difficult, require manual work. This increases the cost of filling.
- Pre-dyed bottles may react to the pasteurization process.

A cap

- The cap is crucial for the preservation of your product.
- Is your cap suitable for preserving beverage for human food?
- Is the cap suitable for pasteurization?
- Does it seal the bottle properly?

A label

- Is the cap suitable for the pressure of your bottle (CO<sub>2</sub>)?

- We always work with self-adhesive labels
- Your label must be able to be positioned on the bottle, keep enough space above and below the label.
- Clear labels are more difficult to process.
- Positioning on the roller: See figure. Your label producer knows enough about this.

Roll dimensions:

- Roller inner diameter: 76mm
- Minimum coil outer diameter: 200 mm
- Maximum outer diameter roll: 290 mm (always aim for the 290mm)
- The maximum height of label 175mm



## A neck label or shrink neck

- These are manual processes.
  - Depending on the chosen closure, this may or may not be a must for food safety reasons.
  - A neck label makes your product more exclusive and looks more artisanal.
- Cardboard boxes that fit the desired numbers of bottles in a box.
- Attention:
- Boxes should fit closely to your product.
  - This is very important to ensure stable stacking
- If desired, tape with brand/label.
- A stacking plan
- Make sure that the stacking plan stays within the dimensions of the pallet (due to transport)
  - Make sure you have a stable stacking method ("brick-by-brick" stacking)
  - If the stacking is not so stable, intermediate cartons can be used.
- Cans: ODAS only works with 250ml slimcan
- A label that matches your look

## Request for a (first) production:

Have you already completed the above points and are you interested in working with us? Then we need the following:

### Test material

- 2 bottles/cans minimum
- 5 caps minimum

### Documents:

- PDF of the label + dimensions + positioning
- The technical data sheet of the bottle + specifications
  - It is important to know whether the bottle is suitable for human food beverages, whether it is sufficiently heat-resistant for pasteurization, what pressures the bottle can tolerate, what free space at the top of the bottle remains at the specified volume, ...
- The technical data sheet of the cap
  - It is important to know whether the cap is suitable for human food beverages, whether it is sufficiently heat-resistant for pasteurization, what pressures the cap can tolerate, etc.
- The specifications of the final product (ingredients) of your beverage. (Especially allergens)
- An indication of production run volume.



- (Standard minimum 2000 liters)
- Number of litres per flavour. + volume of the bottle.
- The attached file must be filled in. (product agreement)
- If pasteurization is desired, you must pass on the necessary pasteurization parameters "T Ref" – "Z-value" and "PU-min"

With this information, we can get started. After receiving all the documents and the test material, you will receive initial feedback and an indicative offer within 7 working days. During that time, we will investigate whether this bottle fits on our installation. If adjustments are necessary, we will inform you about the tooling cost.

Concrete elaboration of the pasteurizer recipe may take a few days longer.



## Start-up of a new product:

### Step 1: Documents in order?

- All documents (product agreement and product specifications) must be completed in full. Our staff will be happy to help you if you have any questions.
- You send us the signed quotation for approval.

### Step 2: Consultation about production date

- You contact us by phone or e-mail and request a production date. We take a look at our agenda and suggest some dates.
- You give an indication of the desired production period and production quantity.
- It is best to plan about 3 months in advance. This duration is indicative, but based on experience with regard to the availability of our machinery.
- You make a provisional reservation on this date. (This remains valid for 2 working days)

### Step 3: You submit the official order

- You send us an order/order form/order within that 2 working days
  - You note the desired amount of liquid to be filled per flavor.
  - You write down the agreed production date.

### Step 4: Your order is confirmed. Final production date via order confirmation.

- We process all the information and create your product specification.
- For each new product, we charge a handling fee of €460.
  
- We will process your order form and send you an order confirmation with the order confirmation number and component item codes.
- This order confirmation number must always be mentioned in all communication and on all raw materials supplied. Including the beverage container. (IBC)
  
- It is important that the same name is used for all your components on orders, shipping notes and containers, even when supplied by third parties.
  
- We therefore ask you to clearly indicate the packaging material and containers for each product with your component numbers.

### Step 5: 2 weeks before production date: nothing can be changed.

- 2 working weeks before the planned production date: all specifications must be definitively recorded: Quantities/tastes/....

Any changes made within this period fall under the heading of "changes" or "cancellation" and will be treated as such. (More info: see "changes and cancellations")





## Supply of raw materials

### Opening hours

Deliveries are possible from Monday to Friday from 8 a.m. to 12 p.m. and from 12:30 p.m. to 4 p.m.

### Delivery of components

(Retail packaging, labels, bottles,...), with the exception of the drink itself, must take place: at least 1 working week before production date.

### Delivery of perishable beverages

Delivery before 2 p.m., the working day before the start of production.

### Delivery of other beverages

Deliver at least 24 hours before production starts.

### Storage costs

If your goods are stored with us for a longer period of time, we will charge pallet costs. We do this every month by drawing an overview from our system. (Prices can be requested)

### Changes, cancellation or non-compliant submission

If production cannot start, has to stop due to incorrect or insufficient delivery of components, uncommunicated changes,..., we charge an interruption fee of €1500/day.

Our employees do not count your delivered quantity. You are responsible for providing us with sufficient appropriate material.

In case of late cancellation, we charge a cancellation fee of €1500/day. A new production date can then be proposed by our internal planners, depending on our capacity.

In the above cases, additional costs may arise. Such adjustments are charged per management hour. (Prices can be requested) and storage costs pending processing are charged per pallet location.



## Delivery Documents:

- In the context of IFS, we have to be strict about the procedures within our operations. In addition, we take care of GMP (Good Manufacturing Process). Hence the points below.
- Your beverage container must be delivered sealed.
- Deliveries must be made by means of a dispatch note.
- All components must be identified + article number or component number: provided with the company name + name of your product/ flavor. This must correspond one-to-one with the broadcasting note.
- All beverage containers (IBCs) must be identified: with order confirmation number, the company name + name of your product/ flavor + lot code + best before date + indication to keep refrigerated or not + volume.
- Indication Bio (if applicable)
- Allergen Listing

### Attention:

Deliveries that have not been correctly identified

- are placed in the quarantine zone
- may be sent back to sender.

Costs for this cannot be recovered from ODAS.

## Controls:

We follow your instructions and specified parameters closely.

If you wish, you can request the following information:

A pasteurization curve can be requested at €50/pc

- Brix can be requested €25/pc
- pH €25/pc

## Preparing for transport

We stack according to your instructions.

The goods per pallet may not exceed the maximum weight of 700kg/euro pallet, 1000kg/block pallet, 350kg/mini pallet. They can be a maximum of 180cm high (including pallet).

Keep in mind that you must also be able to load and unload them easily during transport.



## Pick up

On average, we calculate last day of production + 1 working week as lead time. If we are able to release your production earlier, we will inform you.

Goods must be picked up within 5 working days after this release.

Pick-up is possible from Monday to Friday from 8 a.m. to 12 p.m. and from 12:30 p.m. to 4 p.m. You must confirm to us at least 24 hours in advance when you will pick up and whether you will bring any residual material.

Goods that have an expiry date must be picked up before the expiry date. We will notify you in good time that you need to take action. You are obliged to collect these goods.

## Storage

For goods that remain in our warehouse for a longer period of time, due to no possibility of transport, no storage place or storage between 2 productions, we charge a pallet cost of €9.5/pallet/month. The period starts 5 working days after your production release.

## Loss

Within every production run, there is a risk of loss.

Calculate standard for packaging material: 8%

Fluid: There is a minimum of process inherent failure. This is done by carbonizing and filling. This is 3%.

Tags: 3%

## Customization of my product

If one of your components changes (e.g.: different ingredients, different barcode on your label, etc.) or you change supplier (e.g.: different bottle, different cap, etc.), this change must always be reported in writing in advance.

For every modification of your product, we charge an administrative fee of €460.

In the event of a change, we go through the procedure again: Starting up a new product.

Any change can have a major impact on our production process. Failure to report changes in time may result in us having to cease or cancel production. (more info under: Cancellation or non-compliant delivery).

Failure to report changes in time also means that we cannot take responsibility for the quality of your product. So much so that in the event of such a finding, we can refuse your production and have to charge you a downtime fee due to non-compliant delivery. (see: Cancellation or non-compliant delivery).

