# Subject n°1 :

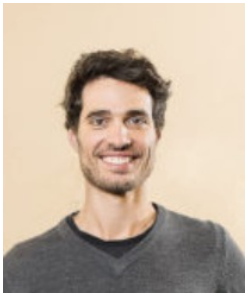
# Activity Forecasting

Rebooteille
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The Rebooteille network currently has 150 collection points (4x more than in 2021) and 35 producers. In 2022, 100,875 bottles were collected. Rebooteille's objective is to reach 2,000,000 bottles collected within 2 years.
The network is growing and expanding. It stretches from the Loire to the Ain, via the Rhône of course.

Consumer practices are changing: More and more citizens feel concerned by climate issues and the energy crisis, and want to become direct actors by changing their consumption practices.



**Etienne, Rebooteille's Logistics Manager**

The collection points range from small solidarity or bulk neighborhood grocery stores to large organic stores with logistics similar to those of a supermarket. We also visit the producers. Not all of them have the same areas available to store the empty bottle crates brought back by consumers.
Sizing the number of lockers provided at each collection point is important. It will define the storage capacity of the collection point (number of bins x 12) but also the frequency of collections according to the empty bottles returned.
Bottle pickups must be "cost-effective" (taking into account the cost of transport and the time spent). We would like to be able to come by on request without making the shops wait. It is difficult to predict the speed at which the lockers will be filled, as it depends on the location of the collection point, the time of year and simply the goodwill of the consumer. Since the start of the activity, we have been tracking the volumes of bottles collected at each point. We should exploit all this!



**Lorraine, customer of Vrac en Vill' (Villeurbanne)**

My consumption is rather regular, I buy two bottles of returnable beer every time I do my bulk shopping about 2 times a month. I read in the last Rebooteille newsletter that Bissardon (THE bottler in the region) had also become a partner. When the deposit has been extended to my children's favourite bottles of fruit juice, I will bring them back much more often.




The best thing would be to install a collector near the market place where I stock up on apple juice on Saturday mornings! The question still arises of who would give me back my deposit of 50 cents per returnable bottle?

**Rachel, Vrac En Vill', Bulk grocery store in Villeurbanne**

I set up this bulk store with the conviction of meeting a consumer need. The partnership with Rebooteille was an obvious choice! I have 12 lockers, they are stored in the store directly under the shelves. There is a good turnover rate and, in general, Rebooteille comes once every 2 or 3 weeks, calling the day before. With the recent closure of Vrac n'Roll, the online bulk grocery store, I think I'll have more customers in the neighborhood... The number of lockers or the frequency of collections will surely have to be reviewed.



# Subject n°2 :

# Industrial methods

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*Rebooteille (69), Alpes Consigne (38) and Ma Bouteille s'Appelle Reviens (26 and 07) are joining forces to operate a regional car wash, inaugurated on 19 January 2023, for a budget of €1.5 million.*

*The washing centre is located in Chabeuil (26).*



Historically, it is Ma bouteille s'appelle Reviens that started washing bottles in Chabeuil 3 years ago before the purchase of this new washer.



**Clémence, Ma Bouteille s'appelle Reviens**

The washer is still being broken in and will be added with automated bricks gradually. The objective is to reach a rate of 3,500 bottles per hour. By 2027, we would like to be able to wash 5,000,000 bottles per year.

The shared washing centre must meet the quality standards required by manufacturers. It must be sufficiently well designed and organised to meet the expectations of the sector, i.e. the three entities. We still need to optimize its use!

The bottles undergo a proven process that includes several steps: emptying of any residues, pre-washing, soaking baths in hot sealed water and multiple rinses. A check of the washed bottles completes the washing system and returns non-compliant bottles (water, glue, label residues, foreign bodies, etc.) to the washing line for a new cycle, guaranteeing constant quality.



Bacteriological and microbiological controls are carried out very regularly, guaranteeing impeccable hygiene. The clean, dry bottles are then filmed on pallets. To be washed several times, the bottles must be thick and strong enough, and the adhesives used must be water-soluble.

**Alex from Virage 7, local brewer and bike repair shop**



We try to be as eco-friendly and zero waste as possible. In particular, we wanted to switch to a deposit for the 75 cl bottles for takeaway. We had to change our bottles, which have to be thicker and heavier to withstand transport, several washing cycles and be reused up to 20 times. Also, we changed the labels so that the paper and glue are well suited to washing.

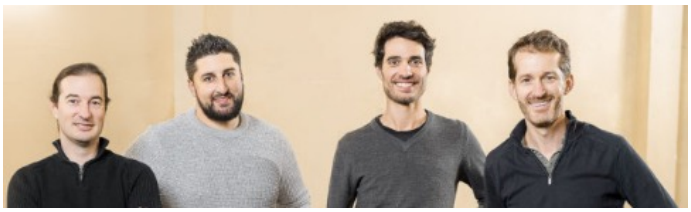
Rebooteile helped us a lot with that! We receive our bottles filmed on pallets, like new ones, at a lower price. Above all, don't forget to stick the little sticker on otherwise consumers may skip to bring back the bottles. I can't wait for it to become a reflex for everyone!

# Subject n°3 :

# Assessing sustainable performance

Rebooteille
Suivons la consigne !

We are convinced of the ecological interest of the reuse sector that we are setting up, but it must also be economically profitable, otherwise we will not survive.



On the scale of society as a whole, too, because we need the communities that support us.
To do this, we must keep in mind the measurement of our technical, environmental and economic performance across all our activities.

We know according to ADEME that reusing a bottle means 51% less water saved compared to recycling, 76% less CO2 emissions, 79% energy savings. But...



- Can we show through real practice that the reuse of bottles is ecologically interesting?
- Is the deposit viable in the long term?
- How many lockers should be collected at least to make a round worth the cost?
- Is civic engagement changing?

- What is the ecological impact (GHG) of a reused bottle?
- How many kilometers max can a bottle travel in its reuse cycle to be more ecologically interesting than a new bottle?
- What financial gain can be expected on a societal scale compared to recycling?
- Will the objectives of the number of washes (2,000,000 within two years) be achieved?
- …

This is only a small overview of the performance issues that arise. In this phase of Rebooteille's growth, every direction taken is important. The visualization and monitoring of performance indicators is essential.



**What are Rebooteille's sources of income?**

- Resale of washed bottles to producers
- Subscription for collection from distributors and producers for direct sales
- Deposit not returned to consumers
- Supporting producers in the transition

# Subject n°4 :

# Transportation Organization

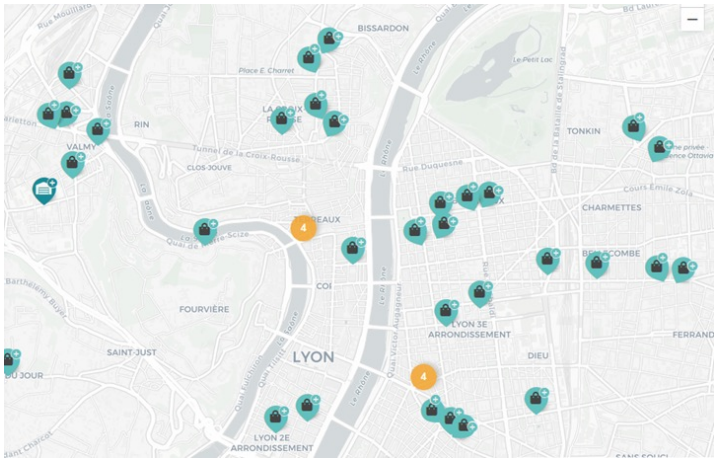
Rebooteille
Suivons la consigne !

**Collection and deliveries**










The washing center of our partner Ma Bouteille S'Appelle Reviens ! is located in Chabeuil, near Valence (115 km from Lyon). 38 producers are supported by Rebooteille. The washed bottles are delivered to them in a filmed pallet, like new bottles.

The bottles to be washed are collected from 150 collection points, in crates of 12.



## Rémi, Logistics intern

I work at Rebooteille for 6 months. In support of the Logistics Manager, my job description includes the following missions:

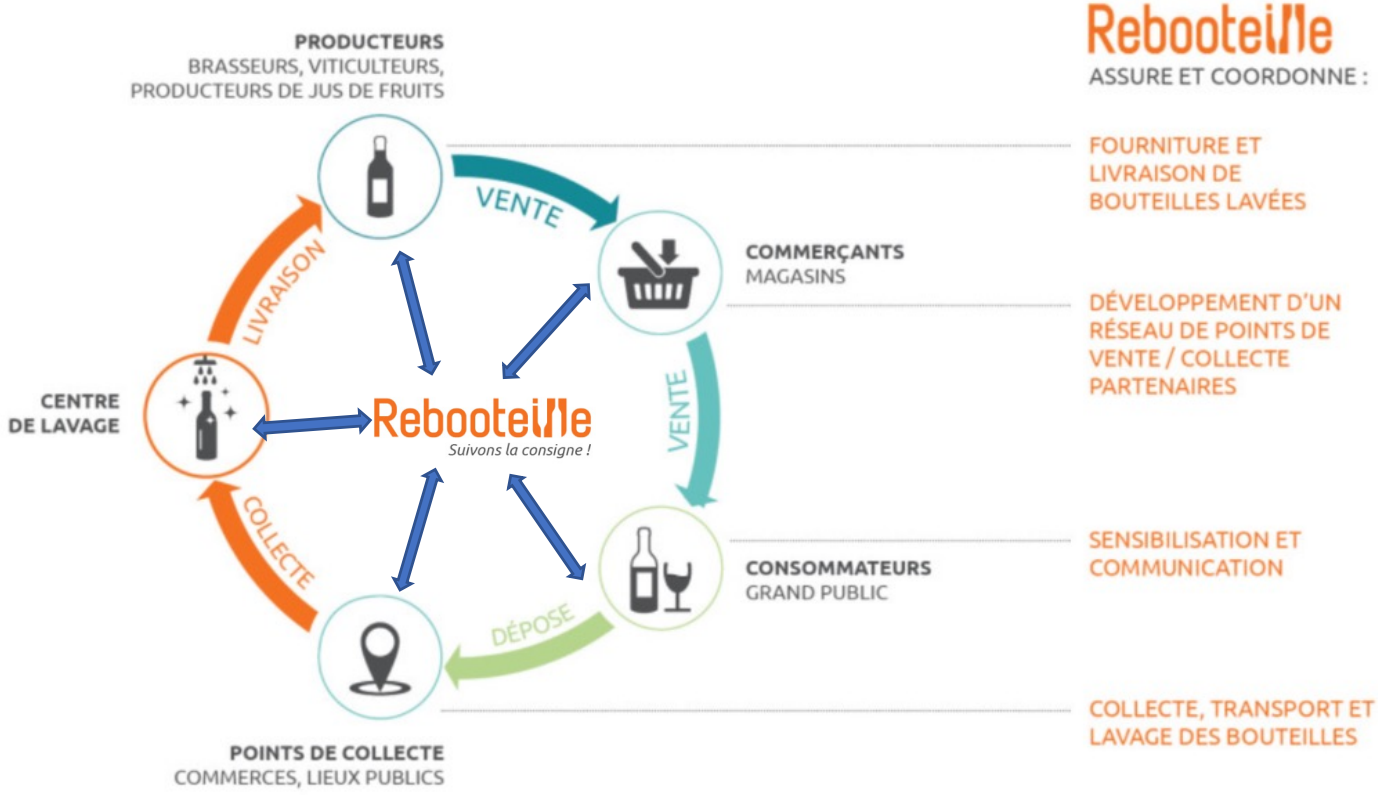
- Organize and optimize the collection of dirty bottles and deliveries of reconditioned bottles;
- Develop new logistics partnerships, study the possibilities of subcontracting for all or part of deliveries;
- Carry out bottle collection rounds in stores;
- Contribute to organizational improvement.

« At the end of January, I wrote a report of astonishment. The main point I retained concerns the organization of dirty bottle collection rounds: We promise the merchants a quick collection of bottles on request, but as a result we don't plan much, it makes us spend a lot of time in the corks and often when we arrive, all the lockers are not necessarily full. Others call us when they are already at the limit of saturation, and when we arrive, it overflows. The space in the truck is not very well managed, we should know how many empty lockers to take on board at the beginning of a round, and then we should not mix them with the full lockers. That's good, I'll have something to keep me busy!

# Subject n°5 :

# Information system

Rebooteille
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**Michel, Communication Manager**

When we had 30 collection points, it was easy to call all the stores the day before the round to find out if we had to go and how many lockers to collect. Now, we have reached 150 points, we want an information system that gives a vision of customer needs, on the producer side and on the collection point side. A central system that could contain all the information about our partners, our resources and help us make decisions.

We need to manage our stocks of empty bottles at the warehouse, organize the use of the washer, manage orders and deliveries from producers. There are also financial flows, with the transfer of the deposit. We need a mini ERP, in short!

**Olivier, La P'tite Distrib, Responsible grocery store, Lyon 7e**

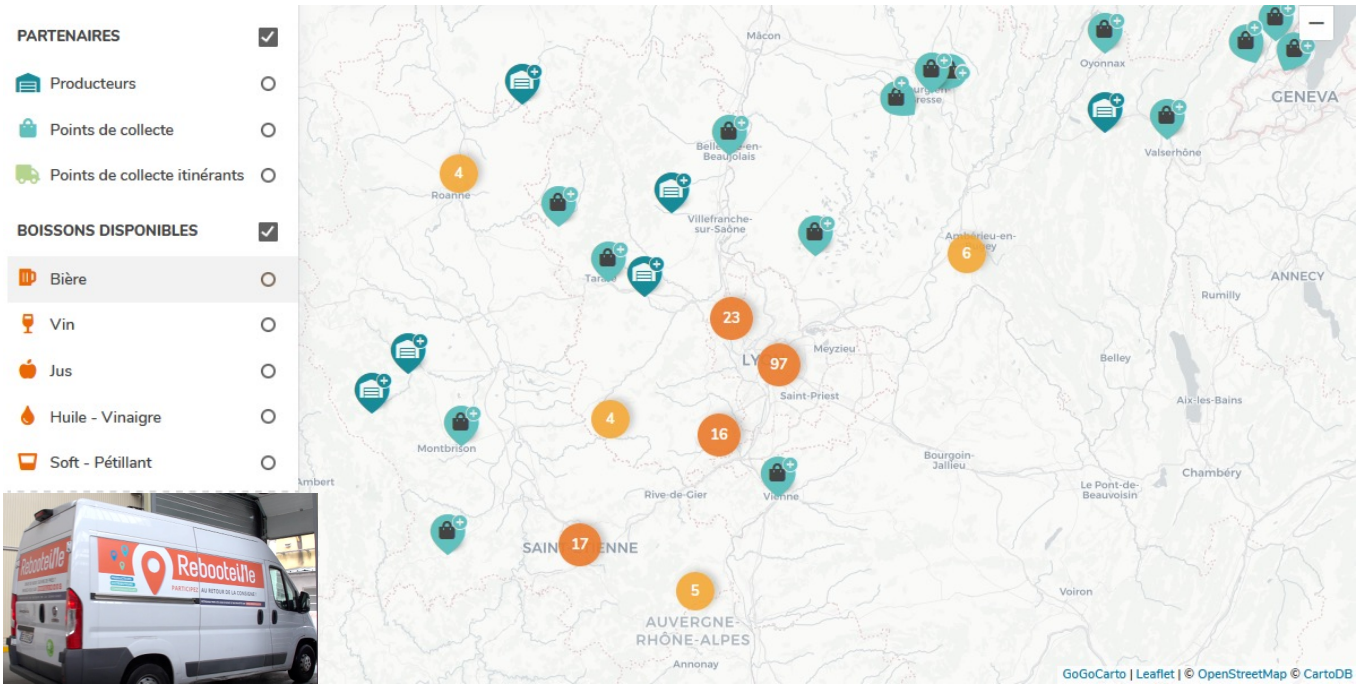
We communicate by email or phone with Rebooteille, but the best thing would be to have an app to inform when we exceed a filling threshold of our lockers, and which triggers a delivery just when we are full. We are lucky to be 3, open non-stop from 9 a.m. to 7:30 p.m., but this is not the case for all grocery stores like ours. It must not be easy to manage everyone's availability!



# Subject n°6 :

# Logistics Network Design

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## The team is growing with our two ambassadors!





Thanks to Claire, ambassador in the Loire and Jean-Baptiste, ambassador in Ain, our network is developing in Auvergne-Rhône Alpes. We now have 15 collection points in the Ain!
The bottles are collected by local actors, who will group the bottles together before recovery by Rebooteille.

## Bastien Carron, Technical Manager



Our bottles and those of our partners Alpes Consigne and Ma Bouteille s'Appelle Reviens ! are washed in a shared washing centre located in Chabeuil, near Valence (115 km from Lyon).

« We have studied the possibility of opening our own washing centre, located on the outskirts of Lyon (max 25 km) to optimise transport distances. But the investment is heavy and perhaps pooling washing on a regional scale is more interesting overall...? »

## Stéphane Robert, co-founder of Rebooteille



MÉTROPOLE GRAND LYON

Rebooteille has just won the call for projects «Transition Ecologique des Entreprises - Mobilité des Biens & Logistique » organized by the Métropole de Lyon. This financial support will make it possible to acquire shared logistics tools within the Halle Consigne des Ateliers Briand, in Saint Priest. It is the site of the former Solyem car parts factory, now owned by the Métropole de Lyon, which has made it a place of temporary occupation for a period of 6 years until 2027. We would have to determine the size of the stock we need on this site. And I wonder if we should keep an eye on similar calls for projects in the Ain and the Loire?