



KEYSTONE CAPSULES

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Who We Are – Keystone Capsules

- Only manufacturer of tin capsules in North America, based in Coatesville, PA
 - Production starting Summer 2024
- Stock and Custom options
- Only manufacturer with an in-house recycling program in N. America
- Internal sustainability efforts
 - Packaging
 - Water-Based inks
 - Reduction in carbon footprint
 - US EPA restrictions
 - Production, shipping, etc.
- Proud sponsor of Napa Green



Our Roots

Nathan Trotter

- Parent company established in 1789, NT has grown to become the largest tin supplier in N.A.
- Producing 7,500 tons/ yr (25% of all North America)
- Utilizing 50% recycled tin

Industries Served

- Automotive, Electronics, Aerospace, Chemical, Electroplating

Raw Materials

- Established Global Suppliers (Malaysia, Indonesia, Peru, Bolivia, Brazil) – Utilizing conflict-free mines



Tin Technology and Refining

- Est. 2013 to address void in domestic industrial tin scrap demand and leverage Nathan Trotter customer base.
- Sustainably-focused 40,000 sq ft dedicated tin recycling facility located in West Chester, PA processing over 4 million lbs of tin per year.
- Recycling capabilities include smelting, refining, and alloying- Certified “Conflict-Free” by Responsible Mineral Initiative. TT is only “low risk” tin smelter approved in N.A. – Audited annually
- Our facility is fully DEP (Department of Environmental Protection) permitted and registered with the EPA.



Capsules and Closures – Sustainability

Closures

Cork/ Stopper and Screw cap

- Seals wine in bottle
- Marketing component

Capsules – Overcap

- Protects cork from microbes, moisture, dust
- Hides fill line
- Marketing component
- Market Evaluation
 - Perceived value and necessary packaging component



Capsules and Closures – Why Tin?

PVC

- Plastic, heat shrink – not recyclable

Polylaminate

- Aluminum with polyethylene* – not recyclable

Screw Caps

- Aluminum with liner inserts – recyclable with exceptions

Aluminum Capsule

- Fully recyclable – Not widely used, also sharp

Tin Capsule

- Retains highest purity, efficiently
- Fully recyclable – highest value
- “When each tin capsule weighs approximately 1/3 of an aluminum can and is worth 14x the value recycling it makes more than just cents. It makes sense.”

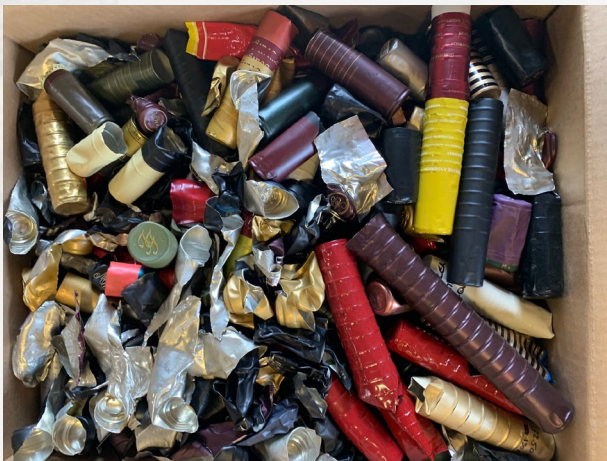


* Newer materials claim to be environmentally friendly and recyclable. Statement needs to be validated

Recycling

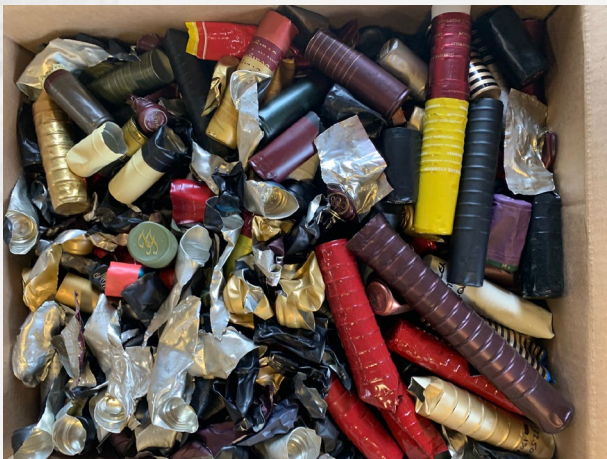
Used or unused tin capsules

- Tasting room, events, discontinued designs/ colors, improper size
- Collect – Arrange Transportation – Reclaim and Refine
 - A settlement form containing tin recoveries and value is returned to the supplier along with subsequent payment. Average reimbursement \$6 - \$10/ lb.
- Recovery & Efficiency
 - 90% - 95%. Remaining materials include vapor, other metals, which are contained and used



Recycling – Current Programs

- 1) Keystone Capsules
- 2) Teacher's Resource Center
 - Non-Profit Organization
 - Collects directly from tasting rooms with 5 gallon buckets
 - Collection and sorting teams
 - Recycled through Keystone Capsules at highest value
 - Money collected goes straight to purchasing school supplies which are donated to teachers





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Questions