

Glass & Packaging

ROLLING RFP — YOUR 30-DAY WINDOW OPENS AT REGISTRATION

1. About this RFP

Barrel Lab™ is the operating layer for American whiskey's surplus barrel inventory — a wholesale marketplace with valuation, conversion, compliance, and route-to-market built in, powered by Victory Spirits Development and industry partners like you. This RFP seats the **Glass & Packaging** panel. It is a rolling solicitation: there is no fixed close date. Your individual 30-day submission window opens the day you register, and panels are selected as complete responses arrive — the earliest complete files are reviewed first.

2. Scope

Barrel Lab™ aggregates bottle and packaging demand across its own releases, partner brand launches, and white-label programs — converting one-off, brand-by-brand purchasing into forecastable consolidated orders placed through a single structured process.

We are sourcing:

- Stock spirits bottles — 375 mL and 750 mL priority; 700 mL, 1 L secondary
- Closures: bar-top, screw cap, and synthetic/natural cork options
- Decoration: screen print, hot stamp, etch, and label-ready finishes
- White-label and private-mold programs, including mold exclusivity terms
- Cartons, dividers, and case packaging

3. The 30-day rolling submission

Three milestones from your registration date. Early submission of any milestone is welcome; the clock never accelerates, only you do.

DAY 0 · Register

Register at the link or QR that brought you here. Registration timestamps your window and returns the submission packet and upload instructions.

BY DAY 7 · Initial response

- Statement of intent to participate
- Stock SKU list with drawings or photos for priority formats
- Manufacturing and export entity identification

BY DAY 21 · Supporting documents

- Quality certifications (ISO 9001, BRCGS or equivalent) with the certificate-holding entity identified
- Glass test reports for representative SKUs
- Physical samples of priority SKUs (ship details provided at registration)
- Two trade references, US import experience preferred

BY DAY 30 · Final pricing & capabilities

- Unit pricing by SKU and quantity break — state basis (EXW / FOB / DDP) explicitly
- Mold, decoration, and tooling charges
- MOQs by SKU and decoration method
- Lead times: stock, decorated, and private mold
- White-label flexibility and exclusivity terms

4. Evaluation

Complete files are scored on the weights below. Incomplete files at Day 30 are held, not rejected — but only complete files reach panel review.

Stock SKU breadth	25%
Price	25%
Capacity & certifications	20%
Lead time & logistics	15%
White-label flexibility	10%
Samples	5%

5. Terms of participation

- **Rolling review.** Panels are seated as complete responses arrive; panel membership is reviewed periodically and remains open to later registrants.
- **Confidential both ways.** Your pricing, capabilities, and terms are never shared across the panel; Barrel Lab™ project details shared with you are held in confidence under the mutual NDA provided at registration.
- **No pay-to-play.** There is no fee to register, respond, or be seated. Placement is earned on capability, responsiveness, and terms.
- **One intake, ongoing flow.** A seated partner receives every matching project routed by the platform without re-bidding, subject to periodic refresh of pricing and capacity.
- **No obligation.** This RFP is not an offer; Barrel Lab™ may decline any or all responses and is not liable for response costs.

Submit & questions

Register via the QR or link that brought you here. Milestone submissions upload through your registration link, or by email with the RFP number **VS-GLASS-2026-002** in the subject line.

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