



**Reusable
Packaging**
ASSOCIATION

Meeting of the Retail & Ecommerce Workstream

13 September 2022



Antitrust Policy Statement

- Not exclude competitors from membership
- Restrict members from dealing with non-members
- Limit access to information developed by the Association
- Enforce membership rules arbitrarily
- Prohibit discussion on pricing including:
 - (a) Current or future prices
 - (b) What constitutes a “fair” profit level
 - (c) Possible increases or decreases in prices
 - (d) Standardization or stabilization of prices
 - (e) Pricing procedures
 - (f) Cash discounts
 - (g) Credit terms
 - (h) Control of sales
 - (i) Allocation of markets or customers
 - (j) Complaints to a competitor that his prices constitute unfair trade practices;
 - (k) Refusal to deal with a corporation because of its pricing or distribution practices
 - (l) Whether or not the pricing practices of any industry members are unethical or constitute an unfair practice



ANTITRUST COMPLIANCE POLICY STATEMENT FOR MEETINGS OF MEMBERS AND DIRECTORS

Members and Directors of the Reusable Packaging Association (“RPA”) will avoid actions and discussions at meetings of the Members and/or at meetings of the Board of Directors that constitute potential violations of the antitrust laws. The following is a list of actions and discussion topics that will be avoided by all Members and Directors:

1. Members and Directors will not exclude competitors from membership in the Association, without substantial lawful justification, and not if there is a business advantage in being a member.
2. Members and Directors will not restrict members from dealing with nonmembers.
3. Members and Directors will not limit access to information developed by the Association, unless such information is firmly grounded upon the need to protect trade secrets.
4. Members and Directors will not enforce membership rules arbitrarily.
5. Members and Directors of RPA will avoid discussion of matters of potential antitrust concern at meetings, including:
 - (a) Current or future prices;
 - (b) What constitutes a “fair” profit level;
 - (c) Possible increases or decreases in prices;
 - (d) Standardization or stabilization of prices;
 - (e) Pricing procedures;
 - (f) Cash discounts;
 - (g) Credit terms;
 - (h) Control of sales;
 - (i) Allocation of markets or customers;
 - (j) Complaints to a competitor that his prices constitute unfair trade practices;
 - (k) Refusal to deal with a corporation because of its pricing or distribution practices; and
 - (l) Whether or not the pricing practices of any industry members are unethical or constitute an unfair trade practice.



R&E Meeting Agenda

- I. About the Retail & Ecommerce Workstream
 - A. Purpose, Lead, Members
 - B. RPA Background for the Retail Industry

- II. Forum: Trends and Topics
 - A. Majors Forces Impacting Retail Supply Chains
 - B. Barriers or Problem Areas Limiting Adoption of Reusable Packaging Systems

- III. Projects: Priority Collaborative Actions

- IV. Setting the R&E Workstream Objectives
 - A. Next Steps
 - B. Recurring Meeting Schedule
 - C. RPA Program at PACK EXPO International



About the R&E Workstream

The Retail & Ecommerce Workstream brings together member company representatives for the purpose of enabling industry dialogue and activities on common and pre-competitive topics for the advancement of reusable packaging opportunities in retail supply chains. The forum for conversation can raise awareness on subjects that are germane to the industry, and the platform for collaboration can take on projects leading to greater market acceptance of reusable packaging solutions.

Chairman-Appointed Workstream Lead

Axel Breitkreuz, President, Craemer US Corp.



Open to all RPA member companies with participation on a volunteer basis.

RPA's Todd Hoff and Tim Debus will lead administration and staff support.



RPA's Retail Background

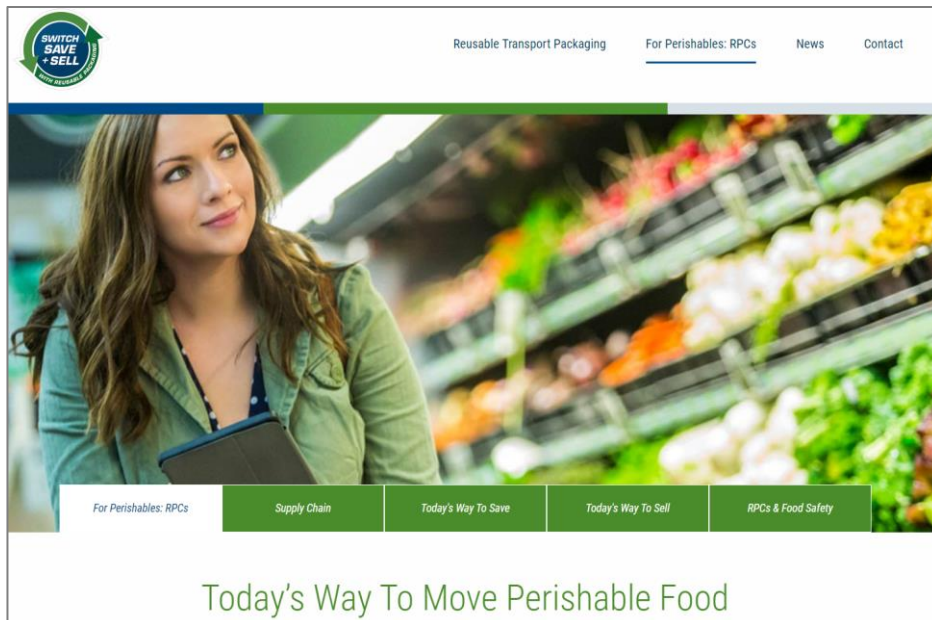
2016 – 2021 Committee Activities

Food & Beverage Committee

- RPC Labeling Guidelines
- Responses to Food Safety Issues
- Food Marketing Campaign 2018-2019
 - Switch, Save & Sell

Operations & Logistics Committee

- Research on Physical Barrier Impact
- Partnership with Texas Retailers Association
 - Operation STOPP
- Food Bank Recovery Program





Retail and Ecommerce Trends



“Labor Shortages”

Automated Technology is helping Retailers get a handle on the Labor Shortage

“Nearly one in three retailers are worried about being able to attract and retain staff in 2022. ... 72% of retailers are using, or planning to use, automation to decrease their team’s time on hands-on work.”

[Square](#)



“Consumer Preferences”

Omnichannel: The path to value

“More than 1/3rd of Americans have made omnichannel features such as buying online for in-store pickup part of their regular shopping routine, and nearly 2/3rd of those individuals will continue.”

[McKinsey](#)



Retail and Ecommerce Trends



“Sustainable Retail”

‘We have to do something’:

Can retail close the gap on supply chain emissions?

“The industry is woefully behind on Scope 3 targets for greenhouse gases. ... Experts say retailers still can — and must — do more.”

[Supply Chain Dive](#)



“Supply Chain Challenges”

As the future of retail shifts, shoppers have high expectations

“People want to make their money stretch further. AND so do retailers. Inflation, rising prices and supply chain delays influence buying decisions.”

[RetailDive](#)



Retail and Ecommerce Trends



“Legislative Bans”

California sets the nation's toughest rules for the reduction of plastics

“States have passed bans on single-use plastic grocery bags, straws and other items, and plastic water bottles soon won't be allowed in national parks.”

[NPR](#)

Other Trends?



WHAT'S IN STORE: TOP RETAIL TRENDS IN 2022

BY [BRIAN DODGE] | 01/04/2022



MORE STORE OPENINGS

MORE TECHNOLOGY INTEGRATION

MORE BRAND COLLABORATIONS

SUPPLY CHAIN INNOVATION



Obstacles To Growing Reuse

- ❑ Short-Term Economic Returns in a Recession Period
- ❑ Capital Deployment in Operations
- ❑ Sustainability Focus on Outer Edge of Circularity (Recycling Single-Use Packaging)
- ❑ Competition from Single-Use Packaging Suppliers/Industries
- ❑ Systems Transformation and Resistance to Change, Including Suppliers
- ❑ Underperforming or Incomplete Business Case
- ❑ Omnichannel Complexities
- ❑ Leadership and Organizational Commitment
- ❑ Other Barriers?



Project Development

Example Appropriate Collaborative Activities

- Market Research and Surveys
- Awareness and Education
- Industry Guidelines and Best Practices
- Tools for General Business Case Preparation
- Testing and Trialing Shared Solutions



Next Steps

1. Set recurring meeting schedule
2. Develop online workstream page within RPA Members Site
3. Expand roster of member participants
4. Identify and develop project concepts



Recurring Meeting Schedule

September 2022							
N°	S	M	T	W	T	F	S
35					1	2	3
36	4	5	6	7	8	9	10
37	11	12	13	14	15	16	17
38	18	19	20	21	22	23	24
39	25	26	27	28	29	30	

October 2022							
N°	S	M	T	W	T	F	S
39							1
40	2	3	4	5	6	7	8
41	9	10	11	12	13	14	15
42	16	17	18	19	20	21	22
43	23	24	25	26	27	28	29
44	30	31					

November 2022							
N°	S	M	T	W	T	F	S
44			1	2	3	4	5
45	6	7	8	9	10	11	12
46	13	14	15	16	17	18	19
47	20	21	22	23	24	25	26
48	27	28	29	30			

December 2022							
N°	S	M	T	W	T	F	S
48					1	2	3
49	4	5	6	7	8	9	10
50	11	12	13	14	15	16	17
51	18	19	20	21	22	23	24
52	25	26	27	28	29	30	31



RPA at PACK EXPO International



October 23-26, 2022
McCormick Place
Chicago, Illinois USA



**REUSABLE
PACKAGING**
LEARNING CENTER

