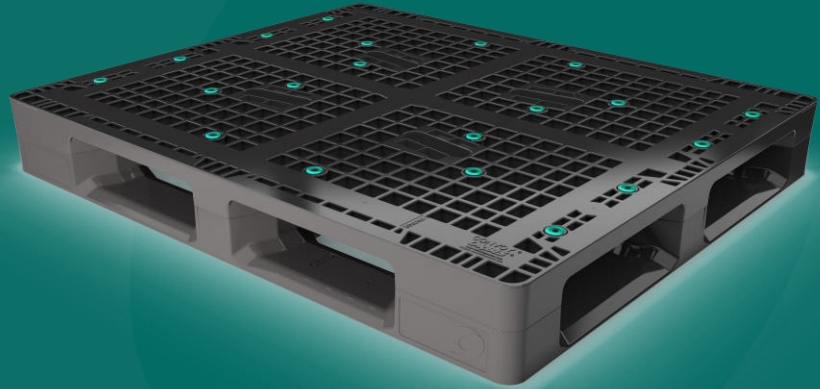


Managing Your Reusable Packaging to Drive Sustainability and Reliability



Mike Garcia
Market Manager, ORBIS






Managing your Reusable Packaging to Drive Supply Chain Sustainability and Reliability

Mike Garcia | ORBIS

Reusables help
companies
build a more

**SUSTAINABLE
BRAND**



 Powered by Menasha Corporation

³2017 Cone Communications CSR Study.

90%

of consumers want companies
to do more than turn a profit



75%

of consumers expect
businesses to support efforts
to stop climate change³



The Move to a More Circular Economy



Source: Coda Plastics

Supply Chain Wide Advantages



Reduces
waste



Creates
supply-chain
wide cost
savings



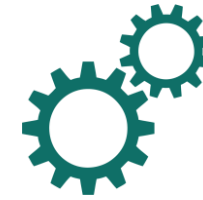
Keeps plants
and
equipment
clean



Improves
efficiency



Protects
product



Streamlines
automation



Optimizes
transportation

“Let’s Tell the Story”

Accelerating Packaging Performance

The Power of Packaging Management



Supply Chain
Sustainability



Supply Chain
Reliability



Supply Chain
Intelligence

Packaging Management Drives Supply Chain Sustainability, Reliability and Intelligence

CHAOS



ORDER

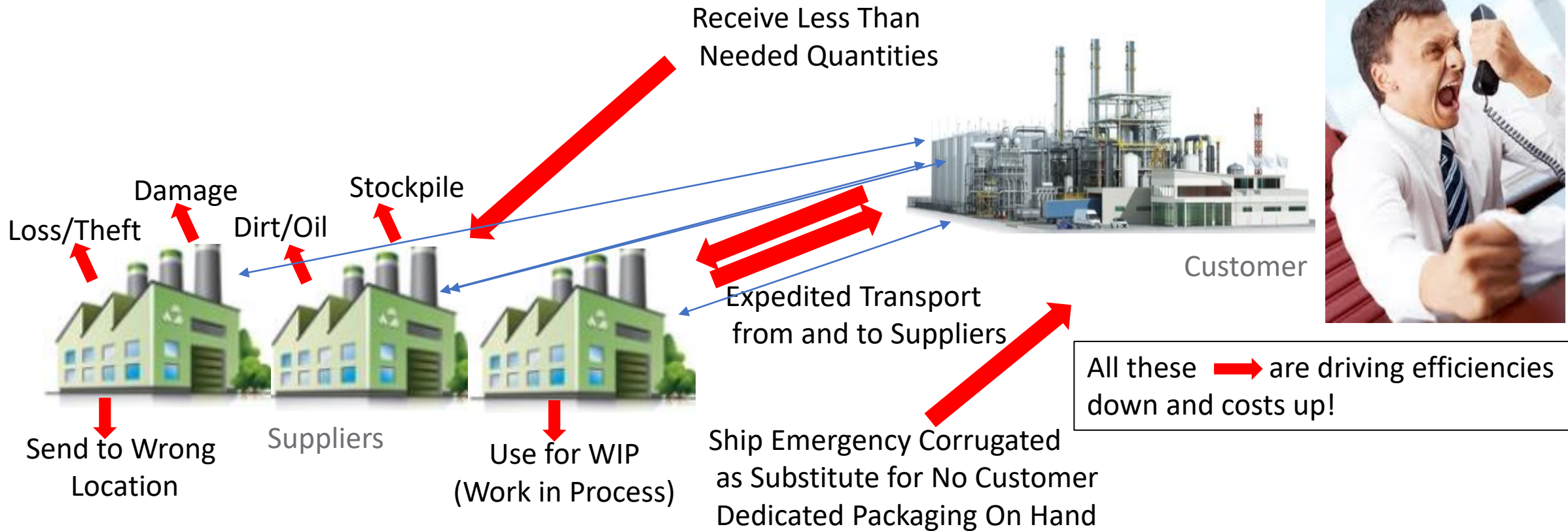


How it Works

Without Packaging Management...

Packaging imbalances exist within the entire supply chain

- Suppliers ship in reusable packaging
- Customers return empty packaging back to suppliers



...Efficiency is Limited

Remember This Results in...

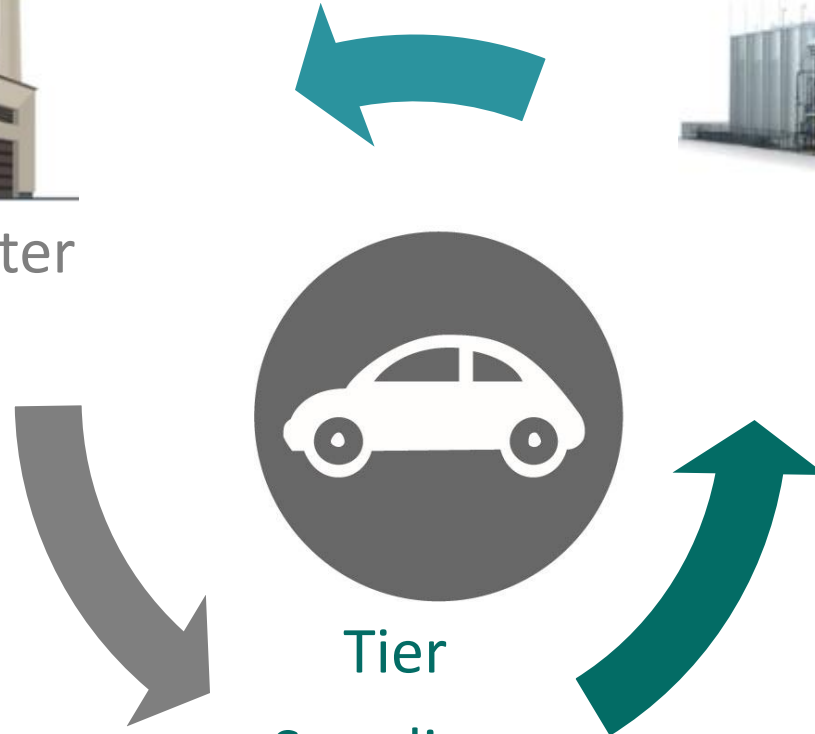
CHAOS



Packaging Management: Automotive



Automotive Customer



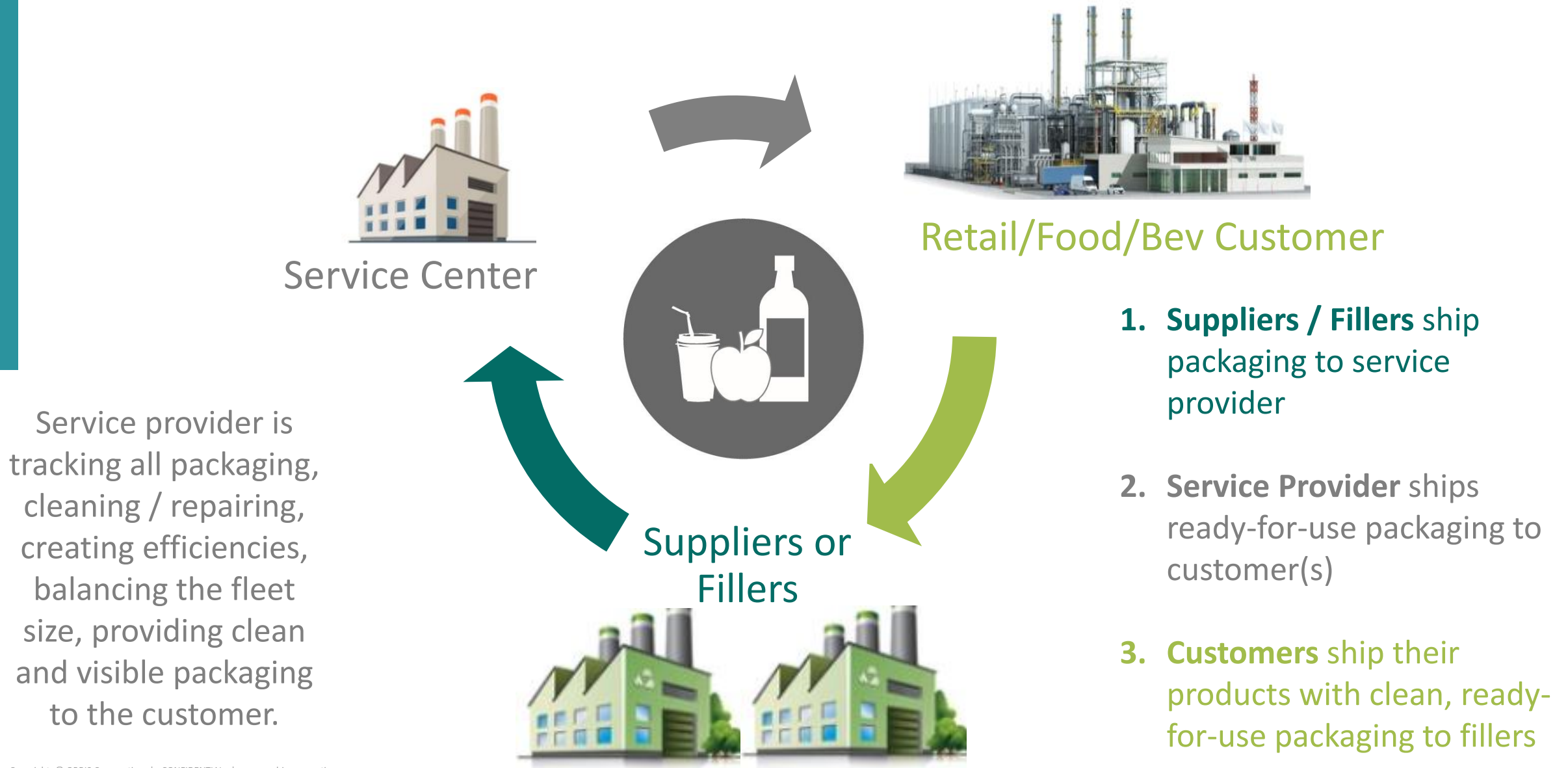
Tier
Suppliers



Service provider is tracking all containers, cleaning / repairing, creating efficiencies, balancing the fleet size, providing visibility to both the OEM and their suppliers

1. **Suppliers** ship in reusable packaging to customer
2. **Customers** ship empty packaging to service provider
3. **Service Providers** returns clean, ready-for-use packaging back to suppliers for replenishment

Packaging Management: Retail/Food/Bev



With a Packaging Solution We Can Achieve...

ORDER



The Value of Packaging Management

- ✓ Provides tracking capabilities
- ✓ Enables quicker turns/better utilization
- ✓ Returns packaging to use
- ✓ Extends useful life of packaging
- ✓ Provides data to make decisions
- ✓ Gives visibility to packaging in supply chain
- ✓ Develops insight into supplier performance
- ✓ Supports compliance to customer guidelines
- ✓ Maintains packaging inventories
- ✓ Enables strategic planning
- ✓ Encourages ongoing optimization
- ✓ Helping the customer manage their overall packaging spend

Useful Life

$$\text{Depreciation (Using Straight Line Method)} = \frac{\text{Cost of the Asset} - \text{Salvage Value}}{\text{Useful Life}}$$
$$\text{Depreciation} = \frac{\text{Historical Cost of the Asset} - \text{Accumulated Depreciation} - \text{Salvage Value}}{\text{Remaining Useful Life}}$$



Getting Started

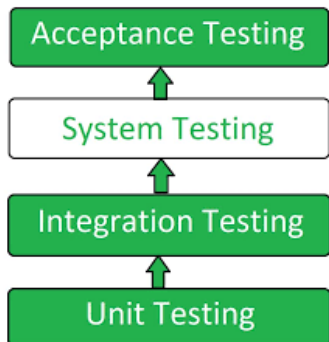
Identify Services to Support Your Business



Six Best Practices



1. Find a champion and advocates in your business or industry. Get them involved.
2. Identify a service provider that aligns with your vision. Collaborate to determine goals and integration points.
3. Determine what good looks like and measure (KPIs)
4. Involve your supply network – Collaborate with supply chain partners to achieve mutual benefit
5. Test it out – Take the time to trial in the real-world application
6. Evolve and adapt, using data and intelligence to make decisions and drive improvement



What To Look For in a Service Provider

- Proven track record
- Mature processes
- Service center infrastructure and automation
- Data and analytics
- Focus on Key Performance Indicators (KPIs)
- Responsiveness and collaboration
- Supply chain expertise, industry insights



Things to
Consider

- In-source or out-source
- Integration points
- On-site or off-site
- Data integrity
- Training

Questions

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