Meeting of the Retail & Ecommerce Workstream

9 February 2023

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.   **RPA Updates:**

   A.   Promat 2023 (Chicago)

II. **Project:** "HOW" of Reuse White Paper

   A.   Outline & Member Content

   B.   Timeline

   C.   Inputs Received; Content & Editing Process

III. **Other Items**: R&E Workstream

   A.   Other Project Areas

   B.   Technology Working Group awareness & alignment

   C.   Other Issues and Activities

In-Person / Virtual Meetings

Tuesday, March 21st 8-10am CDT
McCormick Place
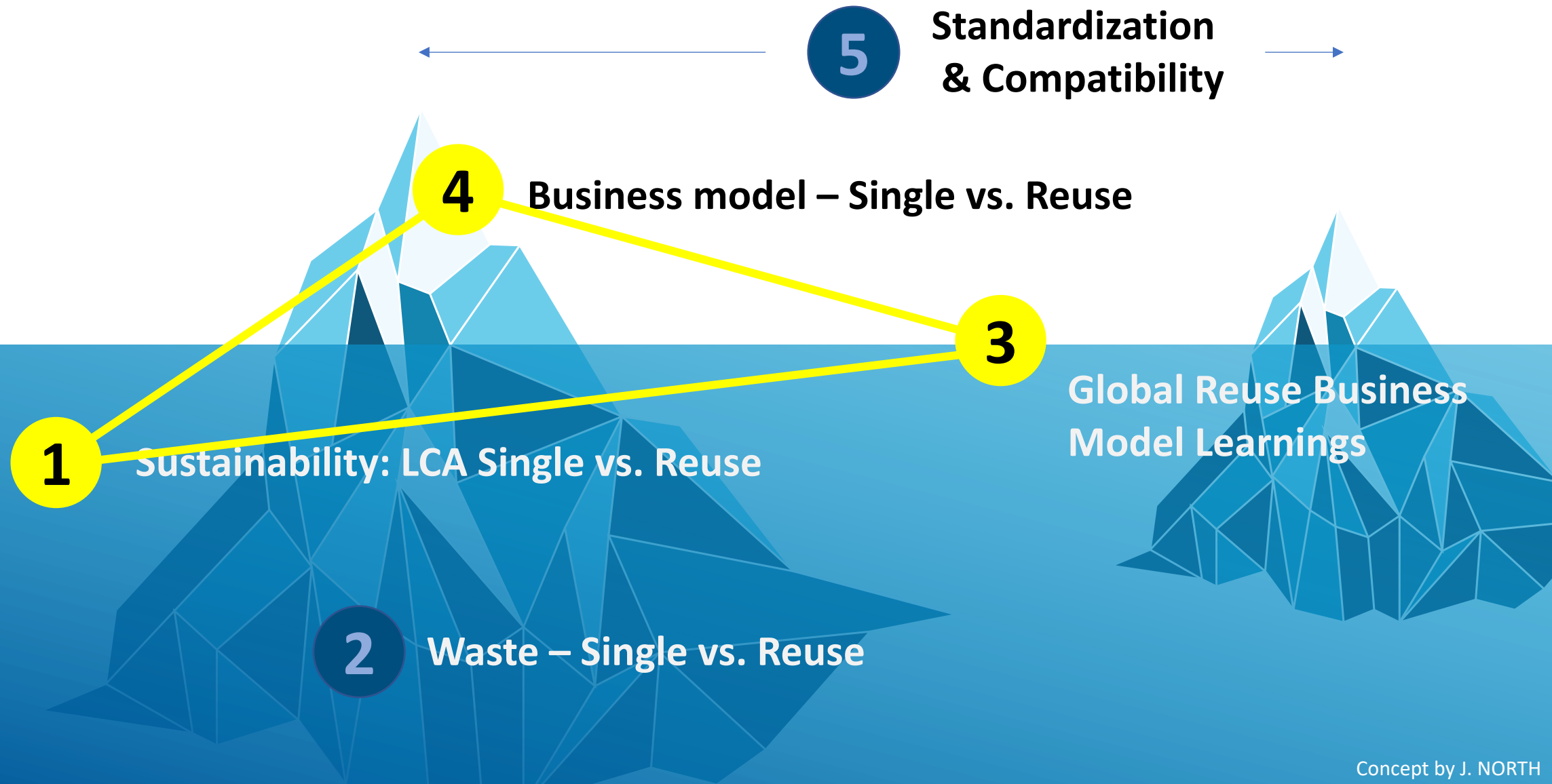Location: TBD

- In-person
- ZOOM

TBD
Las Vegas Convention Center
Location: TBD

"How" of Reuse Whitepaper
Concept

5 Standardization & Compatibility

4 Business model – Single vs. Reuse

3

Global Reuse Business Model Learnings

1 Sustainability: LCA Single vs. Reuse

2 Waste – Single vs. Reuse

Concept by J. NORTH

"How" of Reuse Whitepaper
Scope

As Retailers and eCommerce companies are increasingly considering reusable platforms for their supply chains to eliminate single-use packaging, there is a need to educate the retail industry on what "key considerations" and "learnings" to enable the "**HOW**" of reuse. This paper will include:

1. Defining **successful reusable applications** and what key business model variables should be considered in evaluating a reuse-based investment.
2. **Best practices & learnings** from global retailers when applying B2B reusable-based systems, and what learnings can be leveraged for B2C (refill, etc.) applications.
3. What **sustainability framework** and variables should be considered when evaluating a reuse-based investments and resulting sustainability impact.

Global case studies and reusable examples will be included throughout this white paper from RPA Retail & eCommerce workstream member companies and their customers if possible. After reading this paper, **retailers and their manufacturing & supply chain partners** should have the tools, references, and resources to decide on "**HOW**" to use, implement or make investment decisions into reusable-based systems.

"How" of Reuse Whitepaper
Outline & Leads

I.	Executive Summary	RPA Debus/Hoff
II.	Introduction	RPA
III.	**Why Reusable systems** in your Supply Chain are important <u>today</u>.	RPA / R&E SME
IV.	**What is a successful reusable application** and what key business model variables should be considered in evaluating a reuse-based investment.	IFCO, CHEP, TBD?
V.	**What best practices & learnings** from global retailers exist using reuse-based systems.	SA, Rehrig, IFCO, TBD?
VI.	**What sustainability framework and variables** should be considered when evaluating a reuse-based investments and resulting sustainability impact.	Rehrig, Monoflow, TBD?
VII.	**How to use the reuse data** to develop & deliver insights and value to your business?	RPA / TWG / TBD?
VIII.	Appendix	RPA Hoff

"How" of Reuse Whitepaper
Status & Inputs Received

Whitepaper Sections	Owners	Content	Draft Edit	Final Edit	Final
1. Executive Summary	RPA Debus/Hoff				
2. Introduction	RPA Debus	Y			
3. **Why Reusable systems** …	RPA / R&E SME				
4. **What is a successful reusable application** …	IFCO, CHEP, TBD	Y (CHEP)			
5. **What best practices & learnings** …	SA, Rehrig, IFCO, TBD				
6. **What sustainability framework and variables** …	Rehrig, Monoflow, TBD				
7. **How to use the reuse data** …	RPA / TWG Content, TBD				
8. Appendix	RPA Hoff	Y	Now		

To Todd
3/6th

ProMat
3/21st

TBD
June/July

"How" of Reuse Whitepaper
Content & Editing

- **Primary Content**   **All**
  - Member company members provide primary content.
  - Do not focus on grammar, more important to have the right details.
  - Review content with your internal marketing resources, as required.
    Companies will get a final copy of whitepaper for review & approval.

- **Secondary Content**   **RPA**
  - RPA will provide secondary content as required from past papers,
    industry reports and other Working Groups (Technology Working Group)
  - RPA will engage, as required editing resources

- **Content Process**   **All / RPA**
  - When smaller working teams finish a section, email to thoff@reusables.org

"HOW" of Reuse Whitepaper
Timeline

Milestone	Date	Status
Outline Final	Jan. 10th	Go
First draft sections submitted.	Feb. - Mar.	Underway
Draft content submitted.	Mar. 1st	Need
Consolidated version w/gaps identified.	Mar. 21st Promat, Chicago	**Fixed date**
Final content development w/external resources based upon content provided.		
Final approval by TWG.	< June	
Industry Release	June / July 2023 [Any Major Industry Events?]	

R&E Workstream 2023
Additional Project Areas

- **"How" of Reuse Whitepaper**   **June - July**
  - Industry leadership

- **Other R&E Project Areas**   **TBD**
  - What other industry needs exist?
  - Emerging trends & opportunities as an industry to address?
    - Technology, automation, robotics
    - Ecommerce order fulfillment
    - Consumer packaging models / reuse B2B2C, B2C
    - Industry Standardization / Shipping Platforms
    - Extended Producer Responsibility (EPR) laws

TWG (Technology Working Group)
Project: Technology Hub & ROI Calculator

"Easy-to-use tool to assess the value of applying smart tracking technologies to reusable packaging assets."

TWG (Technology Working Group)
Project: Whitepaper 2.0 - May 2023 Target Release

I.   Executive Summary

II. Introduction

III. **'Why'** Tracking & Monitoring Your Supply Chain is Important Today.

IV. **'What'** solutions exist and why would you use them?

    a. Decision Tree

    b. Product Identification technologies

    c. Product Sensing and Monitoring solutions

    d. Product & Applications Tracking solutions

    e. 'How' to use the data to develop & deliver insights & value to your business?

V.   **'How'** to Get Started?

VI. Appendix

R&E Workstream 2023
Other Items

- **Other items**