



Meeting of the Retail & Ecommerce Workstream

8 June 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. PACK EXPO Las Vegas
- B. Learning Center Panels: Topics

II. **Project:** USDA Funding Grant

- A. Status

III. **Project:** White Paper

- A. Content Status & Gaps
- B. Next Steps



Reusable Packaging Learning Center



September 11–13, 2023
Las Vegas Convention Center
Las Vegas, Nevada USA



R&E Hosted Industry Panel(s)

Proposed Topics:

- How of Reuse Whitepaper
 - Global Best Practices
 - Retailer / CPG speaker
 - What Else?
- Plastics Pact / Reuse





RPA Project (R&E / TWG)

USDA Foreign Agricultural Services Project Grant

Meeting EU Packaging Requirements
for a Circular Economy:

**Evaluation of Reusable Transport
Packaging Performance, Logistics,
Costs, and Environmental and Social
Impacts**

for Three Key Agricultural Commodities
in U.S. Exports



Submitted:
Grant Feedback:
Award:

May 17th
Fall 2023
2024



“How” of Reuse Whitepaper

Status & Inputs Received












Whitepaper Sections	Owners	Content	Draft Edit	Final Edit	Final
1. Executive Summary	RPA Debus/Hoff	Y	Y	Y	
2. Introduction	RPA Debus	Y	Y	Y	
3. Why Reusable systems ...	RPA / R&E SME	Y	Y	Y	
4. What is a successful reusable application ...	IFCO, CHEP, TBD	Y		Now	
5. What best practices & learnings ...	SA, Rehrig, IFCO, TBD	Y		Now	
6. What sustainability framework and variables ...	Rehrig, Monoflow, TBD	Y		Now	
7. How to use the reuse data ...	RPA / TWG Content, TBD	Y	Y	Y	
8. Appendix	RPA Hoff	Y	Y	Y	
					TARGET 6/23 rd
					TBD July



R&E “How” Whitepaper

Next Steps

- **Content (Remaining Edits)**

-  RPA RETAIL Whitepaper - 0 TOC DRAFT 7June2023.docx
-  RPA RETAIL Whitepaper - 1 EXECUTIVE SUMMARY DRAFT 6June2023.docx
-  RPA RETAIL Whitepaper - 2 INTRODUCTION DRAFT 6June2023.docx
-  RPA RETAIL Whitepaper - 3 WHY REUSABLES DRAFT 6June2023.docx
-  RPA RETAIL Whitepaper - 4 TYPES REUSE ASSETS 7June0223.docx
-  RPA RETAIL Whitepaper - 5 WHAT SUCCESS DRAFT 7June2023.docx
-  RPA RETAIL Whitepaper - 6 BEST PRACTICES DRAFT 7June2023.docx
-  RPA RETAIL Whitepaper - 7 SUSTAINABILITY DRAFT 7June2030.docx
-  RPA RETAIL Whitepaper - 8 HOW DATA DRAFT 7June2023.docx
-  RPA RETAIL Whitepaper - 9 GET STARTED DRAFT 7June2023.docx
-  RPA RETAIL Whitepaper - 10 APPENDIX DRAFT 7June2023.docx

- **Content GAPS**

Additional Case Studies Needed)

- Open Loop (Pooled) - Retail
- Closed Loop – Retail
- Any eCommerce examples



TWG Whitepaper 2.0

As an example.

■ Visuals

2023 Update

A Smarter, Technology-Driven Supply Chain with Reusable Packaging Systems

Introduction

How the Need for Visibility of Supply Chains and Reusable Packaging has Changed Since the release of the industry report titled "A Smarter, Technology-Driven Supply Chain with Reusable Packaging Systems" in 2019, there has been a remarkable acceleration in developing and adopting technologies aimed at tracking and traceability of Reusable Transport Packaging (RTP) assets throughout the supply chain, as well as providing a means for demonstrating provenance for RTP assets and goods moving through the supply chain. Fundamentally, the objective of these new technologies and systems is to drive a virtuous cycle for Supply Chain Visibility and Resilience across Inventory Management, Traceability, and Sustainability providing additional functional elements as depicted in the GSI Identify, Capture, Share model shown below:

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What Solutions Exist and Why You Would Use Them

This creates additional costs and increases the risk of safety. This plastic theft accounts for a \$100M loss annually in the U.S. alone.

In addition, real-world results prove that standard labeling methods continuously fail their duty on polyolefin thermoplastic products typically used in reusable shipping assets. For example, tag/barcode had a separation loss of up to 70% in fresh produce containers after assets were randomly distributed and cleaned through several rounds.

WHAT: "A Solution"
The use of polymer fusion technology, which merges two different polyolefin thermoplastic polymers (polyolefin label + polyolefin product) and utilizes melting point, time, and pressure, results in a singular reusable asset without adhesives, tie layers, bonding agents, or secondary surface treatments. Polymer fusion technology was engineered explicitly for perfect compatibility with polyolefin thermoplastic products, parts, and components to deliver unrivaled lifelong performance.

When combined with D-TTECT™ technology, microscopic, highly tunable physical, optical, and magnetic crystals are introduced into polymer matrix fusion technology inks during production and printed as part of a logo, label, or as an imperceptible feature to be applied onto customers' products.

RESULT: "The Benefit"
During application, the polymer fusion label and the customers' polyolefin thermoplastic product, part, or component simultaneously reach the melting point, causing a fusion reaction. The result - is a permanent authenticatable mark on plastic that cannot be lifted, separated, or removed for the product's useful life, no matter the environment or exposure. D-TTECT crystals are in situations of reusable plastic theft where the plastic is ground up, shredded, or converted to recycle; an invisible luminescent pigment can be added to polymer fusion technology inks to help investigators detect small fragments under blacklight or IR for identification purposes.

Imagined illustration of a Reusable Fusion Technology label. D-TTECT crystals are introduced into the polymer matrix during production and printed as part of a logo, label, or as an imperceptible feature to be applied onto customers' products.

Polymer Fusion Technology with D-TTECT™ on a Reusable Storage Tray
Courtesy of Topline

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4. What Solutions Exist and Why You Would Use Them

4.3 Product Sensing and Monitoring Solutions

Technology-enabled returnable assets can provide insights and conditions of the physical goods during movements from one location to another. As goods move from raw material suppliers to manufacturers to retailers and potentially to the consumer, many steps and opportunities exist for goods to be damaged. This damage can occur from physical, temperature, impact, environmental exposure, etc. Using product sensing and monitoring solutions can play an essential role in reducing the damage to goods while being transported.

"Technology-enabled returnable assets can provide insights and conditions of the physical goods during movements from one location to another."

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R&E “How” Whitepaper

Next Steps

- **FINAL DRAFT Feedback**

before **June 23rd**

- RPA provide latest version back to R&E members. (June 9th)
- Needs to provide specific edits. What words / new words need to be added?
- Provide comments via WORD file. **Turn track changes on.**
- Provide any additional images / content by specific section.

- **FINAL Formatted Whitepaper for review / approvals**

mid-**July**

- RPA will provide formatted final draft for R&E review.
- Copy available for RPA board by Tim.

- **RELEASE on RPA website & RPA Social post**

target **August**

- RPA awareness & promotion via web, social.