



Retail & Ecommerce Workstream Meeting

October 12, 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.



Meeting Agenda


RPA Updates

- A. PACK EXPO Las Vegas Summary
- B. MS TEAMS Transition

Projects Update

- A. Whitepaper
- B. USDA Foreign Agricultural Grant

Industry & Working Group Activities

- A.  Industry Trends and Developments
- B. Pipeline Projects

PACK EXPO Las Vegas 2023 Summary



September 11–13, 2023
Las Vegas, Nevada USA

- **Pack Expo Las Vegas**

- Nearly 32,000 attendees with 2300 exhibitors
- Largest Pack Expo Las Vegas in the show's history

- **Reusable Packaging Pavilion**

- 42 exhibitors



- **Reusable Packaging Learning Center**

- 11 RPA member company sessions
- 5 RPA Panel Discussions
- 228 unique badge scans
- Videos from sessions available late October.



- First proofs sent to RPA Member Companies which participated.
- Promoted through RPA Social Media Posts via LinkedIn – 4Q+



RPA Collaboration Tool

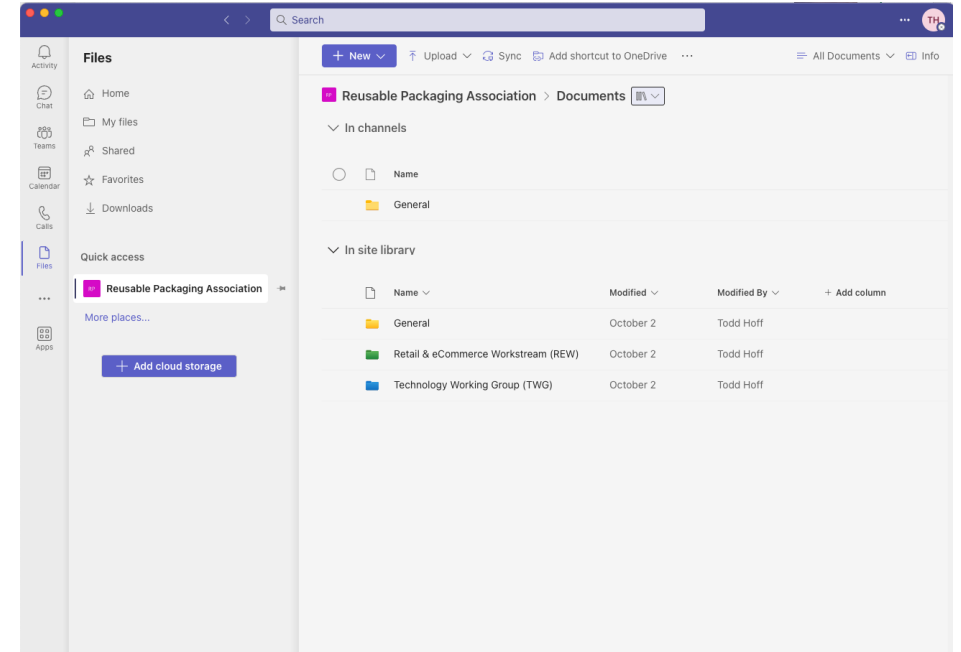


- **Microsoft Teams**

- Selected based upon member feedback
 - File sharing
 - File collaboration
 - RPA Member Site content management
- Activated in October 2023

- **RPA Working Groups / Workstreams**
TWG, Retail & Ecommerce

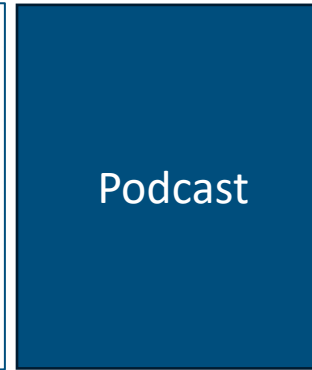
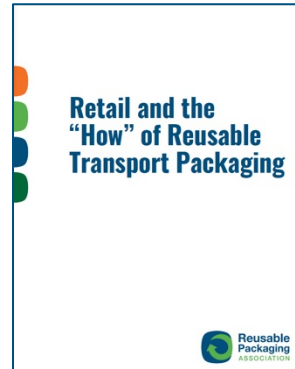
- Transitioned monthly meetings to MS TEAMS
- Configuring private channels for file sharing of **industry reports**. (4Q 2023)



Project: Retail Whitepaper

Engagement (Last 14 days)

- Whitepaper
 - 97 Views by 40 users
 - 24 downloads
- **NEXT:** Podcast
 - R&E member volunteer w/RPA
- **NEXT:** Industry Panel (Pack Expo) session
 - Uploaded to RPA YouTube (late October)
 - Promotion through RPA LinkedIn channel



Updates

- Minor whitepaper updates incorporated
- Download latest version from [Reusables.org](https://reusables.org)
 - Provide any additional edits to thoff@reusables.org

Project: USDA Foreign Agricultural Services Grant

Overview

- IFPA-UF-RPA Application Filed May 19, 2023
 - ❑ Anticipated Funding Selection Date End of October
 - ❑ Anticipated Award Date End of December
- Meeting EU Packaging Requirements for a Circular Economy
- Evaluation of Reusable Transport Packaging Performance, Logistics, Costs, and Environmental and Social Impacts.
- Three TBD Key Agricultural Specialty Crops in U.S. Exports
- Project Aims:
 1. Identify potential bottlenecks and inefficiencies in the reverse supply chain of reusable packaging
 2. Assess the economic viability and carbon footprint reverse supply chain models for reusable packaging alternatives.
 3. Define the bidirectional impact relationship between labor and reusable packaging
 4. Develop and test a decision-support tool for enabling US exporters to identify appropriate packaging and the associated logistics (forward and reverse)
 5. Disseminate the findings and recommendations of this study to relevant stakeholders



Industry Trends

- **Industry Trends / News - All**
 - Circular & Recycling Learnings from PackExpo
 - Regulatory Trends
- Other Industry Trends



Pipeline: R&E Projects

Example: How do we engage with Retailers & CPG industry wide issues?

- What should RPA R&E workstream focus on that addresses & engages with the retail supply chain?
- What industry challenges do you have today with reusable adoption levels?

Example: Engagement with the Technology Working Group?

- Technology-enabled reusable packaging adoption challenge(s) within Retail supply chains?

Pipeline: R&E Projects

Example: Reuse Calculator / Simple Decision Tree web-based tool?

- Build simple web-based tool / page for what makes a good reusable application?
- Build outline of retail Whitepaper,
“5.3 What makes an excellent reusable application?”