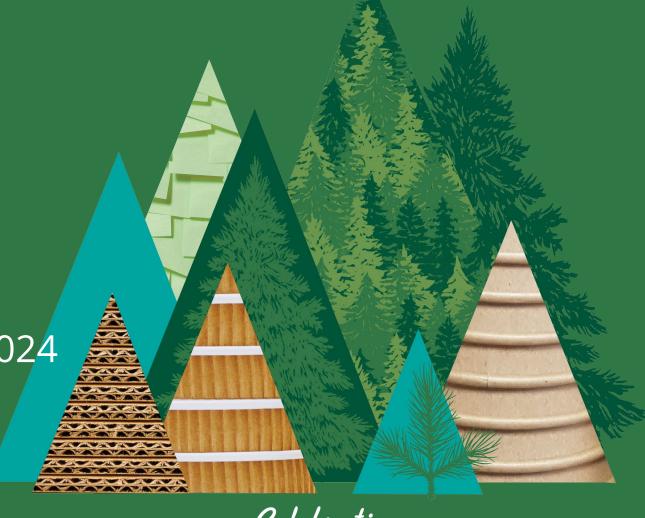


Recycling Content Gets Results

FPI Fall Conference: October 25, 2024

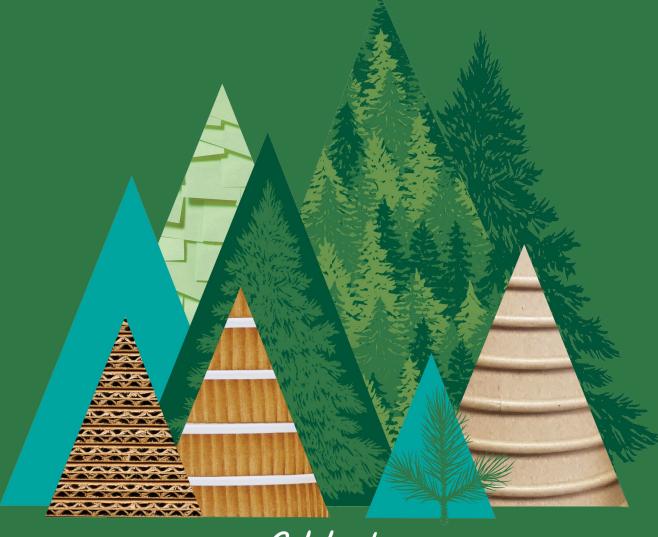
Patti Boerger, Executive Director



Celebrating
10 YEARS
of Paper, Packaging and Progress



Who is the Paper and Packaging Board?



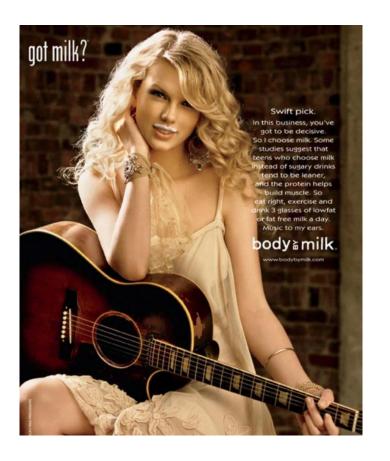
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Iconic Industry-Funded Campaigns



WHAT IS A CHECKOFF PROGRAM?

Approved, funded and operated by commodity producers and industries, a checkoff program allows these producers and industries to pool resources for advertising campaigns, market research, new product development and consumer education.







About the Paper and Packaging Board



The only national consumer marketing campaign



Celebrating 10 years: Started in 2014 by paper and paper-based packaging manufacturers



U.S. manufacturers and importers of paper products fund the board's efforts



Average Annual Budget



Campaign communicates

industry's environmental stewardship story, wellestablished recycling practices and product innovation

Targeting 75% of U.S. population ages 18-49

Products P+PB Represents





Creating A Sustainable Movement



papertarian papar terean

A papertarian is someone who lives a paper-based lifestyle. From choosing paper products to practicing proper recycling, papertarians understand the positive impact that small, everyday choices have on our forests and the environment.



Integrated Papertarian Campaign Reaches Consumers and Customers





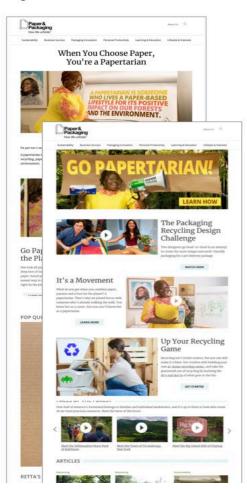




Editorial Power Engine: HowLifeUnfolds.com



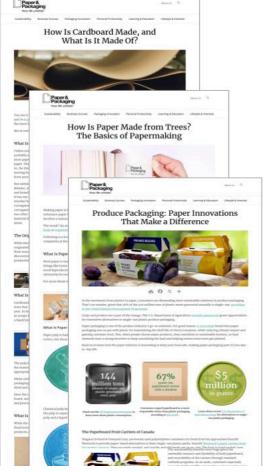
Papertarian



Sustainable Forestry



Innovation



Recycling





Recycling



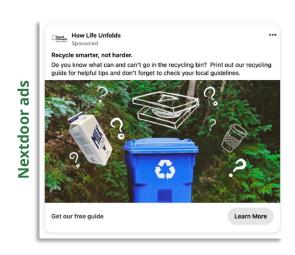
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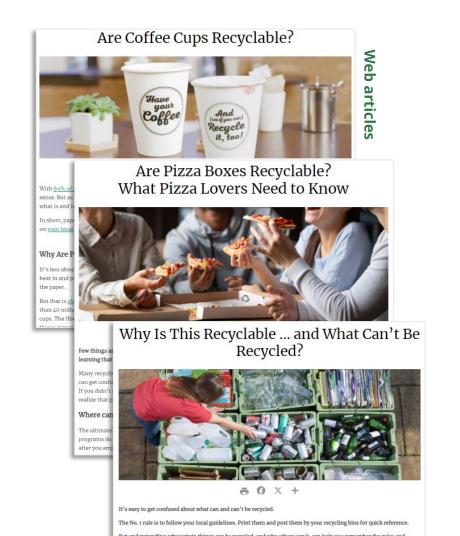
Answering Consumers Recycling Questions





Online videos







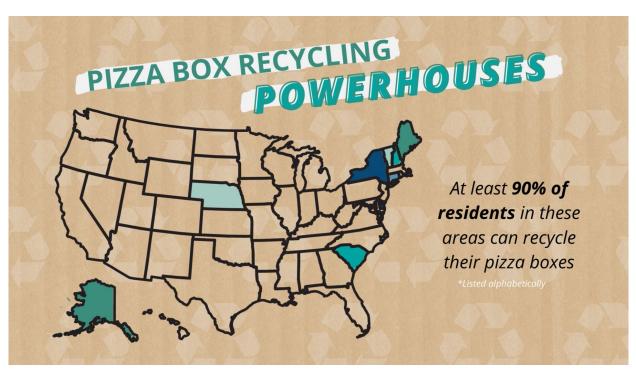
Test. Learn. Revise Message.





Response:

- Consumers did not accept this message based on instilled beliefs that food contamination meant non-recyclable
- They were not seeing pizza box acceptance in their specific area



Evolution:

- Highlighted specific locations that accept pizza boxes for recycling based on study results (awareness)
- Adjusted copy to include:
 - Pizza boxes are made to be recycled
 - Check your local guidelines first
 - Ask your local recycling facility to accept pizza boxes

Super Bowl: News Media Ate It Up







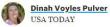








Pizza conundrum: Recycle the box or trash it? Here's the answer.



Published 4:32 p.m. ET Feb. 10, 2023 | Updated 11:52 a.m. ET Feb. 14, 2023

G 💆 🖼 🖈



Recycle-bot using artificial intelligence may make sorting your garbage less of a hassle $\,$

Commonwealth Scientific and Industrial Research Organisation says their prototype "smart bin" can even recognize different types of plastics. Scott L. Hall, USA TODAY

Sure good-natured rivalries play out among friends during Sunday night's Super Bowl, but the more contentious debates may arise after the game — when it's time



Are Coffee Cups Next for Increased Recycling?

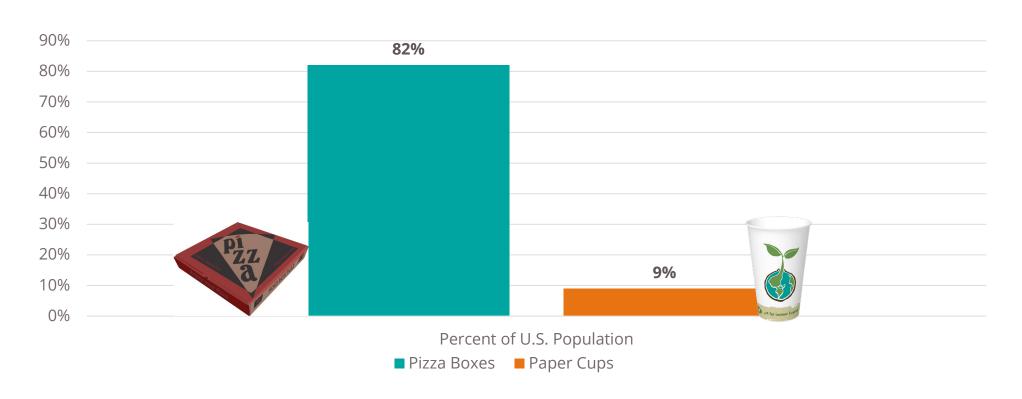


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The State of Paper Cup Recycling



2021: Percentage of Population with Access to Collection for these products



Source: AF&PA 2021 Recycling Access Study, measuring curbside and drop-off community recycling programs provided through municipal or county governments

More Brands Get on Board



McFlurry°

McFlurry°

Is the new cup recyclable?

Yes, the new double-wall paper cup can be recycled in selected locations. Visit the Paper Cup Alliance to learn more about industry efforts to expand paper cup recycling and local community cup recycling programs.





Tackling Coffee Cup Recycling



Are Coffee Cups Recyclable?



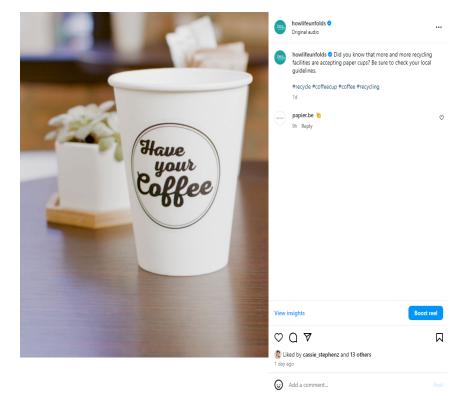
Why Are Coffee Cups Recyclable in Some Regions and Not Others?

It's less about the fact that it's a cup and more about what coffee cups are made of. To avoid absorbing water and losing their shape or falling apart, most paper cups are coated with a thin layer of polyethylene. Many recycling mills are not yet equipped to recycle paper that has been treated in this way.

That's changing. There are now more than 40 mills in North America that will accept paper cups. That's enough to tip the balance in favor of the planet: These 40 mills represent more than three-quarters of the nation's demand for recycling mixed paper, Recycling Today reports. That covers major municipalities such as Washington, D.C., New York, Denver, San Francisco and Seattle, among other areas.

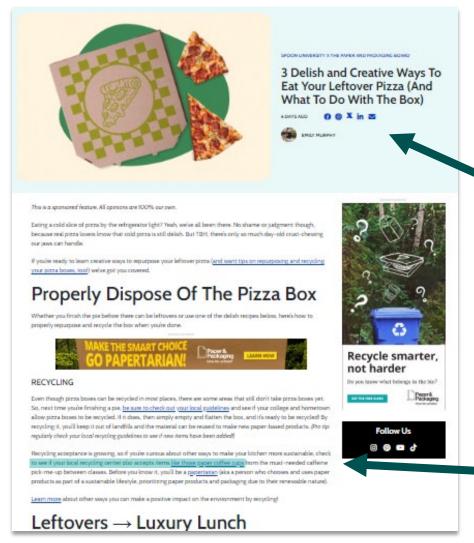
The reason these mills are updating their equipment to be able to process paper cups for recycling is that they're rooted in the paper and packaging industry—which is itself connected to the land. The more that paper products are recycled, the more sustainable they become. And the more integrated paper becomes in the circular







Gen Z Online and On Campus





SPOON UNIVERSITY X THE PAPER AND PACKAGING BOARD

3 Delish and Creative Ways To Eat Your Leftover Pizza (And What To Do With The Box)

...check to see if your local recycling center also accepts items like paper coffee cups ...



The Campaign Gets Results



How We Know the Campaign Works



- Annual consumer Attitudes and Usage tracking survey
- Ad testing with consumers
- Ad performance/Google Analytics/SEO
- Share details with members in our publications, reports, blogs and webinars

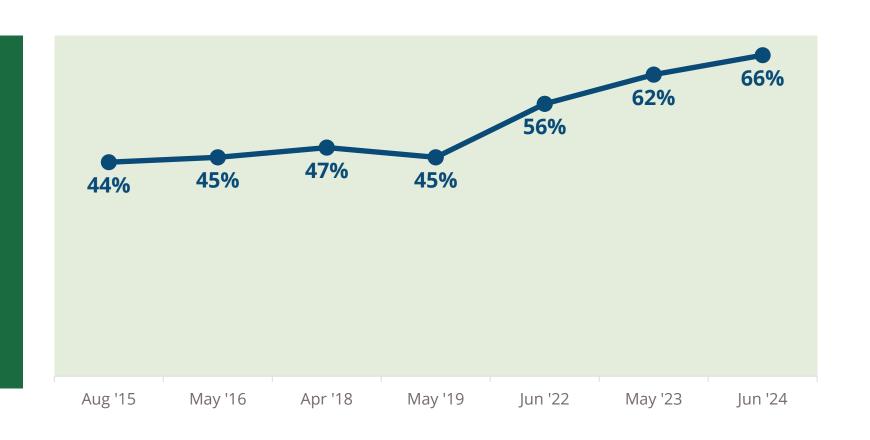






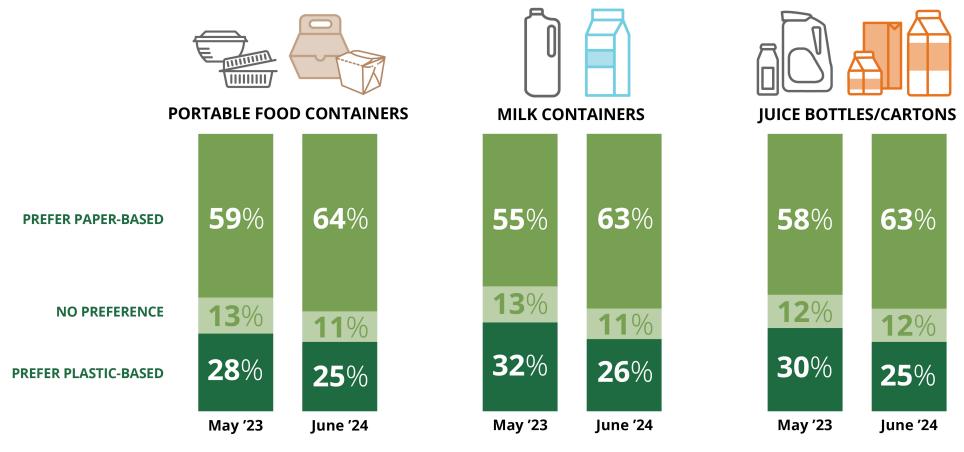


of consumer target audience who've seen the campaign are increasingly aware of paper's renewability.



Consumers' Preference for Paper Increases





Source: Brookmark Research, P+PB A&U Tracking Survey (May '23 – Jun '24 waves). Consumers (18-49) Aware of the Campaign. ©2024 & ® Paper and Packaging Board.

Question: Please take a moment to consider the various products and their packaging listed below. Then, please indicate your level of packaging preference when given a choice while shopping.

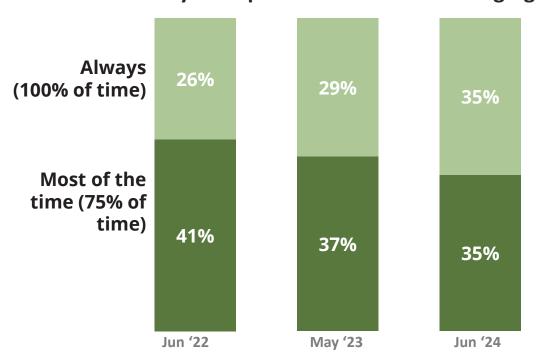
Recycling - Packaging



The reported rate of recycling paper-based product packaging remains high, with 7 in 10 consumers saying they do it all or most of the time.

Adults 18+

% Recycle Paper-Based Product Packaging











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