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P+PB's national sustainability-focused marketing campaign highlights how paper and packaging's sustainable nature, the industry's environmental practices and investment in recycling contributes to a healthier planet.

#### **CAMPAIGN HIGHLIGHTS**

# Popular Personalities Promote Paper and Packaging in the Digital Space

In today's media landscape, social media influencers are a powerful tool for engaging consumers. Through authentic content creation, influencers foster a sense of connection with their followers and build trust and credibility along the way. That's why we have partnered with several to promote the papertarian lifestyle and our *Pack It! The Packaging Recycling Design Challenge* competition series.

#### **SEE WHERE TO FIND THEM** on **Instagram** below:

**Kathryn Kellogg** (@going.zero.waste) shows us how she packages a gift using only recyclable, renewable materials – similar to what the Pack It! contestants do during their challenges.

**Listen to** *Pack It!* **host Cassie Stephens** (@cassie\_stephenz) talk about why she is a papertarian as she promotes the new episodes.

Wyatt Eiden (@wyatteiden) hits the streets to give a pop quiz on recycling knowledge and encourages people to Go Papertarian.

**Burton Buffaloe** (@bbbuffaloe) challenges his family to a papertarian "diet" – creating a meal using only ingredients packaged in paper!



### Consumers Continue to Engage in Paper Content At High Levels

Paper is a core part of our sustainability and benefits story that continues to resonate with consumers, especially around its unique values when it comes to learning and productivity. Our high volume of website traffic often comes from consumers searching for writing prompts and recycling lists. We answer those top queries and more with engaging editorial content like "how to write a thank-you note," printables like a recycling checklist, and engaging social content like our handwriting personality video and our journaling tips. All of which is supported with our sustainability messaging around paper's responsible sourcing practices and recyclability.



We have plenty of additional resources industry members can use to promote the sustainable benefits of paper!

**CHECK THEM OUT** at paperandpackaging.org/industry-resources

### Sustainable Thoughts From P+PB's President, Mary Anne Hansan



## The Environment is a Hot Topic. Together, We Are Part of the Solution.

During our first referendum in October 2020, I shared the P+PB Board of Director's promise to evolve the focus of our consumer campaign to talk about paper and packaging's unmatched environmental story. By the summer of 2021, we were rolling out new messaging focused 100% on recycling, innovation and plastic substitution and the replenishment of forests that make our renewability story so compelling. Two years in, the results are impressive. The vision that drives our work and passion for this industry remains intact and is just as relevant and attainable as we thought in 2020. In a nutshell, our campaign is meeting the moment in a world more focused than ever on the long term health and viability of the planet.

READ MORE on my blog at paperandpackaging.org/blog

Together, we make Paper, Packaging and Progress.

VISION 2023 AND BEYOND

## Fibre Box Association Encourages Implementation of Box to Nature

The Fibre Box Association's Board of Directors recently approved partnering with P+PB to actively encourage adoption of the Box to Nature initiative to help recapture consumers e-commerce shipping boxes.

The motion stated: "FBA endorses the Box to Nature program as a catalyst to achieving FBA's strategic initiatives, to be the voice to customers and to advance residential recycling. FBA commits resources to successfully implement the program across the corrugated industry." We look forward to working with FBA to develop new strategies for implementation and customer outreach.



#### INNOVATION

### Innovative Beverage Packaging: Paper's Place

While paper isn't a new player in the beverage market—think bag-in-box constructions, paper straws and the classic six-pack carrier—its share is expanding because of consumers' growing preferences for sustainability, personalization and e-commerce. According to the Hartman Group, consumers feel strongly that companies should help the environment. Those results are manifested visibly in paper packaging, whether it's a product in hand like Boxed Water or boxed wine or paper bottle prototypes from leading beverage businesses like The Coca-Cola Co.



**READ MORE** at howlifeunfolds.com/packaging-innovation

### **DATA TRENDS THAT MATTER**



When a packaging company decides to package their products in paper-based packaging, I think more highly of that company

**52**% AGREE

AGREE

2015

2023

SOURCE: Isobar/Brookmark A&U Tracking Survey, Aug '15- May '23 Waves. Audience: Total Expressives.

### SOCIAL SPOTLIGHT AND SHARING











