



Reflection and Lessons Learned from Implementing a Portfolio-Wide Packaging Transition

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Quick History Snapshot

December 2020

January 2021

Boston Globe reports that citizen science tested and **detected PFAS** in samples of Anvil 10+10

EPA and independent labs confirm there is **no PFAS** in Anvil 10+10 formulation

Additional EPA testing identifies the product's **fluorinated packaging** as the source of PFAS in Anvil 10+10



Immediate & Voluntary Actions

1. **Removed all Anvil 10+10** in a *fluorinated container* from operational use
2. **Stopped distributing** any Clarke liquid product in a *fluorinated container*
3. Implemented a voluntary **product exchange program**
4. Decided to **transition to new packaging** for all of our liquid mosquito control products



What Did We Need to Accomplish?

Packaging Transition Objectives

1. **One plastic container** solution for commercializing all Clarke products
2. A **non-fluorinated barrier technology**
3. Meet all **stability, durability** and **transit/shipping** requirements
4. **Recyclable**



Broad internal impact across all work groups

PRODUCT DEVELOPMENT

Marketing

Customer Care

Sales

SUPPLY CHAIN

Product Management

Finance

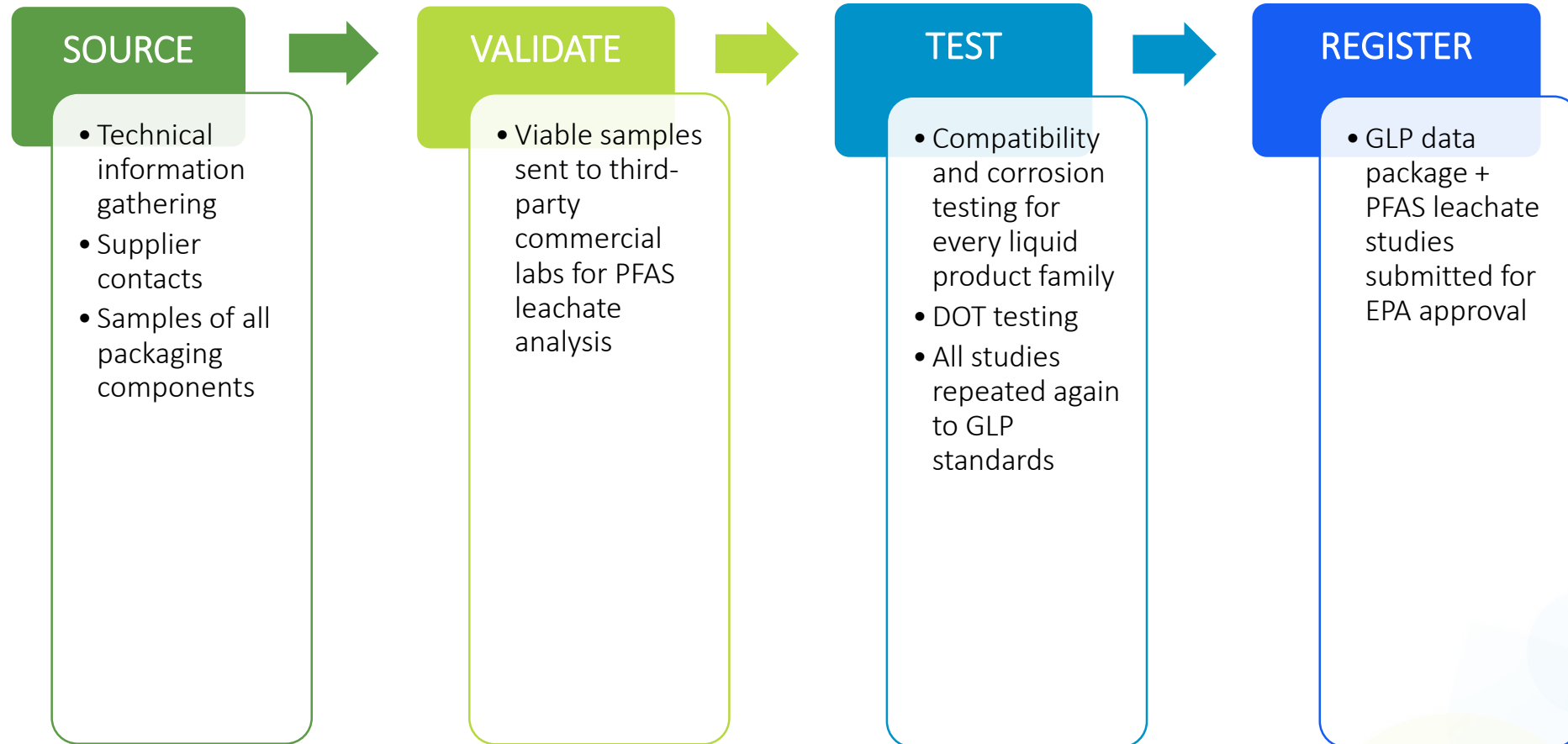
REGULATORY

IT

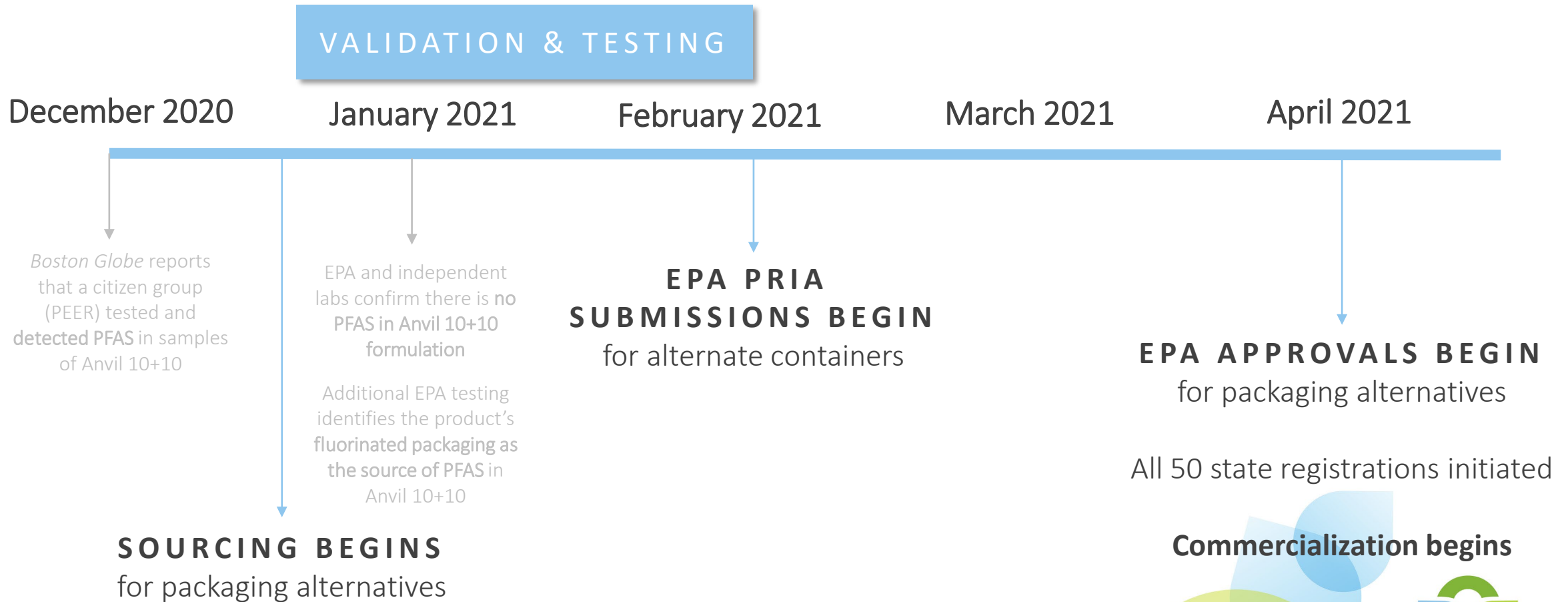
Manufacturing

Operations

New Packaging Selection in a Nutshell



Transition Timeline



Lessons Learned



Lessons Learned

1. The importance of having **clear goals** for your packaging cannot be understated.
2. Be prepared for **roadblocks** along the way.
3. It pays to **parallel path** multiple container options and multiple suppliers.
4. Confirm your **testing strategy** and **regulatory approach** with the EPA prior to beginning all the work.
5. Prioritize responsible **stewardship and customer confidence** throughout this entire process.



Questions and Thank You!



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