



Building Relationships Back
in the District

Ryan Modlin, February 2016



LEADING FOOD & BEVERAGE CUSTOMERS

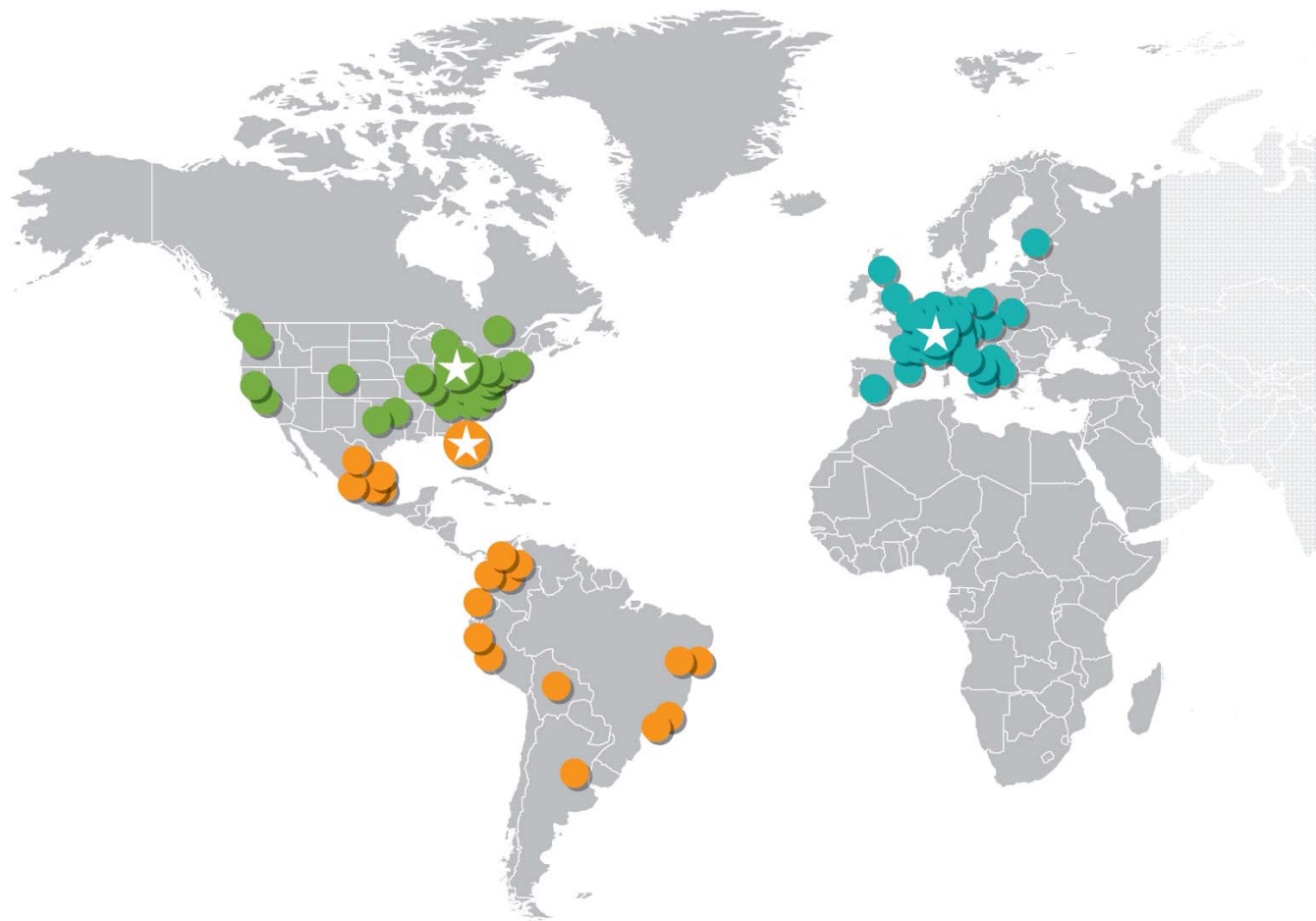


CONTRACT MANUFACTURERS, RETAILERS & DISTRIBUTORS



At O-I, the way we engage with our customers sets us apart.

We are developing new capabilities, leveraging our strengths across the enterprise, and improving our core business in partnership with our customers.



27,000 EMPLOYEES

13 official languages

80 PLANTS IN
23 COUNTRIES

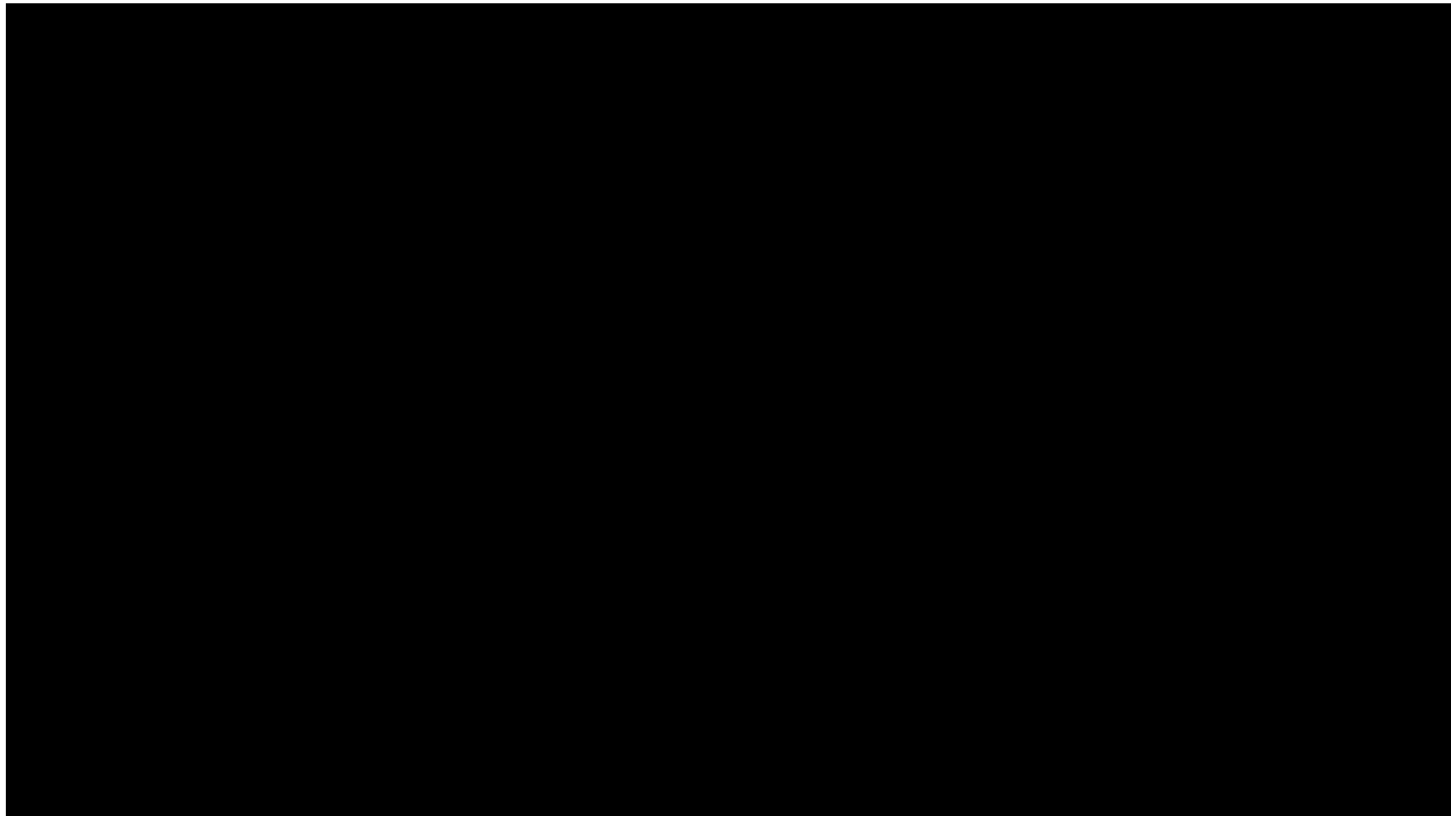
+ joint ventures in additional
countries. **World HQ:**
Perrysburg, Ohio, U.S.

\$6.2 billion

in net sales 2015
2,100+ worldwide patents



Glass Video





Tell Your Story



What Issues Matter to O-I?

Health Care & Pensions
“Cadillac Tax”

Labor Relations

Customer Engagement

Corporate Tax Reform

Energy Policy

Water Usage/WOTUS

Federal & State Budgets

Emissions Regulations

Recycling Policy

Transportation and Truck Weights

Trade Policy

Raw Materials

Community Engagement

Soda Ash Royalties

Natural Gas & Electricity Supply

Climate Change

Silica Sand Rule

Energy Efficiency



Leadership Matters

CEO Leadership



DC Visits



Customer Support



Local Engagement Works - Tours



Political Support & Engagement



January 2017

impact

Historic Election Results Impact O-I

November's historic election results will have far reaching impact, extending to a number of policies concerning O-I. President-Elect Donald Trump's surprise win is expected to lead to profound changes in tax, trade and regulatory policy.

A number of Senate races were of keen interest to O-I. In all, nine of the ten O-I EGCF supported Senate candidates won their races. In Indiana, Congressman **Todd Young** won the open Senate seat by a wide margin and will come to Washington as part of a 52-48 Republican majority. Newly-elected Senators include California Attorney General **Kamala Harris** (D-CA) and Congresswoman **Tammy Duckworth** (D-IL). In other O-I states, Senators **Rob Portman** (R-OH), **Richard Burr** (R-NC), **James Lankford** (R-OK), **Pat Toomey** (R-PA), **Johnny Isakson** (R-GA), **Michael Bennet** (D-CO), **Ron Wyden** (D-OR) and **Charles Schumer** (D-NY) were among the re-election winners.

The O-I EGCF maximized resources on behalf of Senator Portman, who is an important member of the Senate Finance Committee, which will take up trade and tax issues in the new Congress. Senators Isakson, Schumer, Wyden, and **Roy Blunt** (R-MO), are also important on these issues and received significant support from the O-I EGCF.



Elements to a Successful Message

The O-I Elevator Pitch:

As we all know, what goes on in Washington has the potential to profoundly affect all of our locations in North America, and ultimately the entire enterprise. This is never more true than on issues such as international trade, taxes, energy policy, and regulations, among others.

Manufacturers, like O-I, are an important part of the American economy and meetings with our elected officials are critical to them understanding our issues in order to represent us effectively in Washington, D.C.



Leadership Support: Engage leaders in conversations and why legislative and regulatory engagement is important to your business

Connect Policies with the Business: Merge business strategies and legislative priorities - be mindful of how policies affect your business

Simple and Impactful Message: Have a company story and use it in meetings and during visit

Thank You

