

# Sustainability “Values that move us”

GC3 Meeting  
Broomfield, CO  
May 4, 2009





- \$27 Billion reseller of office products/supplies/services
- Created office superstore concept in 1986 Brighton, MA
- Approximately 94,000 associates worldwide
- 2,000 stores+ worldwide
- North American Retail
- North American Delivery
- Operations 27 countries



# Formalized Sustainability Commitment

- Forest Ethics/ Dogwood Alliance Campaign
- Industry-first Environmental Paper Procurement Policy 2002
- Develop Staples “point of view” on broader global issues and our position





# Sustainable Business

- Triple Bottom Line...Global Supply Chains..... Global Impacts
- Economic
- Social
- Environmental



# Staples Environmental Focus

- Development of environmentally preferable products
- Waste reduction and recycling
- Energy and climate
- Environmental education and benchmarking



# Easy....to make a difference

- Office Products that make a positive difference in the environment
- Services that make it easy to do the right thing
- Doing business with a company that shares your commitment to the environment



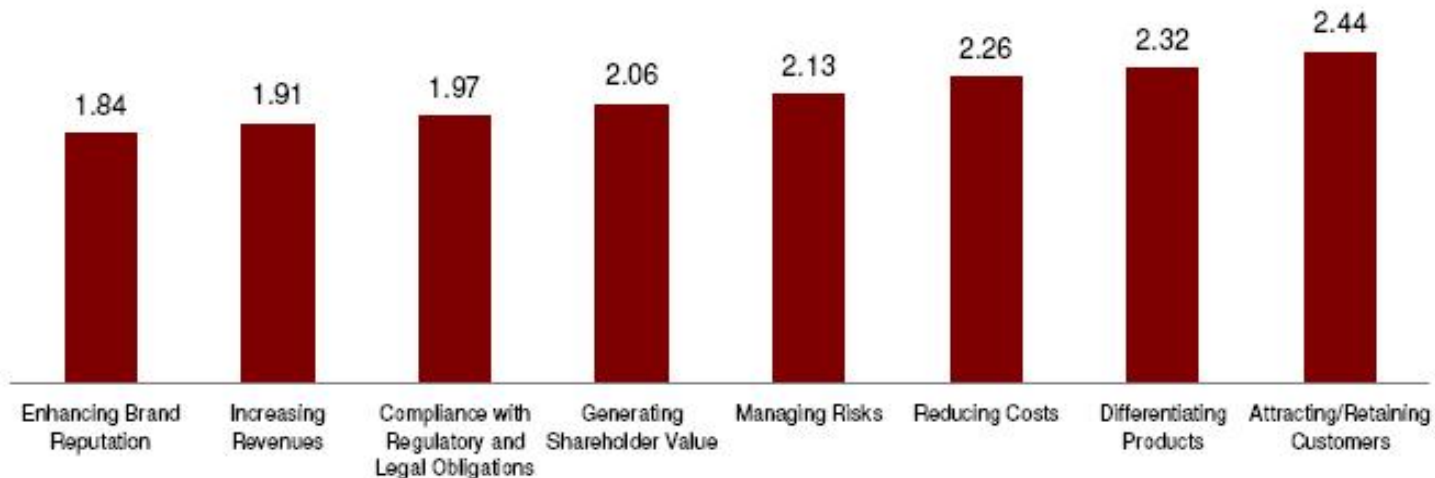




## For those engaged in a sustainability strategy, the reasons are very strategic, very critical to the business

### Objectives of a Corporate Sustainability Strategy

(Total = 954; Scale 1 = Critically Important, 3 = Moderately Important, 5 = Not Important)



Notes : 1

Source : Survey Results from "The Economist" – Question 1a: If you have or are developing a strategy for corporate sustainability, how important is it to your company that this strategy meets the following objectives? Rate from 1-5, where 1= Critically important and 5=Not important.; A.T. Kearney Analysis

A.T. Kearney X/mm/yyyy/00000

7

















# How do these global trends impact our business?

- Resource depletion raw materials, energy resources
- Regulation REACH, RoHS, carbon tax, cap and trade etc.
- Supply chain risks...climate, social/ civil conflict
- Increased transparency in reporting and corporate governance
- Non traditional customers and suppliers



# Environmentally Preferable Products... Beyond Recycled

- Environmentally preferable means more than just recycled content:
  - Sustainably managed raw materials for products and packaging
  - Clean production/Restriction of Hazardous Substances (RoHS)
  - REACH
  - Energy/Carbon intensity
  - Logistics
  - Recovery/Waste Electrical and Electronics Equipment (WEEE)
  - End of life solutions

## Staples Brand Products

- Our environmental commitment builds brand equity.
  - Recycled content
  - Alternative materials: agricultural waste, PLA, post industrial waste, biocomposites, low VOCs
  - Source reduction – lighter basis weight materials

**Quality  
Price  
Sustainable  
Attributes** =





# Waste Reduction and Recycling

- Internal operations, stores, DCs, electronic versus paper based processes, virtual catalogs, redesign packaging
- Responsible recycling of cell phones, PDAs, digital cameras, chargers, rechargeable batteries since 2003
- Industry first electronics recycling program
- Ink and toner



# How can we operate in a Carbon Constrained World?

- Set targets and goals
- Identify and quantify energy/carbon intensive processes
- Reduce consumption
- Challenge the current operations model
- Effectively communicate to stakeholders
- Invest in new technologies and finance models
- Identify supply chain as well as operational impacts





# Green Building Design

## LEED Gold





# Green Building Design



- Conveyor controls
- Daylight harvesting
- Off peak battery charging
- Reflective roofs
- Recycled materials
- Low VOC paints and finishes



# Renewable Energy Purchases



- 130 million kWh from green-e certified sources  
wind, solar, landfill gas and biomass





# Onsite Renewable Energy Solar



## SunEdison Solar Program

- 25 projects completed to date
- 4.5 MW
- 150+ projects under consideration





# Onsite Renewable Energy

## Wind



600 KW

- Gresham, OR







Reprogram delivery fleet to 60 mph Max  
540,000 gallons diesel saved 2007



# New Technologies



- Bloom Energy Fuel Cell
- Isuzu Diesel/Electric Hybrid Trucks





# XYZ Corporation

## Environmental Report - January-December 2008

Total Paper Purchases	102,123 lbs.
Total Post Consumer Recycled Content	31,254 lbs.
Average Post Consumer Recycled Content	30.6 %
Green house gas emission reduced (CO2)	32,941 lbs.
— Equivalent number of average US cars not driven per year	2.99
Water saved	136,735 gals.
Trees saved	375 trees
Wood resources saved	93,761 lbs.
Total energy (BTUs) saved	2,660,000,000 BTUs
Energy equivalent to oil saved	1,898 gals.
— Equivalent number of average US homes heated per year	6.83
Energy equivalent to electricity saved	75,642 kWh
— Equivalent number of average US homes powered per year	6.67

Environmental impact estimates were made using the Environmental Defense Paper Calculator and publicly available US. DOE data. For more information visit: [www.papercalculator.org](http://www.papercalculator.org)

# Sugar Cane Paper



# The importance of Green Chemistry

- All “Sustainability” starts at the molecular level
- Sustainable product design
- Life Cycle Accounting
- Green Chemistry will produce processes and solutions to solve some of our most pressing global problems
- Lead the way for a “restorative” versus sustainable model





# Transformational sustainable business behaviors

- Business opportunity versus risk mitigation
- Resource management versus waste management
- Lifecycle Accounting (LCA) versus Return on Investment (ROI) ...total cost of ownership
- Quality versus compliance
- Supply chain impacts versus operational impacts
- Link environmental, social and business benefits and performance within core business strategies.
- SUSTAINABLE BUSINESS IS GOOD, SMART BUSINESS...  
FOR THE WAY BUSINESSES DO BUSINESS IN THE 21<sup>st</sup>  
CENTURY!!!



# Questions??

