

**STAPLES**

**Advantage**

# **“Design it Green & Take it Back” A Supply Chain Partner’s Perspective**

that was easy:

# Staples – The Worlds Largest Office Supply Company

- Founded 1985
- 57,000 Employees
- \$27 Billion in Sales
- Operates in 27 Countries
  - 2200 Retail Stores
  - 135 NAD Distribution Centers
  - 2<sup>nd</sup> Busiest Web Site
- 3 Business Divisions
  - Delivery 50%
  - Retail 40%
  - International 10%



that was easy.<sup>sm</sup>

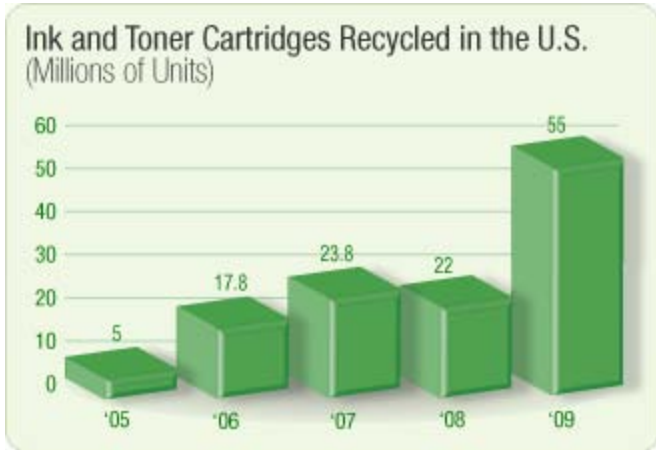


# “Design it green”



that was easy:

# “Take it Back”

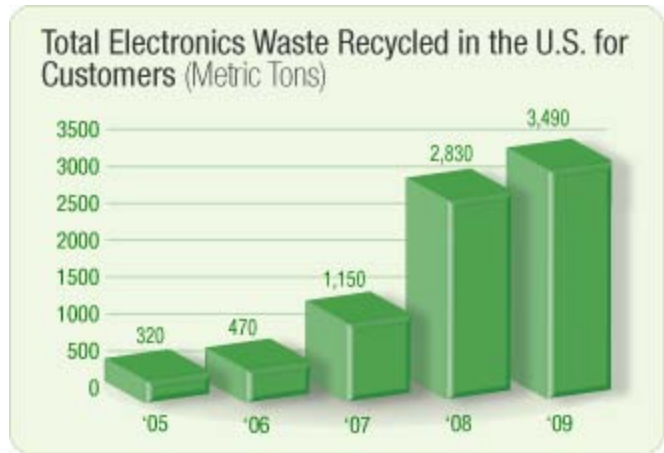


**\$50**  
 rebate when you  
 recycle any printer  
 and buy a new one.  
 Printer must be \$179 or more,  
 reg. price. Valid through 5/2/09

**Two Million Cartridge Challenge**

Help us collect **2,000,000** empty ink & toner cartridges by Earth Day, 2010.

**DROP OFF**  
 your empty ink & toner cartridges at any STAPLES location near you!



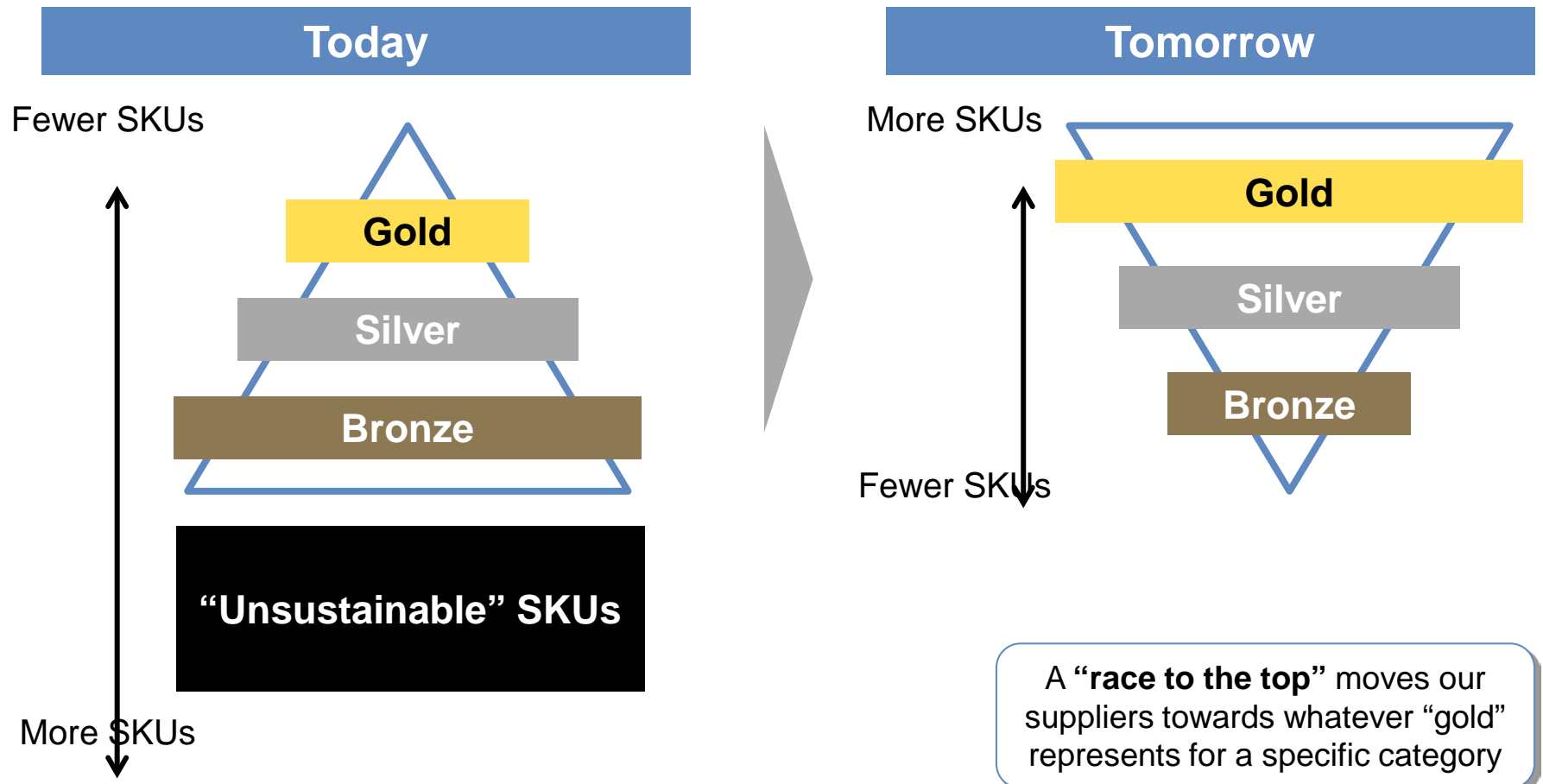
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# The Supply Chain Challenge

SKU-level questions:	Desired Answer
NICU Product?	
PICU Product?	
Latex-free?	Yes
Lead, Mercury, Hexavalent chromium, Polybrominated biphenyls, Polybrominated diphenyl ether, <1,000ppm or Cadmium <100ppm	Yes
Polyvinyl Chloride (PVC)-free?	Yes
Diethylhexyl phthalate (DEHP) - free?	Yes
California Prop 65 Chemical <threshold or warning level	Yes
If yes to (A), List Chemical Abstracts Service (CAS) #'s (separated by ",")	(fewest listed)
<b><i>Product</i></b> - Contain more than 10% post-consumer recycled content?	Yes
<b><i>Primary Packaging</i></b> - Contain more than 5% post-consumer recycled content?	Yes
<b><i>Secondary Packaging</i></b> - Contain more than 30% post-consumer recycled content?	Yes
<b><i>Product</i></b> - Designed for multi-use (i.e. not a single-use device) ?	Yes
Manufacturer's product code for environmentally preferable alt.	

# Race to the Top

The “race to the top” aims at profitably pushing our offering into the “gold” tier of sustainability



A “race to the top” moves our suppliers towards whatever “gold” represents for a specific category

that was easy:

# Waste Reduction Initiatives

- “Race to the Top” Repackaging Initiative: Launched in conjunction with suppliers to redesign product packaging and reduce waste by 20%.
  - Single North American Packaging to include French & English Language
  - Establish separate packaging for Contract and Retail
  - Establish Post Consumer Waste Minimum Standards
  - Optimize Inner & Master Carton Configurations
  - Reduce ‘Dead Space’ thru Tops Pro Software
  - Eliminate PVC



1 SKU Materials & Freight savings = \$106k Annual



# Chemicals of Concern

## HO-3 Preliminary list of “bad actor” chemicals

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- Aniline
- Benzidine Dyes
- Bis (2-ethylhexyl)phthalate (DEHP)
- Bisphenol A
- Cadmium
- Dibutyl phthalate
- Diethyl phthalate
- Ethylene glycol monobutyl ether; 2-butoxyethanol
- Ethylene glycol monoethyl ether
- Ethylene glycol monomethyl ether
- Formaldehyde
- Heptane
- Hexane
- Hexavalent chromium
- Lead
- Mercury
- Nonylphenol ethoxylates
- Paradichlorobenzene
- Perfluorooctanoic acid (PFOA)
- Permethrin
- Polyvinyl Chloride
- Propoxur
- Safrole
- Trichloroethylene
- Triclosan
- Trisodium Nitrotriacetate