



at SCA Tissue **green**
is more than just a color



it's the **cornerstone** of everything we do



- Our solutions focus on sustainability – a healthy planet, and a healthy you
- We are committed to providing products that improve your health and reduce your impact on the environment
- Sustainability is a balance of personal and environmental health and wellness



a proven history



- We have a long history of commitment to the environment, long before it was a mainstream trend
- Proof of our environmental efforts is evident, not only in our third-party certification but also in our accomplishments



proving it globally



- Ranked the **2nd Greenest Company** in the World by EIRIS and *The Independent*
- The **highest rated paper company** by the World Wildlife Fund for the past 3 years
- Recognized as one of the **100 Most Sustainable Corporations** in the world by Corporate Knight Inc. & Innovest for the past 5 years
- Our Cira Centre Headquarters in Philadelphia, PA is certified **LEED-CI Gold**
- Ranked one of the world's **most ethical companies** by Ethisphere Institute in 2008 and 2009

proving it locally



- Manufacture 100% recycled, third-party certified products
- Earned Energy Efficiency Award from the US Department of Energy for Menasha, WI facility
- Nearly 100% of waste from de-inking in Menasha is converted into fiberclay for concrete paving
- Won Water Reuse Award in Flagstaff, AZ for using reclaimed water
- Won Pollution Prevention Achievement Award for the Barton, AL facility
- Added hybrid and fuel efficient options for sales fleet

a proven history



- The global commitment is part of the Tork Brand
- Global culture reinforces our local action
- It's the cornerstone of everything we do
- We are looking ahead to continually find innovative ways to lighten our footprint



you need to understand recycled



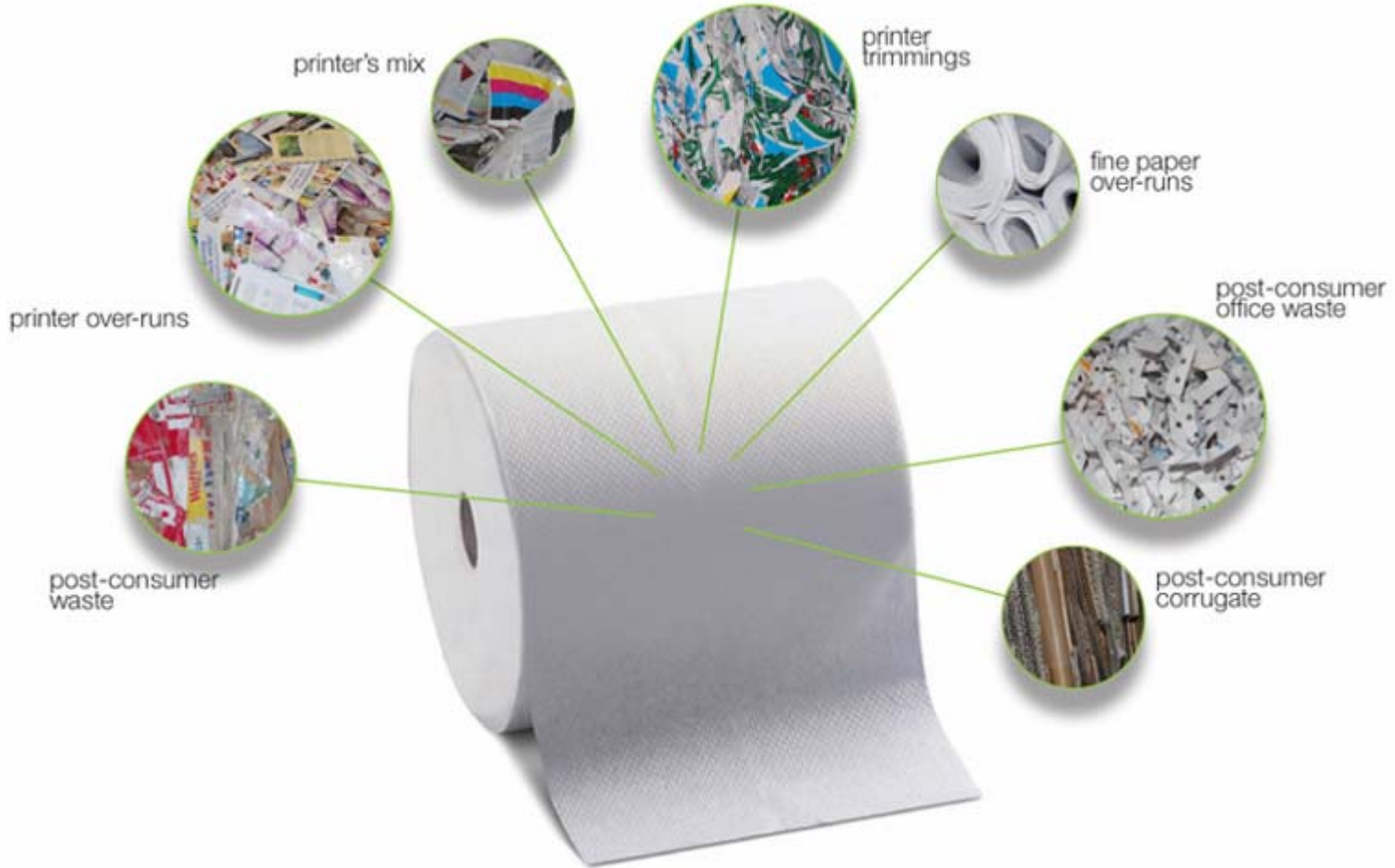
What does it mean if it's not 100% recycled?

Some companies focus solely on post-consumer fiber. Be sure to ask what makes up the balance.



EPA standards were drafted in the 1970s and specify bath tissue contains 20% post consumer waste and at least 20% total recycled content when the national recycling rate was nearly non-existent.

we make 100% recycled paper



the same destination



- Do you know what happens to post-consumer waste and pre-consumer or post-industrial waste that isn't recycled?



our annual recycling savings



750,000 tons of recycled paper = 750,000 bales of wastepaper, which can cover 234 football fields three feet high, including end zones.



12.75 million trees = filtering 612 million pounds of CO² and releasing enough O² into the air for 25.2 million people each year.



285 million gallons of oil = saving 129 million gallons of gas; 59 million gallons of diesel and home heating oil; 26 million gallons of jet fuel; 73 million gallons of other products such as kerosene and lubricants.



2.25 million cubic yards of landfill space = the same volume of concrete that would build 31 Sears Towers.



3.0 billion kilowatts = the amount of energy it takes to power 300,000 homes in California.



5.25 billion gallons of water = the amount of water in 52,500 Olympic size swimming pools.

Sources: www.sandlego zoo.com / www.coloradotrees.org / www.bxoga.org / www.ela.doe.gov / www.skyscraperpage.com / www.wildpedia.org / www.consumerenergycenter.org

for those who need proof



- You may not trust the seller or a non-certified person to inspect your home or car before you buy it – why would purchasing paper products be different?
- Third-party certification provides objective assurance that our processes and facilities meet or exceed criteria for environmental standards
- Independent groups that physically visit and audit our facilities, policies, and procedures

what does it certify?



- Scientific, transparent standards that address holistic manufacturing processes
- It certifies products are made with a holistic approach and all steps of the life-cycle are included in the making of a “green” product
- It addresses recycled content and chlorine-free bleaching processes
- It includes “downstream” effects as well, including effluent content, air emissions, solid waste reduction, and energy consumption

what does it certify?



- 100% recycled and contain post-consumer content that exceeds EPA Guidelines.
- Process-chlorine free.
- 100% recycled cores, and packaging and packaging inks are free from heavy metals and toxins.
- There are no added pigments, inks, dyes, or fragrances in products

certification comparisons



	US EPA'S CPG	Chlorine Free	Green Seal	EcoLogo	SCA Tissue
Resource Use					
Recycled Content Addressed	🌿	🌿	🌿	🌿	🌿
Minimum Post-Consumer Content	🌿	🌿	🌿		🌿*
Certified Sustainable Forestry		🌿		🌿	🌿
Non-Fibrous Resource Use				🌿	🌿
Water Quality					
Elemental Chlorine Free		🌿	🌿	🌿	🌿
Process Chlorine Free		🌿	🌿	🌿	🌿
Effluent Content Restrictions				🌿	🌿
Waste Reduction					
Solid Waste				🌿	🌿
Air Quality					
Energy Consumption				🌿	🌿
Air Emissions				🌿	🌿
Other Product Requirements					
Packaging Requirements		🌿	🌿		🌿*
Restrictions on Pigments, Dyes and Fragrances		🌿	🌿		🌿*

* Select products meet EPA Minimums by region

be green. save green.



- Solutions that not only demonstrate your commitment to the environment, but save money at the same time

	Competitor	SCA Tissue
Sleeves/Case	16	21
Towels/Case	2,400	2,268
Towels Used/Hand-dry	5	2
Hand-dries/Case	480	1,134
Hand-dries/Year	48,000	48,000
Case Price	\$ 23.00	\$ 35.00
Cost/Thousand Hand-dries	\$ 47.92	\$ 30.86
Cases/Year	100	42 (58% Less)
Paper Cost/Year	\$ 2,300	\$ 1,481 (36% Less)
Hourly Labor Rate	\$ 15.00	\$ 15.00
Loading Minutes/Case	16	21
Labor Cost	\$ 400	\$ 222 (44% Less)
Total Cost/Year	\$2,700	\$1,704 (37% Less)

**37% savings
with SCA
totals
\$996/yr**

Number of SCA Cases Purchased	42
Lbs. of Recycled Waste Paper Used	913
Gallons of Water Saved	2,459
Cubic Yards of Landfill Space Saved	1.05
Kilowatts of Energy Saved	1,405
Energy (000 BTU's) Saved	18,690
Gallons of Oil Saved	133.50
Pounds of Air Pollution Prevented	21.08
Number of Trees Saved	5.97

the NEW LEED-EB standard



- The new standard is now **LEED for Existing Buildings: Operations & Maintenance**
- The intention was to move the LEED-EB standard from a remodeling focus to the daily management and ongoing janitorial operations of buildings
- Easier to follow, earn points, and the standard includes recommendations
- Launched in January 2008, updated in 2009
- The update in 2009 was to standardize the credits across all the standards



LEED-EB: O&M



- EcoLogo and Green Seal are specified as one of the minimum requirements for paper and chemical products
- Tork products can contribute toward 8-11 points in the following sections:
 - Materials & Resources
 - Indoor Air Quality
 - Innovations in Operations
- Specific additional credits are available for topics that are regionally important
 - Tork can help contribute towards 8-11 points and up to 3 additional credits depending on your zip code
- Visit www.torkusa.com for more information on specific credits

a total focus on sustainability



what's important to you?



- I want to partner with a green company
- I need to meet a purchasing requirement for recycled paper products
- I want products that are third-party certified
- I want to be green and save green
- I need products that can contribute to earning LEED points

we have the answers



- As you've seen, the answer to all the questions is the same.

we can help!



SCA...your environmental
company of choice