

Implementing a Sustainable Environment in Your Company:

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A Business Case for Sustainability

1. Why are we doing this?
2. Where do we start?
3. What are the Program Components
4. How do we SCORE?

Why Should we Develop a Sustainability Program?

1. Ethical & Responsible Environmental Concerns?
2. Customer Required? (Walmart)
3. Good for Business?
4. Increased Sales Opportunities?

We Want our Business and our Industry to Remain Strong & Healthy!

Where Do We Begin with Sustainability?

1. A Sustainable Environment must have Senior Management Leadership
2. Management must develop A Mission and/or Policy
3. Create Environmental Sustainability Program & Sustainability Champion
4. Determine Personnel and Financial Sustainability Commitments
5. Define Sustainability Approach, Sustainability Goals, & Objectives

Key components of Sustainable Environment

1. Assess exactly where you are currently including Carbon Footprinting
2. Immediately begin applying Sustainability mindset to current projects – 7R's
3. Develop realistic timelines with completion dates
 - Projects must be quantifiable and measurable
4. Query vendors regarding their PS efforts, certifications, etc
5. Commit to foster business relationships with like minded vendors
6. Provide continued Sales training to create confidence in Sustainability discussions
7. Support Sales with Sustainability Customer Calls
8. Begin Customer consultant approach regarding Sustainability
9. Get involved in Sustainability networks
10. Attain certifications to support our commitment – SFI, ISO-14000

SCORING Sustainability

1. Get Started...every Step Helps
2. Continually Assess Your Progress Vs. Goals
3. Share Success Stories
4. Are Our Efforts Generating Returns To Us?
5. Are Our Efforts Generating Returns To Our Customers?
6. If Supplying Into Walmart How Have We Scored And Where Were We Weak?