

Profile of an Ideal Green Company

*Positioning your company
to respond to
emerging needs of government*

Information for Agencies

- *Sales data*
- *Tagging green products*
- *Honest green criteria*

Your Business Practices

- *Sustainability plan*
- *Greening supply chain*
- *Efficiency measures in place*
- *Fair labor and support of local economies*
- *Adherence to strictest level of standards*
- *Involved in forums that seek solutions*

Product Criteria

- *Packaging reduction*
- *Less plastic*
- *Design for the environment*

Waxie Sanitary Supply

Quick Facts

- 65 year old San Diego based distributor of cleaning supplies & related products.
- Operates directly in all states from Colorado west and indirectly throughout the US and many foreign countries.
- Over 800 employees in 16 distribution centers in the western US.

Waxie Going Green

The Why's

- Waxie recognized the trend toward sustainability and the necessity to provide green product solutions.
- We decided that third party standards for green products would become the minimum acceptable standard.

Waxie Going Green

The how

1. Green Mission Statement accepted by the board.
2. A sustainable products market manager (Keith Schneringer) works exclusively on inclusion of green products and programs.
3. Creation of the *Green Partner Support Program* for institutions and building service contractors to guide them through the conversion process from dark to green.

Information Changes

1. Completely changed catalog to feature green products and clear up confusion regarding green programs and products.
2. Created a robust reporting mechanism for contract clients to monitor green compliance.
3. Created a sustainable supply chain program to move beyond product focus to further mitigate the environmental impacts of business transactions.
4. Created environmental Partnership Program to provide tools for end users to green their cleaning programs.

Waxie – EPP Tools



LEED for Existing Buildings v2.0 Registered Building Checklist

Project Name:
 Project Address:

Yes ? No

			Sustainable Sites	14 Points
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Y	?	No		
Y			Prereq 1	Erosion & Sedimentation Control Required
Y			Prereq 2	Age of Building Required
			Credit 1.1	Plan for Green Site & Building Exterior Management - 4 specific actions 1
			Credit 1.2	Plan for Green Site & Building Exterior Management - 8 specific actions 1
			Credit 2	High Development Density Building & Area 1
			Credit 3.1	Alternative Transportation - Public Transportation Access 1
			Credit 3.2	Alternative Transportation - Bicycle Storage & Changing Rooms 1
			Credit 3.3	Alternative Transportation - Alternative Fuel Vehicles 1
			Credit 3.4	Alternative Transportation - Car Pooling & Telecommuting 1
			Credit 4.1	Reduced Site Disturbance - Protect or Restore Open Space (50% of site area) 1
			Credit 4.2	Reduced Site Disturbance - Protect or Restore Open Space (75% of site area) 1
			Credit	Stormwater Management - 25% Rate and Quantity Reduction 1

Waxie EPP Tools

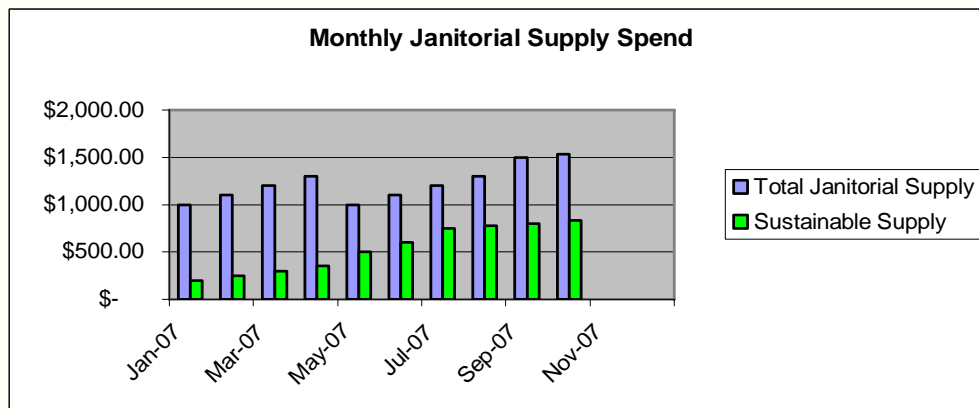
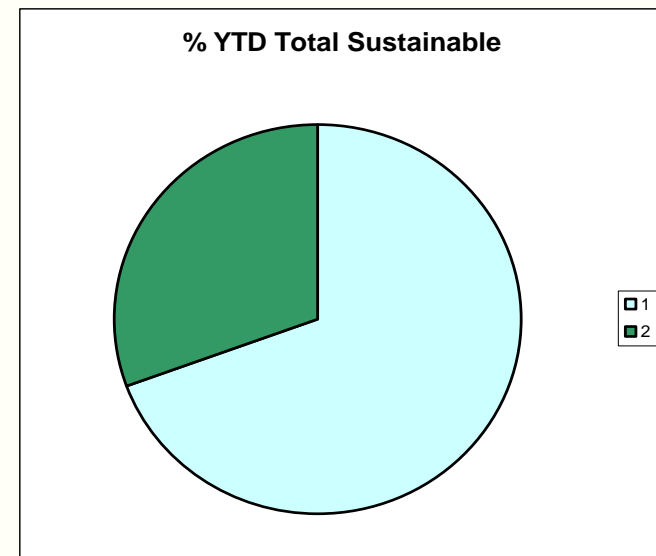


Green Partner Support™
LEED-EB Worksheet

LINE ITEM	PREREQUISITE or CREDIT	NAME	DESCRIPTION	LEED POINTS	INCLUDED WITH PROPOSAL	COMMENTS
1	SS Credit 1.1-1.2	Plan for Green Site and Building Exterior Management	Utilize green cleaning and maintenance practices and materials to clean building exterior and remove snow.	assist	YES	refer to credit - WAXIE can assist on several requirements and could possibly deliver one point
2	WE Preq 1	Minimum Water Efficiency	Install water conserving plumbing fixtures.	required	YES	Required
3	WE Credit 3.1-3.2	Water Use Reduction	Reduce fixture water use from baseline 10%-20%.	assist	YES	waterfree urinals, automatic flushers and sinks; (10% reduction=1point, 20% reduction=2 points)
4	EA Credit 1	Optimize Energy Performance	Reduce environmental impacts associated with excessive energy use.	assist	YES	energy efficient lighting and day cleaning
5	EA Credit 3.1	Building Operations and Maintenance: Staff Education	Provide each staff person working on building maintenance with at least 24 hours of education each year on sustainable building operation and maintenance.	assist	YES	1 point available
6	MR Preq 1.2	Source Reduction and Waste Management: Storage & Collection of Recyclables	Provide area dedicated for the separation, collection and storage of materials for recycling.	required	YES	Required
7	MR Credit 4.1-4.3	Sustainable Cleaning Products and Materials	Reduce the environmental impact of cleaning products, disposable janitorial paper products and trash bags (30% of purchases=1 point, 60%=2 points, 90%=3 points)	3	YES	Green Seal GS-37 cleaning chemicals and paper and liner products that meet EPA guidelines
8	MR Credit 5.1-5.3	Occupant Recycling	Collect and recycle 30%-50% of total waste including paper, glass, plastics, cardboard, metals, batteries, and fluorescent lamps.	assist	YES	up to 3 points available (divert 30%=1 point, 40%=2 points, 50%=3 points)
9	MR Credit 6	Reduced Mercury in Light Bulbs	Reduce the amount of mercury brought into buildings through the purchase of light bulbs.	assist	YES	1 point available (Sli Terra-Lux Light Bulbs) (Also see MDS Mercury Disposal System for disposal)
10	EQ Preq 2	Environmental Tobacco Smoke (ETS) Control	Prevent or minimize exposure of building occupants, indoor surfaces and systems to Environmental Tobacco Smoke (ETS).	assist	YES	locate exterior smoking areas at least 25 feet away from building
			Track absenteeism and health care costs for building occupants to identify opportunities			

Waxie Environmental Reporting

Month	Total Jan/San Spend	Total Sustainable Cleaning Supply Spend	% Sustainable
Jan-07	\$ 1,000.00	\$ 200.00	20%
Feb-07	\$ 1,100.00	\$ 250.00	23%
Mar-07	\$ 1,200.00	\$ 300.00	25%
Apr-07	\$ 1,300.00	\$ 350.00	27%
May-07	\$ 1,000.00	\$ 500.00	50%
Jun-07	\$ 1,100.00	\$ 600.00	55%
Jul-07	\$ 1,200.00	\$ 750.00	63%
Aug-07	\$ 1,300.00	\$ 775.00	60%
Sep-07	\$ 1,500.00	\$ 800.00	53%
Oct-07	\$ 1,535.00	\$ 835.00	54%
Nov-07			
Dec-07			
2007 Total	\$ 12,235.00	\$ 5,360.00	44%



Waxie Contract Reporting

Key Performance Indicators
State of Arizona Janitorial Supplies Contract SCC060003 Year Three Q3
Waxie Sanitary Supply

Sales and Service Analysis

September 1, 2008 to November 30, 2008	\$ 4,739,975.51
September 1, 2007 to November 30, 2007	\$ 4,147,786.41

Growth over prior year		14.28%
Core Products	\$ 2,690,443.81	57%
Non Core Products	\$ 2,049,531.70	43%

Average Order Size	\$984.83
Prior Year	\$986.16
Variance	\$ (1.33)
Total Orders	4813

Service Levels

				% Complete	
Fill Rate	Total Lines	20191	Lines Filled Complete	19364	95.9%
Service Level	Total Orders	4813	Orders Shipped Complete	4240	88.1%

Order Analysis

Order Source	Sales	% of Sales
Internet Orders	2,215,002.87	46.73%
Mail/PO	265,949.22	5.61%
Phone	652,149.53	13.76%
SMC Entered in Field	292,230.62	6.17%
Will Call	55,860.70	1.18%
Fax	1,190,797.87	25.12%
Other	\$ 67,984.70	1.43%
	\$ 4,739,975.51	100.00%

Savings Analysis

Order Reduction	(6)
Estimated at \$100.00 per order	\$ (600.00)
Core Item Usage	\$2,690,443.81
Core Item Cost Reduction	\$ 484,279.89
Estimated at 18%	
Account Discounts	\$ 63,967.17
Trade Discount Savings	\$ 166,996.39
Rebate Accumulated	\$ 47,399.76
Total Second Quarter Savings	\$ 762,643.20

Green Analysis

Green Seal Certified	\$ 229,948.51
EPA CPG	\$ 1,062,943.26
EPA DfE	\$ 13,904.69
CRI	\$ 85,198.18
SCS	\$ 37,273.92
EPP	\$ 31,758.87
Total	\$1,461,027.43
% of Total Sales	31%

Disabled Veteran	\$ 603.36
Hub Zone	\$ 343.06
Minority Owned	\$ 1,577.96
Small Business	\$ 1,023,055.82
Veteran Owned	\$ 3,217.82
Women Owned	\$ 346,822.67
Total MBE/MSWBE	\$ 1,375,620.69
% of Sales	29.0%
State Set Aside Sales for STARS	\$ 5,501.80

STATE OF ARIZONA

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*Professional Laborsaving Cleaning Solutions
Focused on Your Bottom Line*



STATE OF ARIZONA

Sales and Service Analysis

	Sales Amount	Growth
Current Year to Feb:	\$4,570,517.73	52.20%
Prior Year to Feb:	\$3,003,024.42	

Number of Orders	Average Order\$ Amount
21,756	1,052.25

Order Analysis

Order Source	CY Sales \$	% of CY Sales	PY Sales \$	% of PY Sales
ADJUSTMENT ORDERS	1,448	0.05%	2,840	0.01%
CREDIT AND RE-BILL	(30)	(0.00)%	2,408	0.01%
DROP SHIP			0	0.00%
EMAIL, MAIL, P.O.	261,672	8.56%	1,402,777	7.07%
FAX	866,990	28.36%	5,378,899	27.12%
FRONT SALE	115	0.00%	3,810	0.02%
INSTALLATION			0	0.00%
LABOR - IN-HOUSE REPAIR	10,450	0.34%	148,092	0.75%
Mobile Service	4,771	0.16%	20,578	0.10%
PHONE ORDER	358,887	11.74%	2,885,886	14.55%
PRG TEST-DO NOT SHIP			8,340	0.04%
PRICE/COST/REP ADJUST			404	0.00%
SHOP ORDER	20,925	0.68%	42,802	0.22%
SMC ENTERED ORDER	53,631	1.75%	815,077	4.11%
SMC HAND WRITTEN ORDE	41,415	1.35%	423,333	2.13%
SMC PHONED IN ORDER	5,596	0.18%	57,327	0.29%
TELESERVICE			710	0.00%
WEB ORDERS WAXIE	1,401,767	45.85%	8,414,255	42.42%
WILL-CALL	29,630	0.97%	227,936	1.15%
Total:	3,057,268	100.00%	19,835,472	100.00%

Savings Analysis

	CY Savings	PY Savings
Trade Discount Savings:	\$101,567	\$673,878

Green Analysis

Qualifying Products:	295
Green Sales CY:	\$857,202.42
Green Sales PY:	\$955,317.34
Percentage of Sale	CY: 29.10% PY: 32.99%

Diversity Supplier Sales

Minority	% of Total	YTD Sales (Full Month)
Disabled Veterans	0.00%	\$124
Hubzone	0.02%	\$471
Minority Owned	0.06%	\$1,825
Small Business	23.90%	\$704,244
Veteran Owned	0.02%	\$502
Women Owned	4.11%	\$120,948