



Staples
soul
It's what moves us.

Climate Leaders Meeting
Washington, DC
March 2007

- \$18.2 Billion reseller of office products/supplies
- Created Office Superstore concept in 1986 Brighton, MA
- 74,000 associates worldwide
- 1,880 stores+ worldwide
- North American Retail
- North American Delivery
- International – South America, Europe and Asia
- Operations in 23 countries



Staples is committed to developing and enhancing sustainable business in three specific areas of corporate performance economic, social and environment -“triple bottom line”.

Staples company-wide commitment to protect natural resources through sustainable practices covers four major areas or cornerstones.

- Environmentally Preferable Products
- Recycling
- Energy and Climate
- Environmental Education

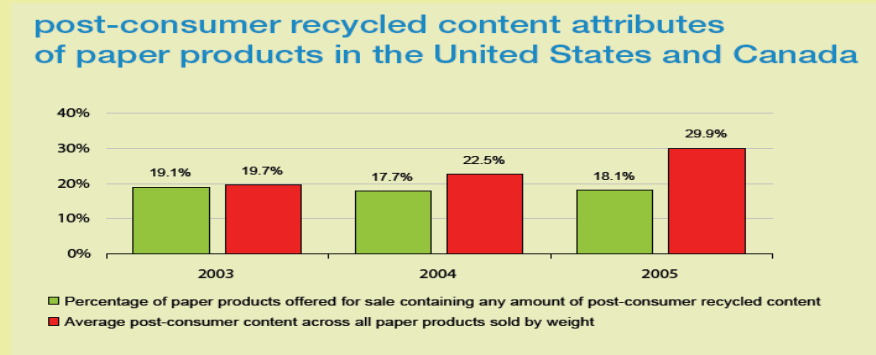
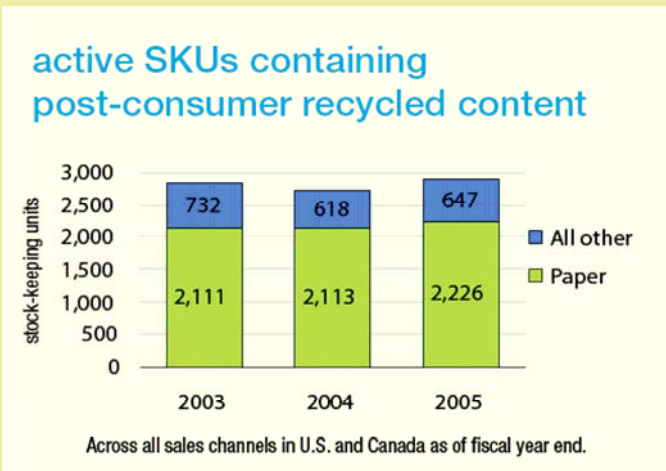


Environmentally Preferable Products



We seek to develop or source new products that incorporate more post-consumer recycled content. Currently we offer nearly 2,900 skus with some percentage of post-consumer recycled material. The majority of these skus are in the paper categories as we improve performance based on Staples; industry-first 2002 Environmental Paper Procurement Policy.

- Reduced demand for virgin wood fiber
- Protect endangered forests, including those with high conservation value
- Protect well-managed forests



Sale of recycled content paper in the US and Canada in 2005 saved forest resources equivalent to 1.6 million trees in 2005 or a densely forested land area about six times the size of Central Park in New York City.



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)
- Energy/Carbon intensity
- Logistics
- Recovery/Waste Electrical and Electronics Equipment (WEEE)
- End of life solutions
- Energy and climate impacts

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 =



Environment

Alternative Fibers



that was easy.™



Environment

Alternative Fibers



that was easy.™



Environment

Alternative Fibers



that was easy.™



Environment

Recycling



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- Staples seeks to reduce waste and recycle more internally and make it easy for customers to recycle –
- Internally we recycle paper, cardboard, wood, metal, plastics, lamps, electronics, ink and toner cartridges and rechargeable batteries.
- We make it easy for customers to recycle cell phones, PDAs, digital cameras, chargers, pagers, rechargeable batteries, ink and toner cartridges.
- National sponsorship of America Recycles Day Nov 15th, to promote increased recycling and recycled content products.
- Staples is a US EPA Plug in to eCycling partner (www.plugintorecycling.org) to reduce the global problem associated with electronic waste.



Environment

Environmental Education



How can we use our position in the marketplace to help educate our customers and make it easy for them to make a difference?

- We have sponsored America Recycles Day for (4) years to increase awareness around the importance of recycling and buying recycled products
- Created annual Sustainability/Staples Soul report using GRI guidelines and available at www.staples.com/soul . Reporting is designed to provide credible information to stakeholders in four key areas, diversity , community, ethics and the environment
- Through Staples Foundation for Learning we partner with Earth Force, a non-profit organization who provide environmental education training and materials for teachers in several communities around the US
- National sponsor and developer of an interactive business to business environmental resource center www.earth911business.org
- Developed systematic environmental reporting for SNA and SBA customers to track environmental attributes of their purchases



Environment

Environmental Education



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www.earth911business.com

The screenshot shows the Earth 911 Business website interface. At the top, the browser address bar displays the URL <http://www.earth911.org/master.asp?s=lib&a=brrc/default.asp>. The website header features the Earth 911 logo and the tagline "EARTH 911 HELPING BUSINESS HELP THE ENVIRONMENT". Below the header, a navigation bar includes "Earth 911 >> Business Resources".

The main content area is divided into several sections:

- Search and Location Tools:** Includes a form to "Enter Your ZIP Code Here:" with a "GO" button, and a "Locate Business Recycling Company Near You:" dropdown menu.
- Not Listed? Submit Your Site / Business:** A section for businesses not currently listed.
- Find:** A menu with options for "Recycling Services", "Local & National Assistance", and "Waste Exchanges".
- GENERAL INFORMATION:** A menu with options for "Source Reduction", "Reuse", "Recycling", and "Disposal".
- WASTE REDUCTION STEPS:** A menu with options for "Assessment", "Plan A Program", "Examples", "Start Recycling", "Green Purchasing", and "Resources".
- REQUIREMENTS:** A menu with options for "Federal" and "State".
- ABOUT:** A menu with options for "Submit A Site", "Link To Us", and "Contact Us".

The central content area features a featured article titled "Locate Business Recycling Company Near You:" presented by Staples. The article includes a small image of a person and text stating: "Earth 911 Business was created through a public/private partnership with local and state government agencies, Staples, Inc. and Earth 911." Below this, a paragraph explains that businesses can incorporate waste management techniques into their daily practices. To the right of the article is a "Presented by: STAPLES that was easy." logo.

Below the featured article are several resource cards:

- The 3 "R's" – Reduce, Reuse, Recycle:** Includes an icon of a recycling symbol and text explaining the Waste Reduction Hierarchy.
- Office Recycling Program Guidelines:** Includes an icon of a recycling bin and text about a "How To" checklist.
- Federal and State Waste Requirements:** Includes an icon of a document and text about requirements from the US EPA and Massachusetts.
- Create a Waste Reduction Program for Your Business:** Includes an icon of people and text about developing a program.
- Green Purchasing and Environmentally Preferred Products (EPP):** Includes an icon of a folder and text about EPP importance.
- Programs, Events and Additional Resources:** Includes an icon of a globe and text about finding local, state, federal, and national resources.

At the bottom of the page, there is a "Mail This Page To A Business Associate" link, a copyright notice "Copyright © 1996-2008 Earth 911. All rights reserved.", and a "Top of Page" link.



Environment

XYZ Corporation Environmental Report January-December 2005



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

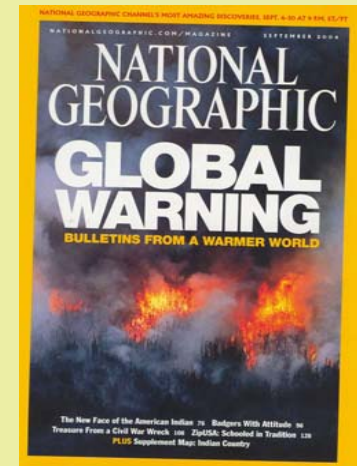


Integrated Approach to Energy and Climate



Global climate change is a the result of increase carbon dioxide levels in the atmosphere. Our impacts on climate change result form the direct and indirect emissions associated with the consumption of energy derived from fossil fuel sources. Our “carbon footprint” or areas where most of our carbon is accounted is focused in facilities and in fleet operations. To reduce this footprint we have established an absolute carbon reduction target of **7% below** our 2001 levels by 2010 for the US and will announce a global target in 2006. Achieving these goals will require an integrated carbon mitigation strategy.

- Energy Conservation
- Green building design
- Purchasing more Green-e-certified renewable energy
- On site distributed generation – wind – solar – geothermal
- New technologies, hybrid vehicles
- Carbon sequestration



Environment

Energy and Climate



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Environment

Energy and Climate



Corporate Approaches to Green Building



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Environment

Corporate Approaches to Green Building



Solar



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Environment

Energy and Climate

9 Solar Projects

Reduces greenhouse gas emissions

Reduces our operating expense

Encourages others to consider renewable energy options

Ontario, CA



Rialto, CA



Englewood, NJ



Future Projects under consideration

150+ Retail/Non-retail solar locations

Home Office - Wind

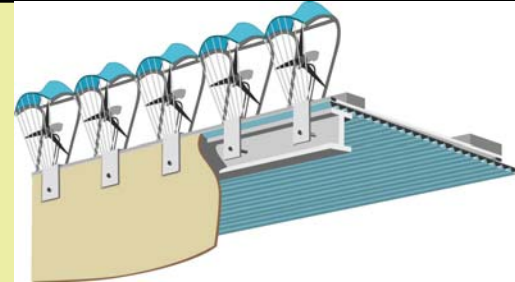
Rialto, CA - Wind

Portland, OR - Wind



Future Projects Under Consideration

Wind Turbines



Hybrid Delivery Vehicles



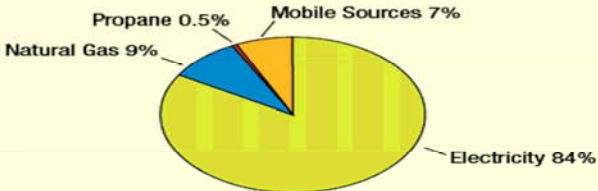
Land Based Carbon Sequestration



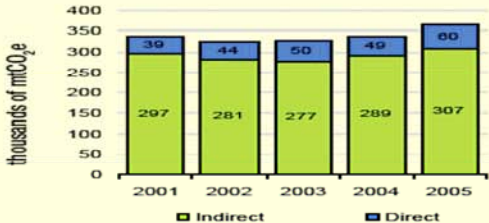
Energy and Climate

We continue to reduce net operating expense associated with energy through an integrated approach and improve the net carbon impact, associated with operating our business.

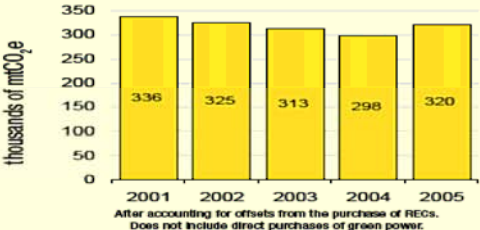
2005 contribution of energy source to greenhouse gas emissions



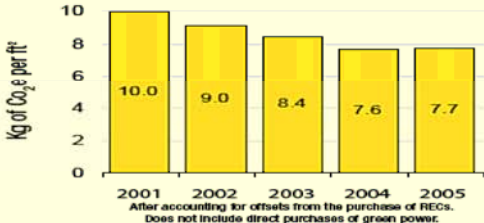
total greenhouse gas emissions, not including offsets



greenhouse gas emissions, net of offsets

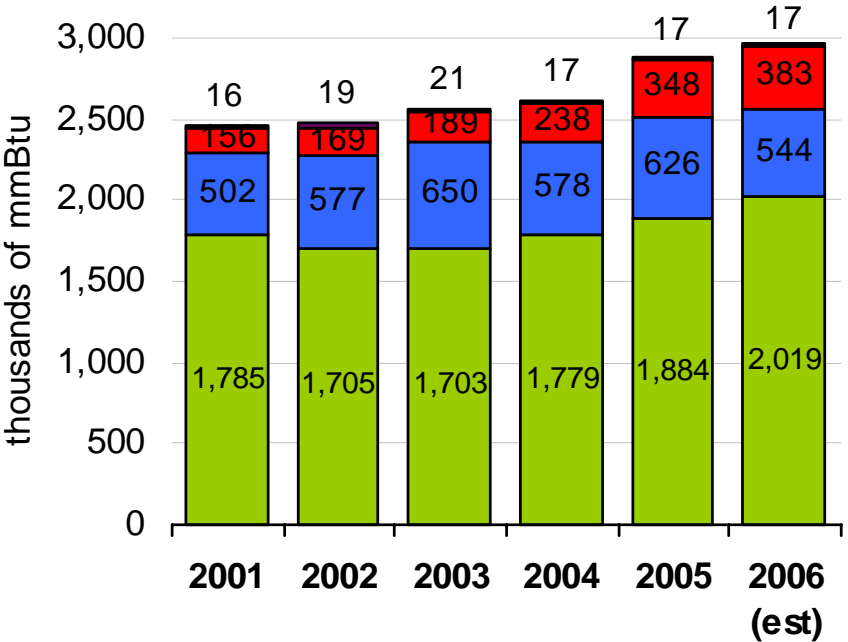


net GHG emissions per square foot

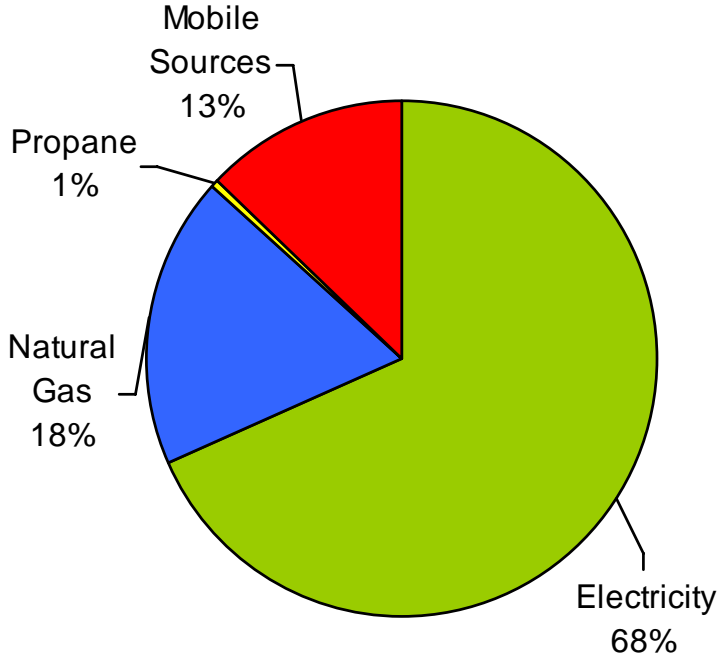


Climate Leaders Progress

Total Energy Use



2006 Energy Use by Type



■ Electricity ■ Natural Gas ■ Mobile Sources ■ Other

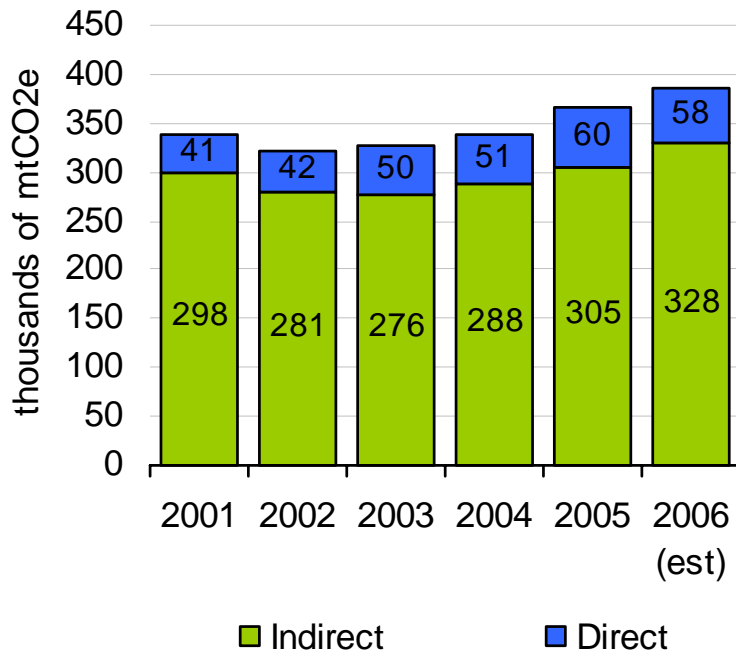


Climate Leaders Progress

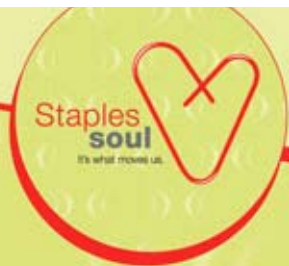
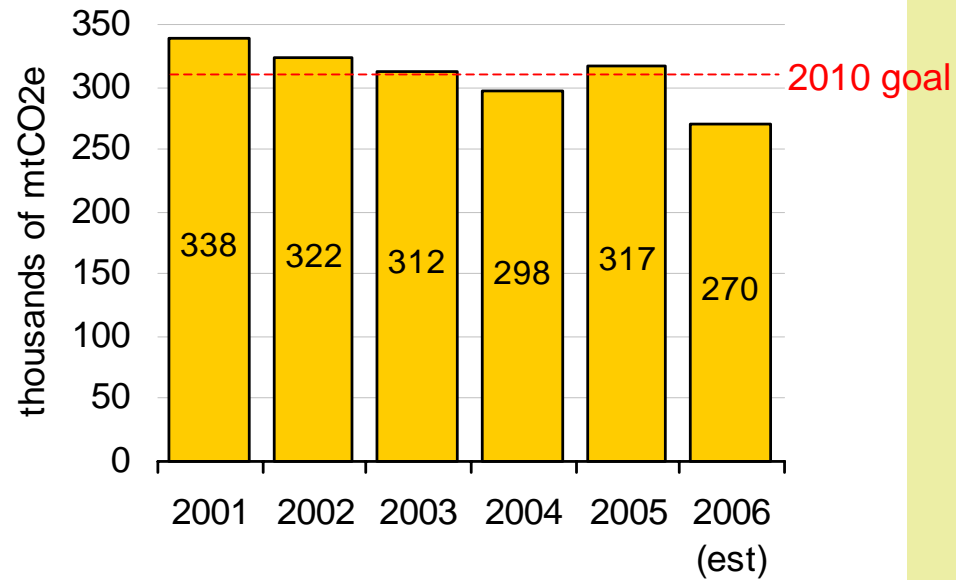


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Total Greenhouse Gas Emissions Not Including Offsets



Greenhouse Gas Emissions Net of Offsets





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www.staples.com/soul