This presentation has been developed by Staples and focuses on contract awarded green products and environmentally friendly cleaning practices. Some of the content of this presentation may not necessarily be endorsed by the State of NC.
Staples Advantage offers eco-conscious products that help create a better environment for everyone.

- Eco-conscious cleaners on NC Contract 435A
  - Many are certified Green Seal certified
- Staples has strong sustainability initiatives as a corporation
- Green solutions in all product categories Staples offers
Conventional Cleaning Hazards

The average cleaning professional uses conventional cleaning chemicals that contain more than 50 pounds of hazardous ingredients annually.

6% of cleaning professionals will be injured by commercial cleaning products.

20% of these injuries are serious chemical burns to the eyes and skin.

The true cost of a cleaning product is much more than the initial price tag

1. Initial cost of the product
   While “green” products can initially be more expensive, they often last longer and are more efficient.

2. Cost of use and product handling
   Conventional cleaners can cause health risks to workers, need special handling or equipment, and raise overall costs to business.

3. Cost of disposal
   Conventional cleaners often require expensive disposal methods and have a negative environmental impact.

Conventional cleaning chemicals can cost more green than you think.
A program that is beyond just green…it’s sustainable

**Local Support**

Focused team across the country to achieve your sustainability goals

Consistent service, training and product offering for every location

**Nationwide Leader**

Powerful distribution model

Consistent service, expertise and pricing nationwide

Experience from industry experts

Capabilities no other janitorial provider offers
Solving For Our Customers

Greening Your Spend
- Eco-conscious products
- Sustainable paper sourcing
- Packaging reduction
- Reduce impact delivery

Green Services and Solutions
- Green purchasing
- Order efficiency
- Environmental impact reporting
- Recycling services
- Implementing sustainable solutions

Environmental Case Studies

Our Commitment
- Milestones
- Goals and progress
- Energy management
- Global sustainable initiatives

Going green with Staples Advantage: Watch video here

easy on the planet
As a sustainability leader with a long history of commitment to the environment, Staples is uniquely positioned to support our customers.

The 100 Greenest Companies in America

Ranked #17 overall and #2 among retailers

ENERGY STAR AWARD 2011
PARTNER OF THE YEAR

Dow Jones Sustainability Indexes
Member 2011/12
• The Diversey and Staples Facility Solutions partnership delivers more value to your business

• Superior product selection and program offerings
  – Complete programs for floors, restrooms, disinfecting, food service, industry and more
  – Safe, flexible, reliable and secure dilution control options
  – Innovative solutions for productivity enhancements
  – World-class sustainability program with complete communication collateral

• Easy Implementation
  – State-of-the-Art program training and implementation

• Technical trainers and training videos available
General Purpose Cleaner, J-Fill®
Staples Item number 913876

- Highly effective general purpose cleaner for most cleaning applications
- Can be used in floor scrubbing, mop and bucket, and spray-and-wipe applications
- Dilutes at 1:64 and 1:256
- Green in color with a fresh scent
- Green Seal™ Certified

Stride® Citrus Neutral Cleaner, J-Fill®
Staples Item number 898640

- A neutral cleaner concentrate formulated for everyday cleaning of floors and other hard surfaces
- This product does not dull floor finishes, and does not require rinsing to deliver labor savings
- Dilutes at 1:375 and 1:750
- Orange in color with a citrus scent
- Green Seal™ Indoor Air Quality Certified
Eco-Conscious Diversey Products on Contract 435A

Glance® NA Glass and Multi-Purpose Cleaner, Non-Ammoniated, J-Fill®
Staples Item number 812962
• Nonstreaking, quick-drying, non-ammoniated glass cleaner
• Use on most washable surfaces, including chrome, stainless steel, bathroom fixtures and laminate countertops
• Dilutes at 1:40
• Blue in color with no fragrance added
• Green Seal™ Indoor Air Quality Control Certified

PERdiemTM/MC General Purpose Cleaner with Hydrogen Peroxide, J-Fill®
Staples Item number 331368
• A concentrated general purpose cleaner based on proprietary Accelerated Hydrogen Peroxide technology
• Heavy-duty cleaner is safe on most hard surfaces, including marble floors
• Multiple dilutions allow for cleaning a wide range of cleaning applications, including floors, walls, glass and other hard surfaces
• Product can be used for carpet extraction, prespray and spotting
• Dilutes at 1:64 and 1:256
• Colorless with a characteristic scent
• Green Seal™ Certified
Diversey Dispenser System

High flow bucket filling

Easy product change-out

Low flow bottle fill
Comprehensive line of green cleaning products exclusively from Staples

Performance
– Products perform as well or better than leading national brands
– Lower Total Cost Solution

People
– Products containing ingredients that are naturally derived with no harmful chemicals

Planet
– Leader in creating solutions that have a reduced impact on environment
– Products mix effectively with cold water
– Greenseal, DfE, and SEGC114 certified

Price
– Priced competitively to be lower total cost compared to leading brands
Sustainable Earth® by Staples® #65 All Purpose Heavy Duty General Cleaner And Degreaser

Staples Item number 919503

- Heavy duty general purpose cleaner and degreaser
- Removes water-based & petroleum-based soils including oil, grease, lubricants and hydraulic fluid
- Dilutes at 1 oz. per gallon
- One gallon yields up to 129 ready to use gallons
- A high-performance spray and wipe cleaner for mop and bucket, automatic scrubbing and pressure washing
- NSF Nonfood registered C1
- EPA DfE recognized and Green Seal™ Certified
- EPA DfE certified, FSC certified
Account Service Excellence

• Receive personalized and proactive service for all your program needs from dedicated facility specialists
  – Average of 15 years of industry experience
  – Labor savings recommendations and maintenance enhancements
  – Develop and coordinate dispenser installation plans
  – Manage manufacturer relationships
  – Coordinate program communications, product demonstrations and launch meetings
  – Monitor product usage and update/add new items to contract
  – Ongoing account maintenance

• Verify pricing, check order status, confirm inventory levels and more by calling Staples’ award-winning customer service team with dedicated facility product experts

We are your GREEN partner!
Ordering from Staples Advantage

• **Staples Advantage is on the NC E-Procurement system**
  – Use Staples item numbers to quickly locate products
  – Items not on contract should be entered as a non-catalog item

• **To register for an online Staples Advantage account where you can view all products and pricing available to the State, email or fax your company name, address, phone and email address to:**
  – Annie.Webster@staples.com
  – Fax: 800-757-3970 (attention Annie Webster)

• **Questions? Contact Annie Webster:**
  – Phone: 800-850-0182
  – Fax: 800-757-3970
  – Email: Annie.Webster@staples.com