

SUPPLIER – CUSTOMER PARTNERSHIPS TO ADVANCE GREEN PURCHASING

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OFFICE DEPOT

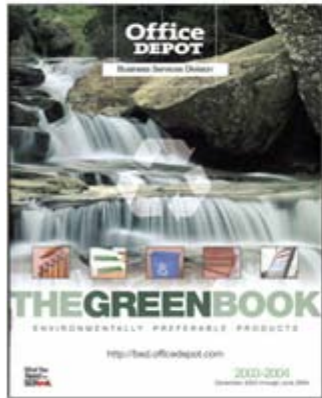
Responsible Purchasing Trends and Pioneers
May 12th 2009



What I will cover

- ▶ Supplier Challenge:
 - ▶ How to define “what’s green”?
 - ▶ How to decide “what’s greener”?
- ▶ Choice:
 - ▶ Develop own system internally, or
 - ▶ Collaborate with RPN & Customers
- ▶ Office Depot Conclusion:
 - ▶ Longer & more complex to engage NGOs & customers, and will have to “give some things up”
 - ▶ But, great value in collaborating with stakeholders & customers = access to great thinking, passion and better ultimate solutions

Office Depot Context: Trying to self-define green since '03



2003-2004:

- $\geq 10\%$ Recycled
- Remanufactured

2005:

- $\geq 10\%$ Post Consumer Recycled
- Remanufactured
- AP Non-Toxic
- E-Star Tech
- Refillable writing
- Recordable CDs

2006:

- $\geq 10\%$ PCR
- Remanufactured
- Refillable writing
- AP Non-Toxic
- E-Star Tech/CFL
- Biodegradable
- Uncertified "green" cleaners
- Recordable CDs
- USB Flash drive

2007:

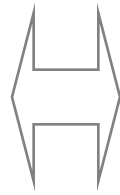
- Attribute/Cert Icons
- $\geq 10\%$ PCR
- Remanufactured
- Refillable writing
- AP Non-Toxic
- E-Star Tech/CFL
- Biodegradable
- Cert green cleaners
- Recycling Solutions
- Rechargeable batt's
- Recycling Solns

- Attribute/Cert Icons
- $\geq 30\%$ PCR/50% TR
- Remanufactured
- Refills / MF writing
- E-Star/EPEAT Tech/CFL
- Double-sided printer
- Bio-Based/Cmpstbe
- Cert green cleaners
- Recycling Solutions
- Rechargeable batt's
- Recycling Solns
- Reusable cups/totes



Office Depot Conclusion: Specific attributes drive specific benefits

**REDUCED WASTE AND
PRESSURE ON RESOURCES
[MATERIAL EFFICIENCY]**



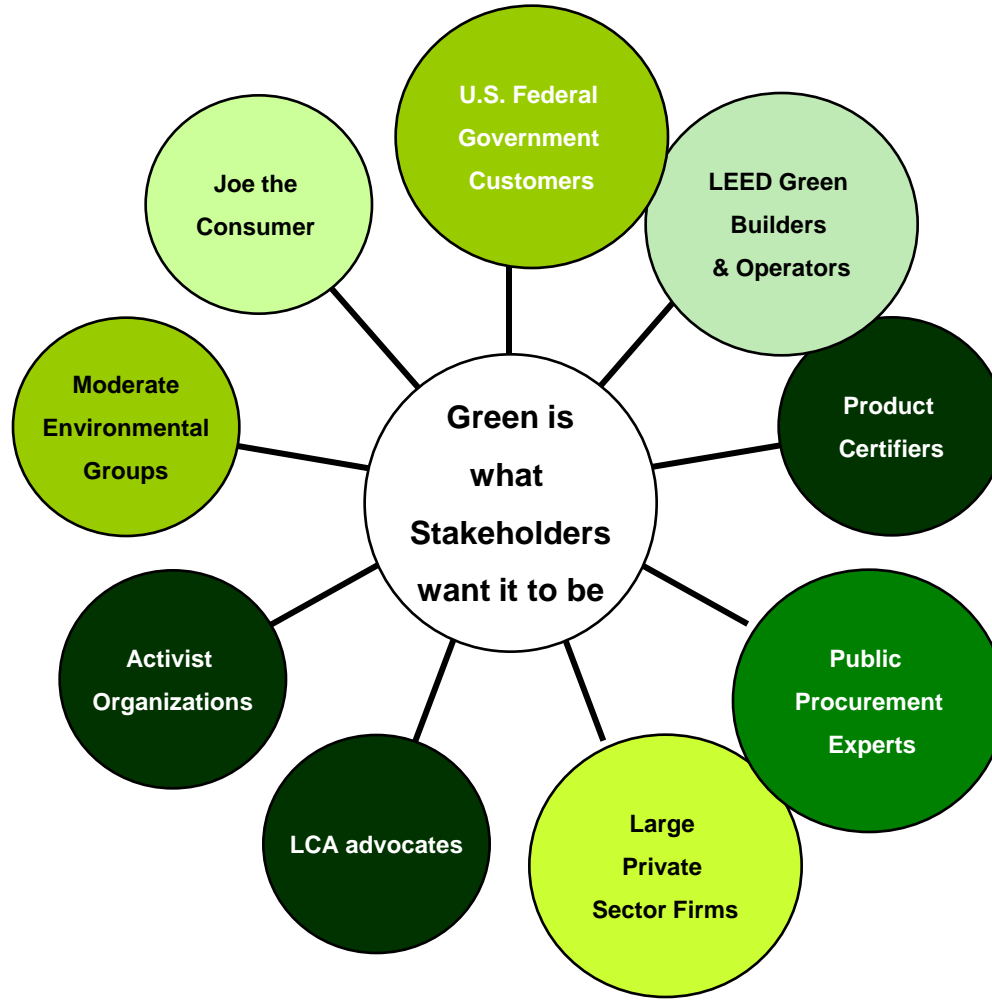
**REDUCED ENERGY
& CARBON EMISSIONS
[CARBON EFFICIENCY]**



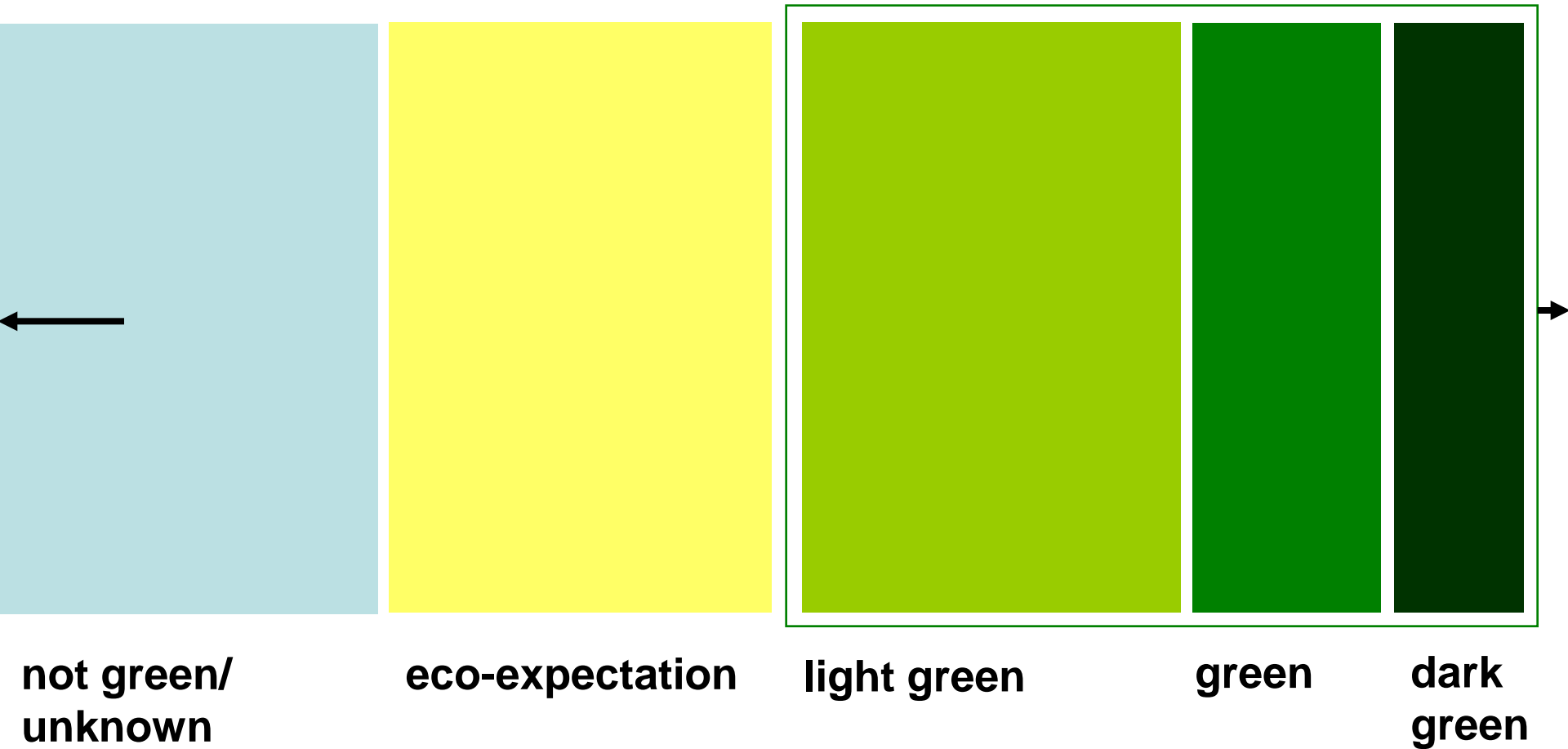
**REDUCED HARSH CHEMICALS
IN MANUFACTURE AND USE
[IMPROVED HUMAN HEALTH]**



Challenge: Different definitions of green, some light green, some dark



New green perspective: there are only Shades of Green, but need to define what's not green, eco-expectation, light green, green & dark green?



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