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# **2006 Environmental Responsibility Report**



## **Letter from the President and CEO**

We are proud to release our first-ever Environmental Responsibility Report to customers and prospective clients, employees, suppliers and colleagues in the printing industry, and our many other stakeholders who are interested in advancing the sustainability movement through changing behavior and practice. When you finish reading this report, we hope that you will understand how Sandy Alexander, as a leader in the printing industry, has made a serious commitment to environmental sustainability and responsible operations.

In this report, we review our comprehensive program to reduce our environmental footprint at each of our two commercial printing facilities. This program has three key elements.

1. Energy conservation and carbon footprint reduction;
2. Waste reduction through more-efficient manufacturing practices and expanded recycling efforts with a long-term goal of minimal waste to landfill; and
3. Communications and education programs to increase awareness and participation.

The results reported use the year 2005 as a baseline, which is when we first benchmarked our environmental performance. This report assesses our performance for 2006 and discusses targets for 2007. In addition, we have established long-term goals through 2012 as a partner in the EPA's Climate Leaders Program.

Sandy Alexander believes climate change is real and largely caused by human activity. We also believe there are no quick fixes and we all need to address the serious work of reducing both greenhouse gases and all forms of waste. At Sandy Alexander, the focus is on the performance of our operations and changing our behavior. You will see in this report a clear emphasis on measuring, analyzing and improving our operations to minimize our environmental footprint. We also point out those areas in which we still have work to do in measurement and analysis before we can identify opportunities to further improve operations.

For Sandy Alexander, the concept of environmental responsibility has been translated into tangible results, realized through reduced operating costs and the acquisition of new business. Importantly, our employees and the communities where we operate and live also have benefited from responsible practices.

We are proud of what Sandy Alexander has accomplished. We now realize how difficult a process the shift toward environmental responsibility can be. Still, we are committed to continuous improvement of our performance, and we recognize how much more we all can do to ensure a sustainable environment for our children and grandchildren.

**Roy D. Grossman**

**President and CEO**

**Sandy Alexander, Inc.**



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## **I. INTRODUCTION**

As one of the most respected commercial printers in the country, Sandy Alexander takes pride in its national reputation for outstanding quality and service. We operate two major commercial printing facilities, one in Clifton, NJ and one in St. Petersburg, FL, where we have been actively focused on the environmental aspects of our business for many years.

In March 2002, encouraged by the City of Clifton, NJ, Sandy Alexander joined the United States Environmental Protection Agency's (EPA) WasteWise program as a Partner. Designed to reduce costly municipal solid waste, this program was one of our first public/private initiatives. Today, Sandy Alexander continues to work closely with the city of Clifton as we implement effective waste reduction strategies.

In July 2002, Sandy Alexander's Clifton, NJ facility was first certified as being in compliance with the ISO 14001 Environmental Management Systems (EMS) standard. In 2006, our Florida facility was registered as ISO 14001 compliant. The ISO Environmental Management Systems at both locations help drive continuous improvement. For Sandy Alexander, the ISO 14001 effort became a catalyst for management as we quickly recognized that once the process is started, it never really ends.

In 2005, Sandy Alexander was audited by the SmartWood program of Rainforest Alliance, an international non-profit conservation organization, and was certified to the Forest Stewardship Council (FSC) Chain of Custody standards. This third-party, international certification program allows Sandy to ensure its customers that the FSC-certified paper entering its facilities is the same paper in their finished printed product. Sandy was an early adopter and an active participant in helping its clients take advantage of this important seal of assurance, which verifies the sustainability of the forest resource used to produce their FSC-certified paper.

As a result of our growing awareness and concern, Sandy Alexander contracted, in the fall of 2005, for a third-party environmental assessment or benchmark of all of its environmental practices at both its New Jersey and Florida facilities. Based on this analysis, we established multi-year goals and embedded those in our ISO 14001 EMS programs. We also conducted environmental training sessions for all New Jersey employees in 2006, and plan to do the same in Florida in 2007.

In December, 2005 Sandy Alexander announced its decision to purchase wind-generated electricity to supply our needs at our Clifton, New Jersey facility. Seven months later, we agreed to purchase wind-generated electricity for our St. Petersburg, Florida facility. At the time, this seven-year commitment (through 2012) to purchase wind energy made Sandy Alexander the largest purchaser of renewable energy in the printing and publishing sector as recognized by the EPA's Green Power Partnership.

In 2006, Sandy Alexander was recognized by the non-profit Center for Resource Solutions, and received Green-e certification of its seven-year renewable energy purchase. The Green-e Program provides a transparent and simple way for the public to identify environmentally superior energy options or products. The Green-e Program sets consumer protection and environmental standards for energy products, and it provides for annual verification that these standards are met.



Sandy Alexander also was recognized at the 2006 New Jersey Clean Energy Conference and Leadership Awards as New Jersey's Clean Power Purchaser of the Year. This award recognized our commitment to renewable energy which is partially supplied by the Jersey-Atlantic Wind Farm in Atlantic City, New Jersey, the only wind-energy generating facility in the state.

During 2006, Sandy Alexander became a partner in the EPA's Climate Leaders Program. This program targets greenhouse gas (GHG) reduction by setting comprehensive five- and ten-year goals and providing for measurement of results. As one of its first key steps, Sandy has hired The Dome-Tech Group to conduct a comprehensive energy audit of its facilities during 2007. Once this audit is complete, Sandy Alexander will be able to set targets and specify projects to further reduce energy use in its facilities. In order to measure and report results, Sandy has adopted the third-party verification reporting option to provide transparency in its efforts to reduce its GHG emissions and further reduce its carbon footprint.

Sandy Alexander's management believes that global warming is real, and that it needs to be addressed today, not left as a legacy for our children. We also believe that there is a clear business case for sustainability and for being environmentally responsible corporate citizens.

Corporate America increasingly believes that social and environmental stewardship is important to customers, employees and stakeholders. We at Sandy Alexander are committed to being good stewards of the environment, and to providing transparency in reporting on what we have accomplished – as well as what still needs to be done. We are convinced that the key to unlocking these hidden opportunities is to focus on changing our behavior and our practices.

In this report, we highlight our programs and our progress in environmental stewardship and in changing our behavior and practices over the last two years. In the last section of this report, we present highlights of our public recognition and involvement, and offer some observations on the opportunities and challenges we see ahead.

We hope you will enjoy reading this report, and will join us in our journey toward sustainability.



## **II. CHANGING BEHAVIOR AND PRACTICES**

There are three major components to Sandy Alexander's efforts toward improving its environmental performance by changing its behavior and practices. These are: energy conservation and carbon footprint reduction; waste reduction and expanded recycling; and communications and education.

As we discuss each of these program areas, we will review our baseline results in 2005, the progress we made during 2006, and our targets going forward. Sales, as measured in dollars and impressions-on-paper, were not significantly different in the two years covered by this report.

### **A. Energy Conservation and Footprint Reduction**

Our Objectives: To measure our current energy use and develop a plan for energy conservation and carbon footprint reduction consistent with our stated EPA Climate Leaders goal of an 85% reduction in carbon footprint from 2005 levels by no later than 2012. (Note: In this first Environmental Responsibility Report, the Energy and Footprint analysis excludes auto, truck and business travel.)

Our Results: During 2006, our Net Carbon Footprint was reduced by 74% compared with that of 2005. Consistent with our ISO 14001 procedures, progress reviews are held on a quarterly basis, and are documented in written quarterly updates.

#### **1. Energy Conservation**

Our facilities consume three types of energy: electricity, natural gas and propane. In late 2005, we installed a MEGTEC CleanSwitch™ Regenerative Thermal Oxidizer (RTO) at our Clifton, NJ facility, to reduce the consumption of natural gas associated with volatile organic compound (VOC) destruction. In its self-sustaining mode, the RTO consumes VOCs as fuel and requires no additional natural gas for its operation. In this mode, the RTO achieves clean air compliance with a guaranteed 99+% destruction of VOC gases. (Energy consumption metrics for 2005 and 2006 are presented in Table I.)

##### Electricity Use

During 2006, consumption of electricity was reduced by 2.2 % (approximately 365,000 Kilowatt Hours). This reduction is attributable to a change in the mix of presses that were used and the mix of products printed. Our plans for 2007 are to initiate energy efficiency projects identified by the Dome-Tech energy audits under way at both plant locations to further reduce our overall electrical usage consistent with our documented EPA Climate Leaders goal.

##### Natural Gas Use

In 2006, we realized a significant reduction (31% or nearly 93,000 cu. ft.) in natural-gas consumption at our Clifton, NJ facility, primarily through our investment in the CleanSwitch™ RTO. At our St. Petersburg, FL plant, natural-gas use increased a little more than 3%, in line with a growth in sales. Our plans for 2007 include the retirement of an older thermal oxidizer which will result in increased energy efficiency and reduced natural gas usage at our Florida facility.



Propane Gas Use

In 2006, our Clifton, NJ facility adopted a Just-In-Time program for paper supplies. This eliminated the need to operate an outside warehouse and propane-fueled materials handling equipment. As a result, the use of propane at Clifton fell by 40% compared to 2005 consumption. At our St. Petersburg, FL plant, consumption was reduced by nearly 9% through the elimination of a propane-fueled forklift truck which was replaced by a more energy-efficient electric forklift.

Our plans for 2007 and beyond include a multi-year program of replacing other existing propane-powered material handling vehicles with electric-powered vehicles, taking greater advantage of our renewable wind-generated electricity (see the following section on Renewable Energy Credits). We expect to eliminate all propane powered vehicles no later than 2012.

**Table I - Energy Consumption**

Item	Location	2005	2006	% incrs / (decrs)
<b>Electricity (000 KWH)</b>	Clifton, NJ	9,122	9,003	(1.3%)
	St. Petersburg, FL	7,307	7,061	(3.4%)
	<b>Total</b>	<b>16,429</b>	<b>16,064</b>	<b>(2.2%)</b>
<b>Natural Gas (cubic feet)</b>	Clifton, NJ	301,475	208,625	(30.8%)
	St. Petersburg, FL	154,993	160,101	3.3%
	<b>Total</b>	<b>456,458</b>	<b>368,726</b>	<b>(19.2%)</b>
<b>Propane Gas (pounds)</b>	Clifton, NJ	15,482	9,295	(40.0%)
	St. Petersburg, FL	28,069	25,591	(8.8%)
	<b>Total</b>	<b>43,551</b>	<b>34,866</b>	<b>(19.9%)</b>



## 2. Carbon Footprint Reduction

In this first Environmental Responsibility Report, Sandy Alexander is focusing on direct and indirect core emission sources for its two commercial printing facilities. In total, Sandy Alexander reduced its carbon footprint (CO<sub>2</sub>e or CO<sub>2</sub> equivalent) by 74% in 2006 as compared with its 2005 footprint.

In addition, Sandy Alexander has committed, through the EPA Climate Leaders Program, to obtain a further 11% reduction in its GHG (as measured by CO<sub>2</sub>e) by the year 2012.

### a. Direct Core Emissions from Stationary Sources

Emissions from Natural Gas and VOC combustion are the two stationary sources of CO<sub>2</sub> at Sandy Alexander's two facilities.

For Natural Gas, CO<sub>2</sub> emissions were reduced nearly 20% in 2006 as compared with 2005 emissions, in direct proportion to the consumption data presented in Table I.

2006 VOC emissions were reduced by one-third, as compared with 2005 emissions, due to a similar reduction in VOC generation. During 2006, both of Sandy's operations realized significant reductions in the generation of VOCs. At our St. Petersburg, FL facility, VOCs were reduced more than 40% due to increased utilization of a thermal oxidizer with a 99+ % destruction efficiency, and by switching to new lower-VOC-containing fountain solutions and utilization of automatic blanket-washes. At our Clifton, NJ plant, VOCs were reduced by nearly 11% due to reduced overall ink usage, an increase in the percentage of UV ink used, and a corresponding reduction of heat-set ink.

All of the sheetfed and heat set inks used today rely on vegetable-oil content, which offer significantly reduced VOC emissions compared to conventional petroleum-based inks. For sheetfed inks, vegetable oil content can range up to more than 20%, providing significant reductions in VOC generation. While the vegetable oils content can reach only about 10% with heat set inks, 99+% of the VOCs generated are eliminated by catalytic converters. With UV curable ink, VOC generation is virtually non-existent.

Use of vegetable-oil-based inks requires formulating inks to satisfy the performance needs of our presses as well as satisfying the quality requirements of our customers – all the while reducing VOC emissions. To help track our results and improve our performance, an internal report specifying VOC emissions is generated for every printing project.

Table II summarizes Generation of VOCs data for 2005 and 2006. In total, generation of VOCs was reduced by more than 232,000 pounds (33.6%).



**Table II – Generation of VOCs**

Item	Location	2005	2006	% incrs / (decrs)
Volatile Organic Compounds (pounds)	Clifton, NJ	208,902	186,310	(10.8%)
	St. Petersburg, FL	484,513	274,418	(43.4%)
	<b>Total</b>	<b>693,415</b>	<b>460,728</b>	<b>(33.6%)</b>

Our goals for 2007 are to continue to better understand the sources of the VOCs we generate and to work with our suppliers to identify and qualify inks and chemicals containing fewer volatile organic compounds.

b. Direct Core Emissions from Mobile Sources

During 2005 and 2006, the only mobile source that was measured was the propane used in our materials handling vehicles. Direct CO<sub>2</sub> emissions from propane were reduced by 21% in 2006, as compared to 2005 emissions, due primarily to the reductions in consumption described in the previous section.

c. Indirect Core Air Emissions from Purchased Electricity

Between 2005 and 2006, Sandy Alexander reduced purchased electricity for both facilities by 2% to 3%. This means that air emissions at the sites where the electricity was produced (indirect core air emissions) were 2% to 3% less as a result of Sandy's reduced purchases.

At our St. Petersburg, FL plant, we realized a 3.3% reduction in electricity, despite a 3% increase in dollar volume. This decrease was driven primarily by a 2% reduction in total printing impressions. At our Clifton, NY facility, we realized a 1.3 % reduction in purchased electricity. This reduction also was attributable in large part to a reduction in total printing impressions.



**Table III - CO2e Emissions**

Source	Location	2005	2006	% incrs / (decrs)
<b>DIRECT-CO<sub>2</sub>e from Natural Gas (metric tons)</b>	Clifton, NJ	1,592	1,101	(30.8%)
	St. Petersburg, FL	818	845	3.3%
	<b>Total</b>	<b>2,410</b>	<b>1,946</b>	<b>(19.3%)</b>
<b>DIRECT-CO<sub>2</sub>e from VOCs (metric tons)</b>	Clifton, NJ	182	162	(11%)
	St. Petersburg, FL	422	239	(43%)
	<b>Total</b>	<b>604</b>	<b>401</b>	<b>(33.6%)</b>
<b>DIRECT-CO<sub>2</sub>e from Propane (metric tons)</b>	Clifton, NJ	13	8	(38.5%)
	St. Petersburg, FL	25	22	(12%)
	<b>Total</b>	<b>38</b>	<b>30</b>	<b>(21.1%)</b>
<b>INDIRECT-TOTAL CO<sub>2</sub>e from Electricity generation (metric tons)</b>	Clifton, NJ	4,509	4,450	(1.3%)
	St. Petersburg, FL	4,606	4,452	(3.3%)
	<b>Total</b>	<b>9,115</b>	<b>8,902</b>	<b>(2.3%)</b>

**d. Renewable Energy Credits**

The VOC reductions achieved by Sandy Alexander during 2006 would have been satisfying and sufficient for most companies in the printing industry. However, as a leader in our sector, we felt that we needed to do more.

In December 2005, Sandy Alexander announced its decision to purchase renewable energy credits (RECs) for wind-generated electricity to supply our Clifton, NJ facility. Seven months later, Sandy Alexander committed to purchase wind-generated electricity for our St. Petersburg, FL operation.

At the time of the transactions, Sandy Alexander's seven-year commitment (through 2012) to purchase wind energy made it the largest purchaser of renewable energy in the printing and publishing sector.

Table IV shows the reduction in Sandy Alexander's carbon footprint during 2005 and 2006 attributable to our purchase of wind-generated electricity. (Data presented follows the reporting conventions and protocol of the EPA Climate Leaders Program).



Table IV - Sandy Alexander NET Carbon Footprint

Source	2005	2006	% incrs / (decrs)
TOTAL DIRECT & INDIRECT CO <sub>2</sub> e (metric tons)	12,385	11,506	(7%)
CO <sub>2</sub> e Reduction from Wind Energy RECs (metric tons)	(2,250)	(8,902)	295%
NET DIRECT & INDIRECT CO <sub>2</sub> e (metric tons)	10,135	2,606	(74%)

Sandy Alexander reduced its carbon footprint by 74% in 2006 as compared with its 2005 footprint. While the primary source of this reduction was the purchase of wind energy, direct air emissions from core sources were reduced by 22%, contributing to the overall results shown.

**B. Waste Reduction and Expanded Recycling**

Our Objectives: To pursue a strategy of pollution prevention; to reduce or eliminate the generation of waste; and to identify recycling opportunities for materials that are now being sent to landfills in New Jersey and Florida. Our short-term goal is to identify and implement programs for at least three new items to be recycled at each facility during each calendar year. Our long-term goal is waste reduction through more-efficient manufacturing practices and expanded recycling efforts, with a long-term goal of minimal waste to landfill by 2012. We will attain these goals through a combination of efforts to reduce, reuse and recycle.

Our Results: At our Clifton, NJ facility, Sandy Alexander is using the EPA's WasteWise program as the framework to measure and document our progress toward reducing solid waste. This program encourages reductions in municipal solid waste, and promotes recycling and the use of materials containing recycled content. At our St. Petersburg, FL facility, we developed and put into place our own measurement tools and systems during 2006. Since most of these programs are newer than those discussed in the Energy Conservation section of this report, we do yet have firm data and an analysis of results to report for the 2005-2006 time period. As with our Energy Conservation efforts, Waste Reduction projects are implemented by a designated team at each facility. Reviews are held on a quarterly basis, and are documented in written quarterly reports, consistent with our ISO 14001 procedures.

**1. Waste Reduction**

Sandy Alexander initiated a comprehensive program to reduce paper waste at our Clifton, NJ facility starting in August of 2003. In 2006 we added our St. Petersburg, FL facility to this program and through a combination of conservation, better production planning, and increased manufacturing efficiencies we were able to document waste savings of 2,253,000 lbs. for 2006. Our next task was to better understand the other solid waste streams we create and begin to measure them accurately.

At the Clifton, NJ facility, we were able to measure our generation of non paper solid waste with reasonable accuracy, though we have instituted changes to facilitate a better understanding of the results. During 2006, we began the process of identifying



opportunities to reduce these volumes. For example, we identified an opportunity in our plate developer program to switch from 5-gallon plastic containers to 52-gallon reusable drums. In less than one full year, we used and returned 31 drums instead sending the equivalent 322 5-gallon plastic containers to landfill.

At our St. Petersburg, FL plant, we found that our tracking systems addressed only our paper and aluminum waste streams. Our efforts in 2006 focused on confirming the accuracy of these tracking systems and on developing measurements for our other waste streams with a goal of having accurate data upon which to implement a solid waste reduction program during 2007.

Sandy Alexander intends to have specific Waste Reduction objectives and results to report for both printing facilities in its 2007 ERR.

## 2. Recycling

As indicated in Table V, Sandy Alexander has been actively recycling aluminum plates and waste paper at both facilities. In addition, through the EPA's WasteWise Program in place at our Clifton, NJ facility, we have been tracking our recycling efforts since 2002.

In 2006, we formed a committee at each facility to identify items currently sent to landfill that could be recycled, and to implement new programs to address the collection and recycling or reuse of these items. During 2006, items identified and addressed included plate developer containers and synthetic papers.

During 2006, we also expanded our recycling of electronics and computers, restructured our front-office recycling program at our Clifton, NJ facility, and initiated a front-office recycling program at our St. Petersburg, FL plant.

Table V and Table VI present volume and change data on a variety of waste-stream components. Sandy Alexander is not yet able to attribute changes in volume to specific waste-reduction programs or efforts. We intend to present specific objectives and results for both of our facilities in our 2007 Environmental Responsibility Report.

**Table V - Recycling Program Statistics for Sandy Alexander Facilities**

Source	Location	2005	2006	% incrs / (decrs)
<b>Aluminum Plate Recycling (pounds)</b>	Clifton, NJ	17,768	14,776	(16.8%)
	St. Petersburg, FL	9,180	9,329	(1.6%)
	<b>Total</b>	<b>26,948</b>	<b>24,105</b>	<b>(10.6%)</b>
<b>Office Waste Paper Recycling* (pounds)</b>	Clifton, NJ	24,481	24,631	(0.6%)
	St. Petersburg, FL	13,309*	8,623	(35%)
	<b>Total</b>	<b>37,790</b>	<b>33,254</b>	<b>(12.0%)</b>

\* Paper recycling at Sandy Alexander's St. Petersburg, FL plant was significantly higher in 2005 due to elimination of excess paper inventories



**Table VI - Recycling Reporting for 2005 and 2006 for Clifton NJ Facility**

Source and amount in pounds	2005	2006	% incrs / (decrs)
<b>Plant Paper Recycling</b>	9,308,001	8,815,157	(5.3%)
<b>Cardboard / Corrugated</b>	266,223	288,049	8.2%
<b>Pallets, Crates and Other Wood Scrap (est'd weight)</b>	195,500	195,500	0%
<b>Bottles &amp; Cans</b>	758	520	(31.4%)
<b>Used Ink</b>	37,919	36,907	(2.7%)
<b>Spent Solvent</b>	15,048	21,614**	43.6%
<b>Waste Oil</b>	4,400	2,184	(50.4%)
<b>Computers &amp; Other Electronic Equipment</b>	3,853	4,086	6.0%
<b>Fluorescent Lamps</b>	758	178	(76.5%)

*\*\* Due to erratic operation of our solvent recovery system in 2006 we had to send out for recycling (fuel blending) 13,695 lbs of used blanket wash that would normally have been recovered and re-introduced into our manufacturing process. If not for this occurrence the total volume of spent solvent in 2006 would have decreased by 47.4%. The defective unit was modified in 2006 and we anticipate significantly reduced numbers for 2007.*



## **Communications and Education**

Our Objectives: To continue to communicate our environmental commitment to each of our constituent groups ensuring that our employees, customers, suppliers and the community are aware of the importance of their efforts in continually improving our performance.

Our Results: During 2006, Sandy Alexander communicated formally with its constituents through a significant increase in press releases, through a company newsletter and through its website. In addition, we communicated informally with our stakeholders through face-to-face and electronic means. During 2006, we also conducted a first-ever education program on environmental awareness and sustainability for all of our Clifton, NJ employees.

Our plans for 2007 include continuation of our formal communications programs, an education program for all St. Petersburg, FL employees, and developing a training video to be viewed by all new hires. Sandy also plans to incorporate this first-ever corporate environmental responsibility report into its web site as well as making it widely available in printed form.

## **III. In Conclusion**

Throughout this report we have noted a number of accomplishments that demonstrate Sandy Alexander's commitment and ongoing efforts toward greater environmental responsibility:

- Participant in EPA WasteWise program since 2002
- ISO 14001 Certified since 2002
- FSC Certified (SW-COC-1576) by the SmartWood Program of Rainforest Alliance since 2005
- Green-E Certified in 2006
- Largest purchasers of renewable energy in our business sector per the EPA's Green Power Partnership in 2006
- State of New Jersey Clean Power Purchaser of the Year 2006
- Partner in EPA Climate Leaders Program
- Member of AIGA Sustainability Committee
- Member of the City of Clifton, NJ Hazardous Materials Control Board
- Members at large of The Nature Conservancy for the benefit of all Sandy Alexander employees and families

As we continue the efforts formally initiated in 2005, Sandy Alexander is expanding its understanding of the serious environmental issues we in the printing industry face every business day. We also are beginning to realize the extent to which mobilizing efforts around these issues and their resolution energizes our employees, their families and all our stakeholders.

As we move forward, we must be aware that the path we have chosen is not an easy one. Some of the opportunities for action that we see represent serious operational challenges. For example, setting a goal of zero waste to landfill may or may not be feasible. However, working toward that goal is certainly a path we intend to travel.

We must also be conscious that the changes we implement must deliver benefits to our company and to our constituency. Measuring the benefits to our stakeholders of our changes in behavior and practice is critical and it is difficult. Some benefits are tangible, others not. Over time, we hope to use our experience to develop metrics that will facilitate a better, realistic assessment of the benefits delivered through our sustainability programs to our wide range of stakeholders.

Sandy Alexander is committed to continuous movement on the journey toward greater environmental responsibility. We are pleased to report on our progress, one measured step at a time.