

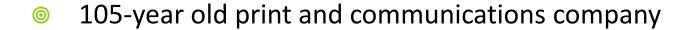


MANUFACTURING RESPONSIBLY

Ward Griffin, CEO The Lowe-Martin Group



THE LOWE-MARTIN GROUP

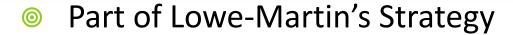


- One of the largest privately owned in Canada
- Magazines, Stamps, product marketing, direct mail, point of purchase
- Recognized as one of the most environmentally progressive printing companies 6 years in a row (Canadian Printing Awards)
- Printing Industry is shrinking by 1%-3% yearly





ENVIRONMENTAL SUSTAINABILITY AND STRATEGY



- Considered during all business planning
- Considered with our need to be profitable
- Never a step back, always a step forward (some years large, some years small)
- Printing and Paper industries have become more environmentally responsible





THE PRICE OF PRECIOUS THE MINERALS IN OUR ELECTRONIC DEVICES HAVE BANKROLLED UNSPEAKABLE VIOLENCE IN THE CONGO. (NATIONAL GEOGRAPHIC, OCTOBER 2013)







SUPPLY CHAIN ENVIRONMENTAL CHALLENGES



- Chemicals: solvents, developers, Inks
 - Environmental Choice Program (EcoLogo)
 - Vegetable based inks, mix on site

Non-Paper Supply Chain

- Buy environmentally friendly supplies/equipment
- Include in Specifications

Energy Consumption

- Zero emission power (Bullfrog Power)
- Reduction partnered with Hydro Ottawa (350 000 kWhs savings)
- water cooling equipment versus venting hot air





CORPORATE ENVIRONMENTAL CHALLENGES

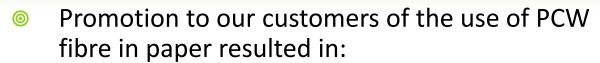


- Priorities are climate change, sustainable forestry, resource management and waste management
- First "Carbon Neutral" printer in Ontario
 - Work with Pembina Institute and Carbonzero
 - Scope 1, 2 and 3
- Internal Green Team (Employee Involvement)
- Sustainable Buildings





ADVOCACY



- 21,626 trees preserved
- 38,266,697 litres of water no consumer
- 306,950 kg solid waste not generated
- 845 tonnes of CO2e green house gases prevented
- 9,714,000,000 BTUs energy not consumed

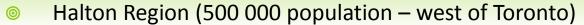
Industry Leadership

- Multiple speaking events
- Hosted environmental awareness events in Toronto, Ottawa, New York and the Maritimes
- 15 new printers using Bullfrog power since we started
- Almost all printers in Ottawa are EcoLogo certified
- Winner of the Leadership in Sustainability Manufacturing (Partners in Project Green)





CASE STUDY: REGION OF HALTON WASTE MANAGEMENT CALENDAR



- Recovers paper/other recyclables at curb
- Educate public

Lowe-Martin

- Assisted in re-design reduced paper by 20%
- 100% PCW/FSC paper produced using biogas
- Green electricity for production
- Offset paper manufacturing, print production and Delivery
- 100% of waste paper from manufacturing is recycled

© Cascades (paper recycler/manufacturer)

- Collected paper/other recyclables from printers/community
- Manufactures Enviro 100 paper

© Consumer/Halton Region Resident

- Increases recycling of paper and other recyclables
- Better educated





CONSTANT IMPROVEMENT





CONTACT INFORMATION

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