



Advancing Sustainable Chemistry: Chemical Footprint Reduction

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GOJO Industries – Akron, Ohio



Purpose-driven

Family-owned

Private Company

GOJO Sustainable Chemistry and Packaging Policy

Objectives

- Help achieve GOJO and customer sustainability goals
- Promote viable ingredient, material and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

Products that sustain life... made in sustainable ways.™ 

GOJO SUSTAINABLE CHEMISTRY POLICY

STRATEGIC INTENT

GOJO is committed to developing formulations in a responsible, innovative, and proactive manner that minimizes potential health and environmental impacts. GOJO Sustainable Chemistry is about strategic asset balancing, and fully considers the following objectives:

- Help achieve GOJO and customer sustainability goals
- Promote viable ingredient and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

GOJO SUSTAINABLE PACKAGING AND SYSTEMS POLICY

STRATEGIC INTENT

GOJO is committed to design packaging and delivery systems in a responsible, innovative, and proactive manner that minimizes potential health and environmental impacts, and fully considers the following objectives:

- Help achieve GOJO and customer sustainability goals
- Promote viable material and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

By creating sustainable value through product formulation, packaging and systems design, GOJO will advance corporate sustainability goals and drive competitive advantage with high performing, safe, and sustainable solutions

GUIDING PRINCIPLES | Decisions and actions will be guided by the following set of principles:

GOJO Sustainable Value Principles:

- We evaluate opportunities to enhance Sustainable Value on a case by case basis, with a global lens
- We optimize social, environmental and economic sustainability
- We uncover and seize the opportunities hidden within a complex and evolving landscape
- We strive to move beyond short-term risk and cost mitigation to long-term opportunity creation
- We evaluate short and long-term reputational implications of our decisions
- We innovate products with market-facing sustainable value, advocating for both evolutionary and revolutionary solutions
- We employ whole systems thinking in all of our work, acknowledging the full life cycle of our products and processes

FUNDAMENTAL APPROACHES | We will take the following approaches to advance our goals, targeting improvements relative to existing solutions.

Lead	Use sound scientific based evidence to lead with whole product safety.	Lead	Demonstrate leadership in areas of the design, innovation, use, end-of-life, and closing of materials loops.
Protect Health & Safety	Avoid ingredients and processes known to be harmful to humans and the environment and utilize safer alternatives where possible.	Protect Health & Safety	Avoid materials and processes known to be harmful to humans and the environment.
Measure	Balance life cycle approach and metrics with whole product safety to guide decisions and identify continuous improvement opportunities.	Measure	Use life cycle thinking and LCA based metrics to guide decisions and identify continuous improvement opportunities.
Preserve	Strive to preserve finite resources with more sustainably sourced ingredients.	Reduce	Through design, innovation, and optimization, use the minimum required amount and number of materials to meet or exceed performance and customer requirements.
Collaborate	Collaborate with stakeholders to co-develop product User Requirement Specifications and drive continuous improvement in our ingredients.	Reuse	Maximize the use of post consumer/industrial materials and design packaging and systems for ease of disassembly, re-use, and recyclability.
Elevate the Portfolio	Manage product lifecycles to discontinue the old and introduce the new.	Remove	Eliminate non-value added components and manufacturing processes and steps.

GOJO Sustainable Value Formulation Innovations will:

- Encourage and promote healthy, sustainable behaviors
- Adhere to GOJO Procurement standards by using ingredients purchased from socially responsible suppliers
- Use ingredients that are cost effective, that never compromise quality and performance standards to improve sustainability
- Disclose ingredient information in a way that allows health and environmental impacts to be assessed

GOJO Sustainable Value Packaging and Systems Innovations will:

- Encourage and promote healthy, sustainable behaviors
- Adhere to GOJO Procurement standards by using materials purchased from socially responsible suppliers
- Use materials that are cost effective, that never compromise quality and performance standards to improve sustainability
- Minimize or eliminate waste by designing with the product's end of life in mind

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GOJO 2020 Sustainable Value Strategies and Goals

5 Year Strategy	Goals
<p data-bbox="65 337 440 425">Innovate to Create Sustainable Value</p> 	<ul data-bbox="510 337 1875 596" style="list-style-type: none"> • Double global sales from products with 3rd party certifications • Establish and maintain an industry-leading sustainable chemistry policy, including <u>reducing our Chemical Footprint by 50%</u> • Source reduce packaging material by 15%
<p data-bbox="34 624 469 715">Elevate Public Health & Well-Being</p> 	<ul data-bbox="510 624 1875 772" style="list-style-type: none"> • BHAG: Bring Well-Being to One Billion People Every Day • Be the most recognized advocate for well-being through hygiene in our industry
<p data-bbox="59 881 446 972">Steward a Thriving Environment</p> 	<ul data-bbox="510 881 1846 1140" style="list-style-type: none"> • Recover and reuse or recycle 50% of dispenser materials from the value chain • 90% of GOJO Strategic, Preferred and Collaborative suppliers meet GOJO Sustainable Value Responsible Sourcing Criteria • GOJO distribution operations powered by renewable energy
<p data-bbox="59 1169 446 1260">Foster a Culture of Sustainable Value</p> 	<ul data-bbox="510 1169 1846 1318" style="list-style-type: none"> • Core processes are infused with SWOWSM to create Sustainable Value • All employees are engaged in SWOWSM

Cross-Functional Collaboration

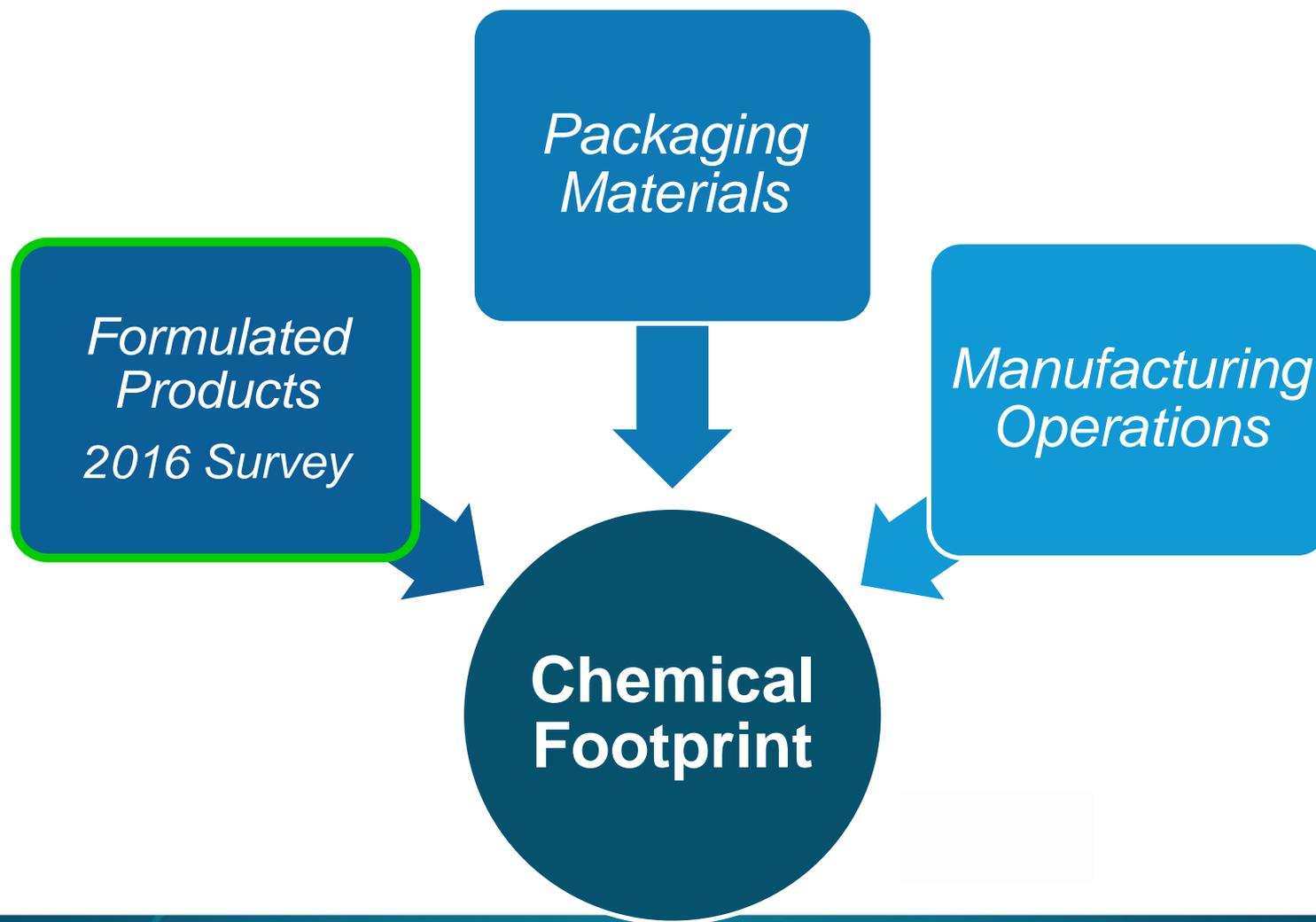


Chemical Footprint Defined

The CFP Survey 2016 Guidance

- **Chemical Footprint:** The total mass of chemicals of high concern (CoHCs) in products sold by a company, used in its manufacturing operations and by its suppliers, and contained in packaging.
- For 2016, the Chemical Footprint Project asks participating companies to calculate either 1) the total mass or 2) count of chemicals of high concern (CoHCs) in the products they sell.

Elements of Chemical Footprint



Types of Products

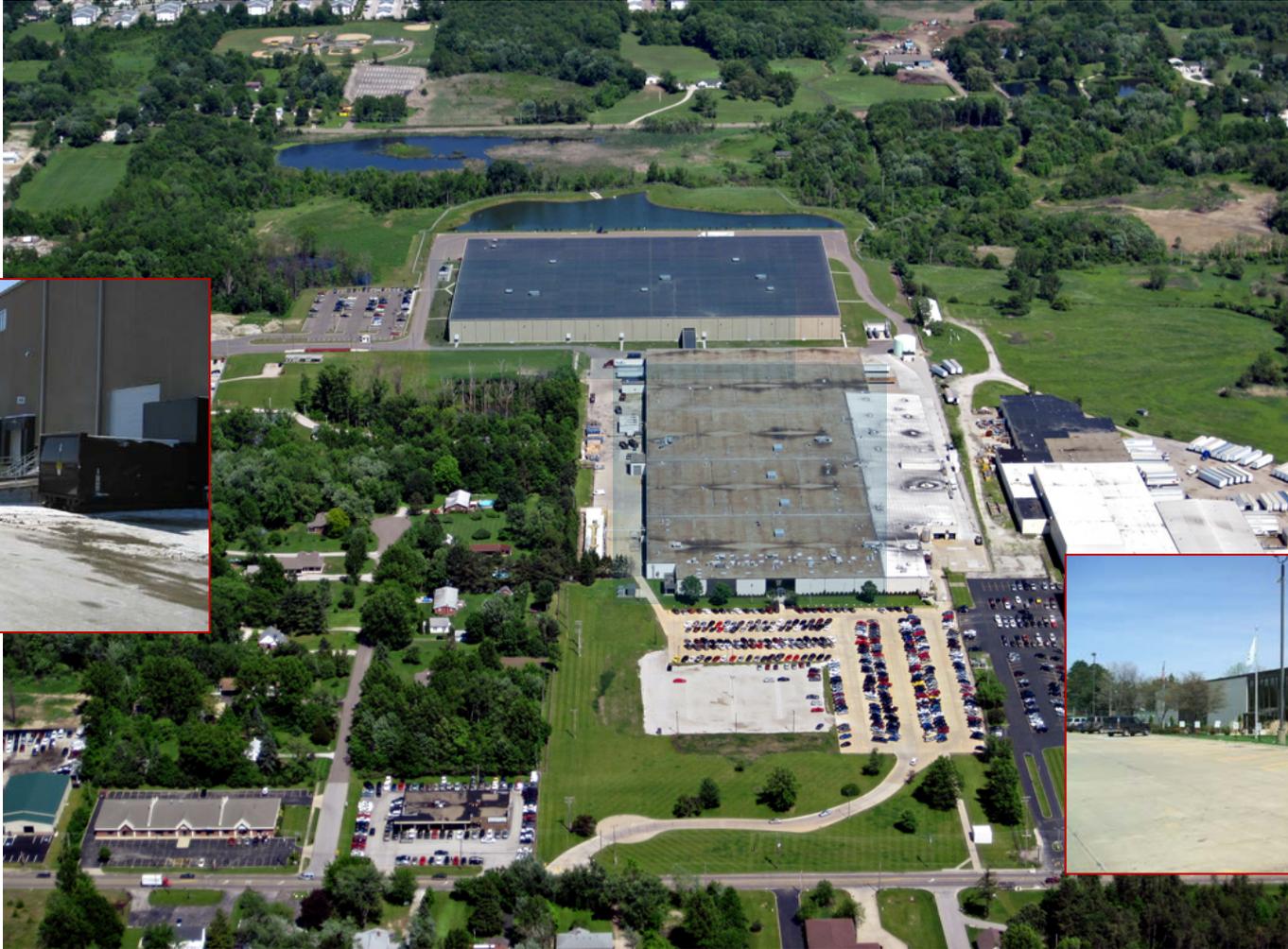
- GOJO develops industry-leading hand hygiene solutions, including **hand sanitizers, hand soaps and hand sanitizing wipes**, as well as **skin lotions and innovative dispensing and electronic hand hygiene compliance monitoring systems**.
- GOJO continues to expand our presence around the world with sales in more than 83 countries across North America, Latin America, Europe, Asia and Australia.

U.S. Manufacturing Operations

- Lippman Campus, Cuyahoga Falls, Ohio
- Contract Manufacturing Sites
- Wooster Campus, Wooster, Ohio
 - Renovated a vacated industrial facility, looking through the lens of sustainability and efficiency.

GOJO Lippman Campus

Cuyahoga Falls, OH



Steps to Define Baseline Chemical Footprint

Identify CoHCs

- Determined which Chemicals of High Concern are present in raw materials and at what concentrations.

Where Used

- Identified the specific products that contain these raw materials and at what concentrations.
- Determined how many pounds of these products were manufactured at Lippman Campus in 2015.

Mass of CoHCs

- Calculated the mass of CoHCs:
- Summed the mass of CoHCs for all Parts in a product times the Sales of that product for all Products.

Learnings

- Ensure organizational alignment
 - Terminology
 - Metrics
- Establish internal guidance for teams
 - Simple Rules
 - Internal communications
 - Eschew grandiloquent language
- Need for increased transparency and data sharing across the supply chain