Advancing Sustainable Chemistry: Chemical Footprint Reduction

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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

GOJO Sustainable Chemistry and Packaging 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

GUIDING PRINCIPLES

Decisions and actions will be guided by the following principles:

- We evaluate an ingredient, material, or process on a case-by-case basis without a global lens.
- We incorporate a regulatory approach to address localized and economic sustainability.
- We discover and seize the opportunities hidden within a complex web of relationships.
- We strive to move beyond short-term risk and cost mitigation to long-term opportunity creation.

FUNDAMENTAL APPROACHES

We will take the following approaches to advance our goals, targeting improvements relative to existing solutions:

1. Improve Health & Safety
   - Use sustainable raw materials to limit exposure to sick-building syndrome.
   - Apply information and new technology to reduce unnecessary physical exposure to potential hazards and identify continuous improvement opportunities.
2. Reduce
   - HPO a process to reduce resource consumption and cost.
   - Collaborate with suppliers to identify and pursue GOJO Sustainable Product Innovations.
   - Collect the Facts
     - Manage product impact to determine the cost and measure the benefits.

GOJO Sustainable Chemistry and Packaging Policy

FUNDAMENTAL APPROACHES

- Encourage and promote healthy, sustainable behaviors
- Adhere to GOJO procurement standards by using materials purchased from socially responsible suppliers
- Use ingredients that are cost-effective, but that meet company-established 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 Formulation Innovations will:

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GOJO Sustainable Packaging Policy

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## GOJO 2020 Sustainable Value Strategies and Goals

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<th>5 Year Strategy</th>
<th>Goals</th>
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| **Innovate to Create Sustainable Value** | • Double global sales from products with 3rd party certifications  
• **Establish and maintain an industry-leading sustainable chemistry policy, including reducing our Chemical Footprint by 50%**  
• Source reduce packaging material by 15%                                                                                   |
| **Elevate Public Health & Well-Being**   | • BHAG: Bring Well-Being to One Billion People Every Day  
• Be the most recognized advocate for well-being through hygiene in our industry                                                   |
| **Steward a Thriving Environment**       | • 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                                                                      |
| **Foster a Culture of Sustainable Value** | • Core processes are infused with SWOW\(^\text{SM}\) to create Sustainable Value  
• All employees are engaged in SWOW\(^\text{SM}\)   |

\(^{SM}\) denotes a trademark of GOJO Industries, Inc.
Cross-Functional Collaboration

- Product Development
- R&D Microbiology
- Product Safety and Sustainability
- Supply Chain
- Regulatory Affairs
Chemical Footprint Defined
The CFP Survey 2016 Guidance

- Chemical Footprint: The total mass of chemicals of high concern (CoHHCs) 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 (CoHHCs) in the products they sell.
Elements of Chemical Footprint

- Formulated Products 2016 Survey
- Packaging Materials
- Manufacturing Operations

Chemical Footprint
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 CoCHs:
  - 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