



The Connection™
April 12th, 2007

It's about time! Five

Conservation

Well this is the last chapter of our basic discussion on Environmental Sustainability and I hope it has offered some effective ideas for improvement. Our last area is actually where our corporation began in the 1960's...conservation.

There are more conservation goals than we can discuss in this format, but I will just cover my favorites: water and energy.

Water As usual Hunter Lovins knows how to get a point across effectively and quickly. Last year we had the honor of discussing many issues with Hunter and when it came to water her comment was: "Whiskey is for drinking but water is for fighting over." In earlier generations access to fresh water was a major challenge. Today unfortunately we are wasting this precious resource and as Hunter says, the whole world may soon be fighting over it. Here is the link to our [conversation](#) on the subject.

Our industry uses a lot of water as a critical part of the cleaning process and much of it is wasted. At a PortionPac Division Manager's meeting last year I asked how much water you think we helped your accounts save by helping prevent unnecessary and incorrect misuse. When we did the math it was amazing...the estimate totaled hundreds of millions of gallons.

In our SFSPac School Food Service Program we work with Food Service Directors to standardize the number of sink solution changes. Our goal is improved Sanitation but on an average they reduce one solution change a day. That is one sink for detergent and one for sanitizer every school day. So if you multiply 18 gallons x 2 (sinks) x 180 days (school in session) x 9,000 schools they came up with over 58 million gallons of water saved each school year. And this was a "small" item in the list they put on the board. There are so many ways that we can prevent misuse and overuse of water. Imagine if our entire industry all got behind the goal of water conservation.

Energy The second subject is energy. Here again our industry has been careless. Much of PortionPac's savings come from the use of concentrated formulations. Not everything can be shipped in a concentrated form but for decades our industry's main ingredient was water which was why manufacturing plants were located in places (like around the Great Lakes) where water was inexpensive. But packaging, shipping, storing, handling and distributing formulations that are mostly water is an enormous waste of energy. In many instances a 50 pound case of PortionPac replaced a 500 pound drum of those products that were already 90% water.

We are proud of our leadership in converting the industry to more and higher concentrates. Of course there are still a lot of regular concentrates, ready to use and aerosol formulations but they are changing. The advantages are just too great for the formulator, distributor and user. For example our ScrubPac2 All Purpose Cleaner has an ounce of concentrate that replaces a 32 ounce quart of ready to use cleaner. This does not take creative chemistry, just package the concentrate and let the Janitor add the water when and where the product is to be used.

Not all portion control products can be concentrated. Some portion control pacs (like cream or sugar, as an example) contain the same volume --the same amount of actual product -- as would be used if the product were correctly poured from a bulk container. But just imagine the sustainability benefits that accrue when concentrates (like PortionPac) are shipped, stored and distributed instead of a product that already contains most or all of the water. If we take the 1 to 20 dilution ratio mentioned in an earlier Connection, a two ounce pac of ScrubPac4 makes a four-gallon bucket of accurately-diluted cleaner...as opposed to a 1 to 20 dilution that requires 25.6 ounces--over 12 times more volume, 12 times the shipping and handling, 12 times the storage space, 12 times the disposal cost etc., etc., etc.

The Carbon Footprint. We try to document all aspects of our program. Here is a link to the [Illinois Institute of Technology](#) with two papers by JohnPaul Kusz, Associate Director and George P. Nassos, PhD, Director, Center for Sustainable Enterprise, Stuart Graduate School of Business. The Carbon Footprint: A Life Cycle Overview Approach to Evaluate Product Impact in Development is a detailed study of the packaging and energy savings involved with high concentrates in metering machines, portion control and ready to use products. The papers were presented by the Professors at Seminars in Texas and Greece... When you finish reviewing the papers I think you will agree that our industry is coming under scrutiny from all areas of society and government.

Now it is that time again. This one is a little more subjective, but how effective is your department in the use of water and energy? Put down your estimate on your Conservation score card.

Performance

Safety

Accuracy

Minimization

Conservation _____ (your score on a scale of 1 to 20)

TOTAL SCORE _____

Well the chart is now complete and you can add up your score. We hope you found this review to be interesting and informative for your department's continued success as Environmental Sustainability becomes a prime goal of business and management.

As always we welcome your comments, suggestions and critiques.