

RMC SUSTAINABILITY



Sustainable Solutions for Health,
Productivity and the Environment.



RMC CORPORATE STRATEGIES

Sustainable Solutions for Health, Productivity and the Environment.



Since our founding in 1888, Rochester Midland Corporation has been committed to improving health and indoor environmental quality through our restroom care programs. We have been pioneers in Green Housekeeping with the introduction of our EnviroCare® product line in 1986 and 3rd party certified, biobased, renewable programs through GreenSeal™ and Ecologo™ starting in 2002. We are now pioneering sustainable solutions in all RMC programs to maintain and grow our leadership position in this major global initiative. RMC's new corporate headquarters is designed for LEED® certification.

In order for anything to be considered sustainable, it must have a positive impact on the environment (Planet), improve individual quality of life (People) and be cost effective (Profit). To achieve sustainability we will need innovation, leadership and partnership. RMC is positioning itself as a leader in creating sustainable solutions for our company and our customers.

We are working to provide more sustainable solutions in our own operations and we recognize that our sustainability impact reaches well beyond RMC to every person touched by one or more of our programs. Our goal and focus is to provide measurable improved sustainability value to our stakeholders in all three areas of impact - people, planet and profit.

Internally focused Sustainable Programs:

- Environmentally Preferred Purchasing Program initiated with our supplier groups, requiring our suppliers to document their sustainability efforts.
- Working toward a LEED certified operation as we move to our new corporate headquarters.
- Internal use of EnviroCare products and Green Housekeeping in all our programs to improve productivity, health and the office environment.
- Sustainability Certification Program under development in partnership with Rochester Institute of Technology (RIT)

Golisano Institute for Sustainability for certification of selected RMC employees. This certification program will then be expanded and offered to customers adding another valuable service available from RMC.

- Reduction in the amount and concentration of wastewater discharge from our manufacturing plants and offices.
- Increased use of webinars in place of field training meetings, saving energy and travel expenses.
- Improved energy efficiency by upgrades in insulation, windows and HVAC efficiency.

Customer focused Sustainable Programs:

- Creation of globally recognized 3rd party certified green/sustainable products using the Organization for Economic Cooperation and Development (OECD) metrics being developed at RIT.
- Increased focus on development of new products using biobased or renewable ingredients that are safer to use and are effective.
- Continued reduction in packaging and utilization of packaging that is recyclable.
- Use of recycled materials in both packaging and non-chemical products.
- Use of super concentrates and dry products thereby reducing package size and freight.



How does Rochester Midland Corporation address the three levels of sustainability? We are a cleaning company at our core and we provide clean, sanitized or disinfected environments for our customers, their employees and their customers. In order to ensure that our programs provide the needed level of safety and health, we make major efforts to maximize the efficiency and effectiveness of our programs using the tenets of Reduce, Recycle and Reuse for our product design, packaging, testing and control. We provide training and, in some programs, certification, for each person using our programs to make sure that the customer gets the maximum efficiency and effectiveness from the programs and products. We are working with our customers to help them understand the impact certain changes can have on their own sustainability. The following illustration provides a general summary of the overall ways that RMC provides sustainable solutions for our customers every day.



People

- Training
- Automation
- Risk management
- Testing

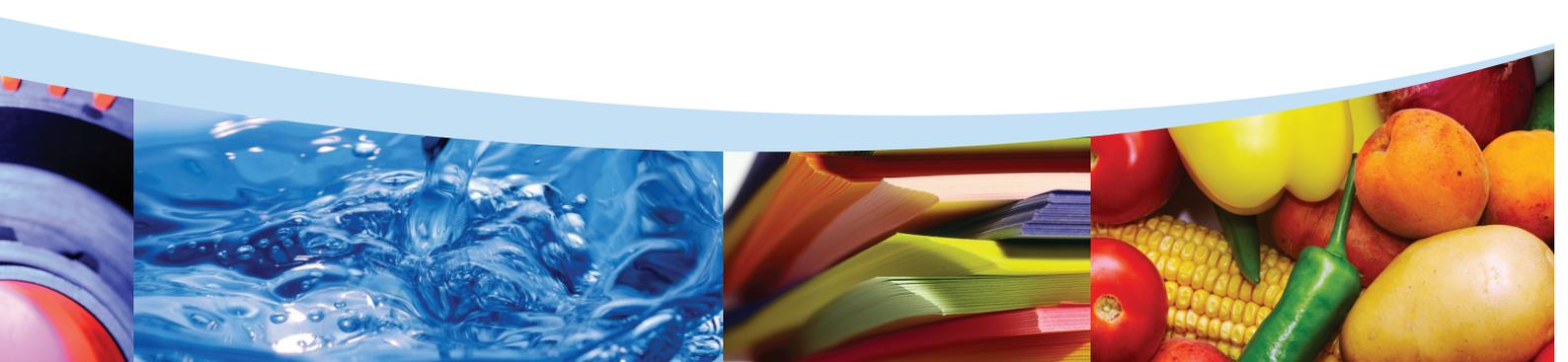
Planet

- Energy savings
- Source reduction & recycling
- Lower discharge
- Water conservation
- Biobased, renewable chemistry

Profit

- Portion control
- Energy savings
- Water savings
- Asset protection

We believe that sustainability is the way of the future – for ourselves, our families, our communities and for our customers.



SUSTAINABILITY FAQs

Q What is “Sustainability”?

A Sustainability is a broad set of standards utilizing the benchmarks and standards for “Green” as part of the environmental leg of the program but to be Sustainable, a program must be green, financially viable and add social value for the user and the community.

Q How is Sustainability different from green programs?

A The focus is not on a “creation to land-fill” approach like the Green programs but on a “creation to reinvention” approach so that the waste generated is minimal to non-existent.

Q What is an example of a green program that is really not sustainable?

A Measured against green standards, hybrid and hydrogen fuel cell cars are great, but when measured against sustainability standards, they fail miserably. The large batteries require replacing every 5 years and are limited in their ability to be recycled. The hydrogen cell contains many exotic and toxic metals that cannot be reclaimed and must be disposed of as a hazardous waste about every 5 years.

Q How is Rochester Midland using sustainable practices?

A We are using third party certified products in our facilities to improve health of the employees doing the cleaning and those working in the cleaned areas. We have recycle programs active in all facilities so that we re-use as much as possible. The quality of our wastewater discharge has been improved and the quantity of wastewater has been reduced in all plants. The addition of energy saving windows and a more efficient boiler and air conditioning systems at the Rochester facility have also reduced our carbon footprint.

Q How can Rochester Midland programs improve our customers’ sustainability?

A The InTec, Water Energy, Sanor and Food Safety product lines all work to improve our customers’ sustainability. When feasible, we are having more of our products certified by a third party in our continuing effort to have more of our chemistry certified “green”. In addition, each of the product lines are improving the economics and reducing environmental impact of all our programs by working with our customers to identify return

on investment or joint process improvement approaches that include such things as heat transfer efficiency, reduced water use, and improved wastewater treatment efficiency to name a few.

Q How do I measure value?

A Each one of the legs on the sustainability stool can be quantified in terms of money, either helping to make more money or to save money. The intermediate measures are saved labor, saved water, saved heat, improved productivity, and less absenteeism.

Q What are some specific examples of sustainable programs provided by RMC?

A RMC and a major midwest hospital partnered to create a sustainable facility HVAC operations program. Through training and automation, they reduced employee chemical exposure and improved safety—no lost time accidents, reduced chemical usage, and reduced chemical discharge to sewer. The program used less water and fuel. Estimated savings = \$151,000 year. Less product usage, cleaner heat transfer surface, more efficient use of resources and has benefits to labor, environment and to production. People - Planet - Profit.



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