



“How the Economics of Recycling in the Southeast have influenced the way Sonoco does business”

Sonoco's Focus on Corporate Responsibility and Sustainability

- 112-year commitment to Corporate Responsibility
- Global Consumer and Industrial Packaging
- \$4 billion in annual sales
- 16,500 employees:
312 plants in 35 countries
- Member of the Dow Jones Sustainability Index (DJSI), one of only 3 packaging companies
- Ranked as one of the 100 greenest large companies in the United States in *Newsweek's* inaugural Green Rankings
- Named one of the packaging industry's most admired companies by *Fortune* magazine
- Ranked #27 on *Corporate Responsibility Officer (CRO)* magazine's 100 Best Corporate Citizens for 2009 list
- Included in KLD's Domini 400 Social Index (*Have positive Environmental, Social, and Governance Characteristics*) for 16th consecutive year
- Ranked #511 on the *Fortune 1000* 2011 list of America's top companies



Sonoco Products Company

Global Consumer
Packaging Services

Global Industrial
Products Group

Sonoco is a vertically integrated global manufacturer of uncoated recycled paperboard and the world's largest producer of tubes and cores.



- Packaging Services
- Rigid Paper & Closures
- Flexible Packaging
- Global Plastics



- North America: Converted Products, Industrial Carriers, Protective Packaging, Primary Materials Group - Sonoco Recycling / S3/ Paper & Adhesives
- Europe: Industrial Products Paper/Recycling
- Asia: Industrial Products
- South America: Industrial Products Paper/Recycling



Sonoco's Commitment to Recycling

- 1974 - Stand-alone recycling division of end user
 - *unique for a consumer packaging company*
- True cradle-to-cradle capabilities
- 15,000 recycling relationships with major retailers, manufacturers and municipalities
- Recycles 3.5 million tons annually
- Supplier of recycled materials to our corporate mills, and others, to make consumer & industrial packaging
- Integrated user of paper and plastics to manufacture packaging with recycled content
- 48 processing facilities throughout the world
 - 30 facilities within the USA
 - 20 facilities in the Southeast
 - 3 full-scale single stream MRF's
 - Raleigh, NC
 - Columbia, SC
 - Charlotte, NC



SONOCO
RECYCLING^{INC.}

S3SM
SONOCO
Sustainability
Solutions^{LLC}

A Total Solutions Provider

SERVICES

- Full-scale reclamation audits
- Waste stream evaluations
 - Traditional waste streams
 - Food & Beverage
 - Un-saleable materials
 - Other organic & nutritional waste streams
- Equipment specification and management
- Removal of waste materials
- Destruction of branded and data materials
- Transportation and selling of those materials
- Automated web-reporting and tracking

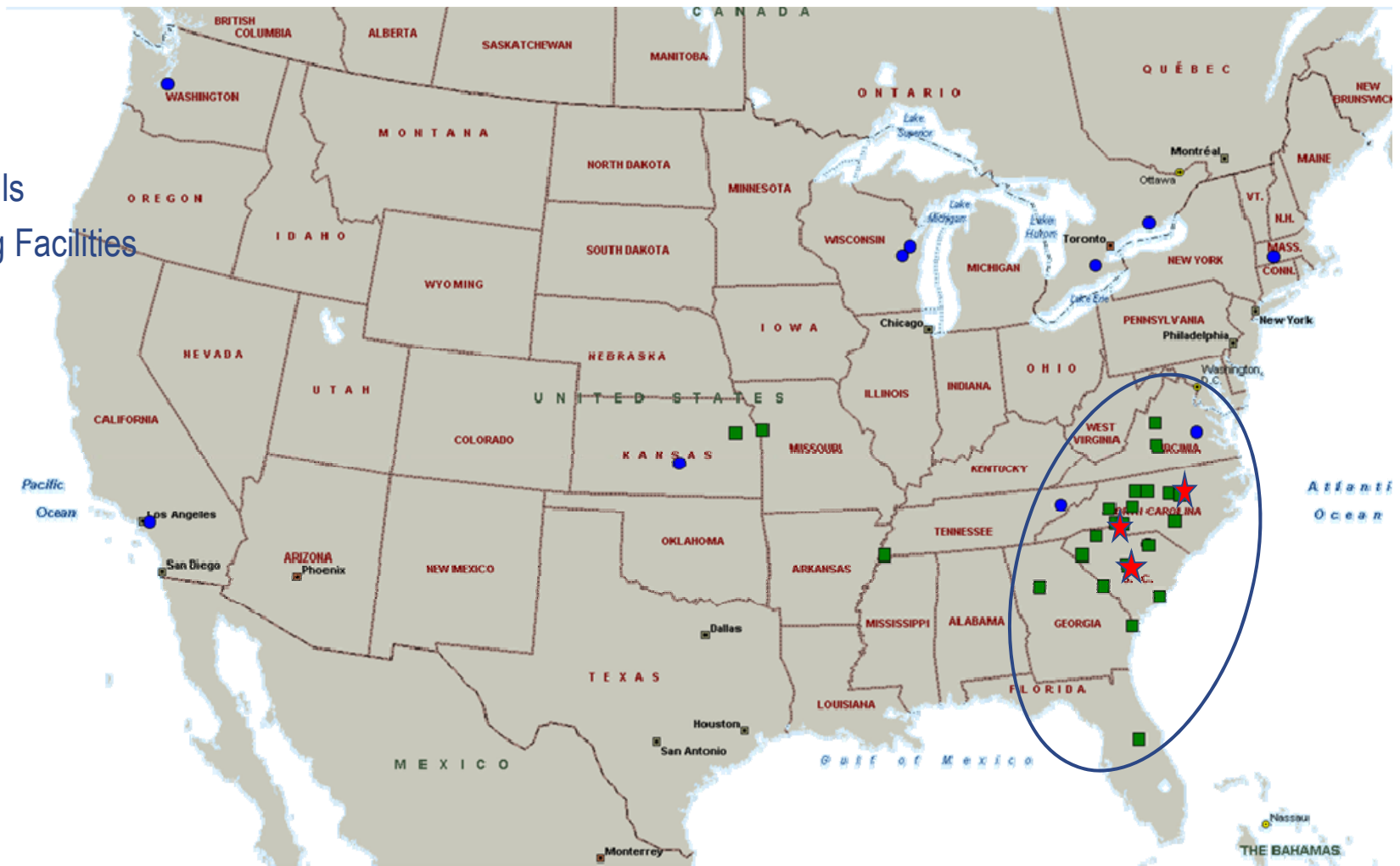
PROGRAMS

- Residential (MRF)
- Commercial & Retail
- Industrial & Manufacturing
- National Chain Accounts
- Government
- Mill & Other Processors
- Landfill Recovery Solutions
- Consultation Services: S3, Inc.



Where Are We Located in the US?

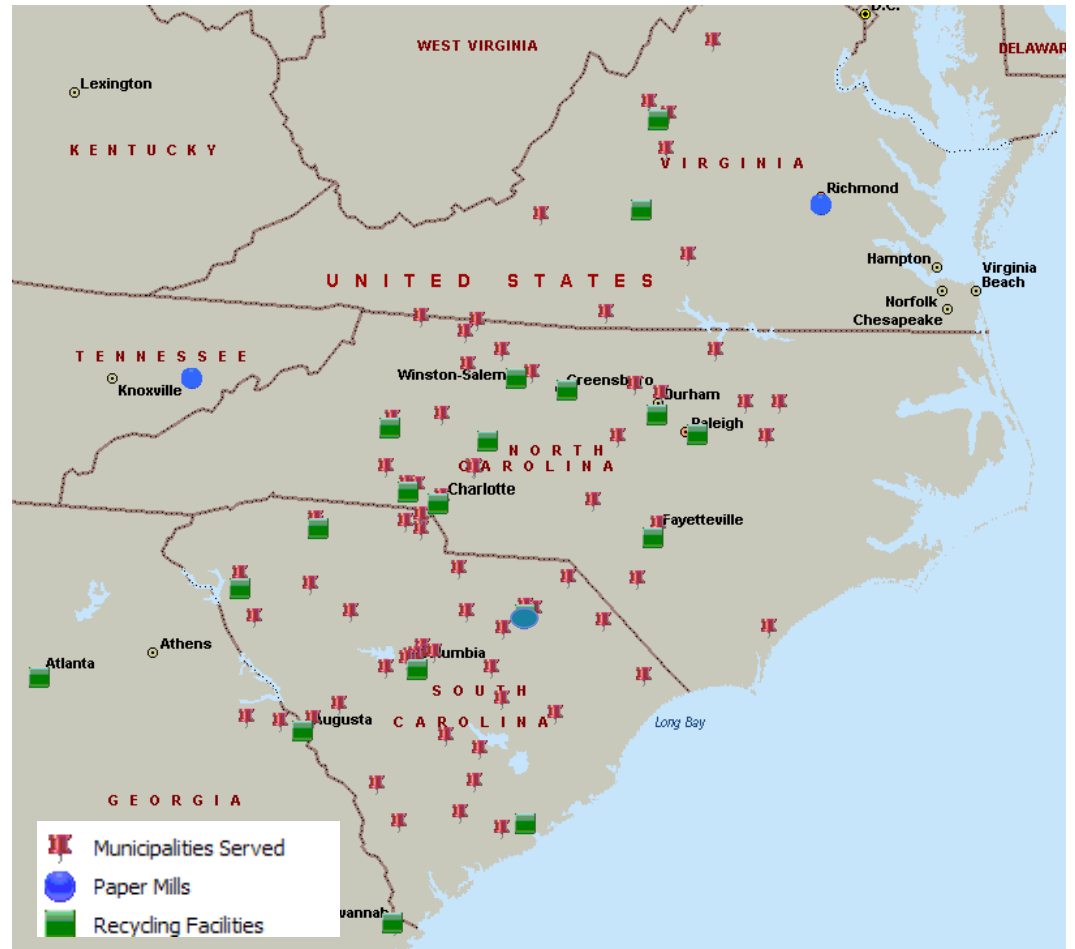
- 10 Paper Mills
- 22 Recycling Facilities
- ★ 3 MRFs



- 14 resources across the US dedicated to finding alternative waste solutions.
- Including one dedicated to finding solutions for hard-to-recycle materials

Snapshot of Sonoco Recycling in the Carolinas

- 71 municipalities served in the Southeast – and growing.
- Sonoco Recycling employs over 200 people in South Carolina with annual wages of \$6 million.
- In 2010 Sonoco Recycling's NC and SC facilities processed over 60% of the total material the company recovered in the United States.
- The fiber collected in the southeast serves to furnish our paper mills in Hartsville, SC, Richmond, VA, and Newport, TN with raw material for operations. 90% of production uses recovered fiber.





Sonoco's Commitment to Recycling in the Southeast

■ Economic Impact:

- \$20 million spent in last 6 years on MRF upgrades in Columbia and Raleigh and New MRF built in Charlotte

■ Jobs Impact:

- Building Manufacturing and Construction
- Equipment Manufacturing and Installation
- 100 new employees

■ Raw Material Impact:

■ Internal

- Fiber – Industrial and Consumer Containers
- HDPE – Baker Reels – Wire Carriers
- PET – Sonoco Associated Packaging Technology

■ External

- Fiber – Southeast Mills
- Containers – Southeast end users



Recycling: Smart Business for South Carolina

- SC Dept of Commerce recently released a study on the economic impact on the recycling industry in SC.
- Recycling industry provides:
 - 37,440 jobs
 - SC homes recycling only 6% of their potential
 - If we increase landfill diversion from current 13% to 60% it would create an additional 7K jobs
 - \$1.5 B in personal income impact
 - \$6.5B in economic impact
 - \$69MM state tax revenue
 - Projected 12% annual growth in next 5 years
- Estimated total economic impact in 5 years = OVER \$11B



Helping to Increase the Population Served

- Partnering with Municipalities to increase Participation
 - Awareness / Education
 - Positive / Negative incentives
 - PSA's
 - Public Events (E-Waste Recycling, Paper Shredding)
 - Visual Communication / Bin Stickers
 - Increasing Materials Accepted



■ Partnering with Gov't Agencies

- SC: DHEC, SC Department of Parks & Recreation, Palmetto Pride, SCDOT and Sonoco Recycling for "Recycling on the Go" programs in State Parks ("Recycling at the Park") & Visitors Centers
- NC: Partnership w/ the NC Division of Pollution & Prevention



Education is Key to Our Success

- Provides recycling education specialist for community outreach who interfaces with about 10,000 people per year.
- Tour opportunities for local schools, colleges, community groups, business teams
- Monthly workshops for area teachers
- Coordination of:
 - Free recycling service for 7 local school districts
 - SC Green Step Schools Program (www.greenstepschools.com)
 - Recycling/recycling education events in the greater Columbia area
 - Free office paper recycling program for Columbia area businesses
- Participation in local, state and regional recycling networking organizations

