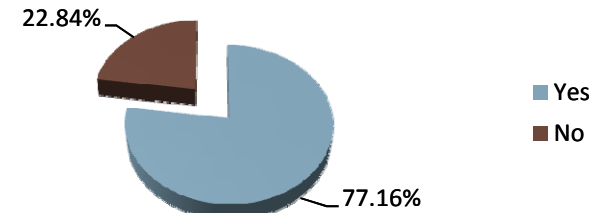
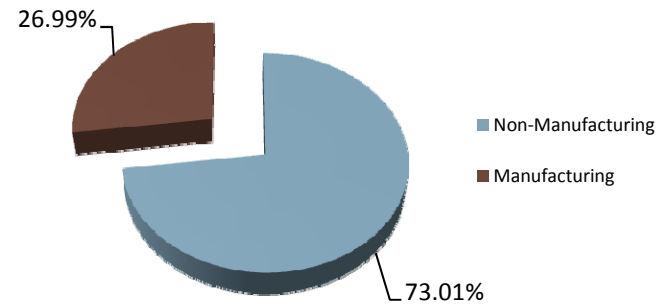


A.	Sales (in dollars):		
Average	\$3,283,064,078		
Median	\$99,801,140		
Range	\$1,037,700	to	\$156,783,000,000
<i>Organizational Structure</i>			
B.	Percent of organizations reporting for the entire company, including all business operations:		
Yes	<u>77.16%</u>	 <p style="font-size: small; margin: 0;"> ■ Yes ■ No </p>	
No	<u>22.84%</u>		

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C. Number of reporting organizations that are:

Manufacturing	88
Non-Manufacturing	238
Total Number of Participants	326

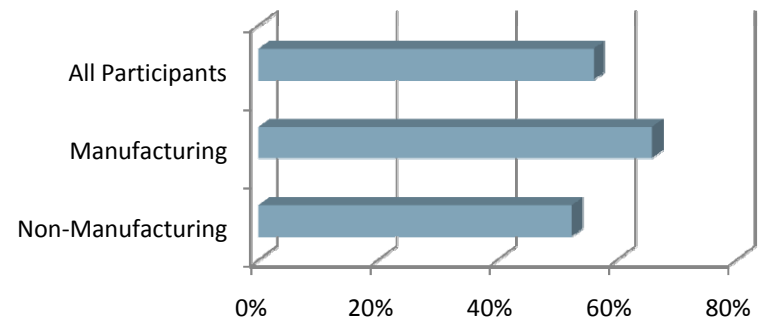


If the reporting organization was Manufacturing:

Percent of manufacturing that is domestic:	79.65%
Average number of domestic manufacturing locations with less than 500 employees	8.11

D. Percent of organizations that elected to share individual company survey data with their respective Alliance member(s):

All Participants	56.13%
Manufacturing	65.91%
Non-Manufacturing	52.52%



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<i>Policy & Environmental Management</i>					
1	Percent of organizations that are required to adhere to an established policy on environmental management	322	46.89%	68.18%	38.89%
	If Yes : Percent of organizations that post this policy on a public website	147	34.01%	51.72%	22.47%
	If No : Percent of organizations that plan to establish a policy on environmental management within the next 12 months	156	33.33%	25.00%	35.16%
2	Percent of organizations that have an environmental management system (EMS) in place	313	37.70%	65.88%	27.19%
	If Yes : Percent ISO 14001 certified	116	34.48%	51.79%	18.33%
	If Not Certified : Percent ISO 14001 conformant	62	38.71%	41.67%	36.84%
3	Percent of organizations that report environmental performance results externally (e.g., website, publish a sustainability/environmental report, included in an annual report or other published document)	310	20.32%	39.29%	13.27%
	If Yes : Percent of organizations that post this policy on a public website	62	74.19%	71.88%	76.67%
4	Percent of organizations that measure their environmental compliance performance (e.g., Notices of Violation, Permit Non-compliances, Reportable Spills and Significant Monetary Fines/Penalties)	310	50.65%	69.51%	43.86%
	If Yes : Percent of organizations that report performance results to senior management and/or the Board of Directors	155	96.77%	98.21%	95.96%
	If Yes : Percent of organizations that publicly report their compliance performance results	151	21.19%	24.07%	19.59%
5	Percent of organizations that engage their suppliers on environmental performance standards (e.g., purchasing requirements, education and training, other)	308	40.58%	48.81%	37.50%

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<i>See page 2, section C. for survey population demographics</i>		Total Supplier Responses	All Participants	Manufacturing	Non-Manufacturing
Greenhouse Gas (GHG) Emissions					
6	Percent of organizations that measure GHG emissions	314	23.25%	43.37%	16.02%
	If No : Percent of organizations that plan to measure GHG emissions within the next 12 months	229	10.04%	17.39%	8.20%
	If Yes : Percent of organizations that are able to provide a breakdown of direct and indirect emissions as defined by the WRI/WBCSD GHG Protocol Scope 1, 2 and 3 emissions	69	66.67%	84.38%	51.35%
<i>Of those organizations that are able to provide a breakdown of direct and indirect emissions as defined by the WRI/WBCSD GHG Protocol Scope 1, 2 and 3 emissions:</i>					
7	Percent change in GHG emissions inventory from current year to base year:	<i># of Responses:</i>	31	20	11
	Direct emissions (Scope 1)		-8.67%	-18.80%	9.74%
	Indirect emissions (Scope 2)		-11.63%	-17.35%	0.45%
	Other Indirect emissions (Scope 3)		-11.93%	i.d.	-15.60%
	Total emissions		-16.93%	-20.46%	-9.89%
8	Percent of organization's total emissions that were directly attributed to the use of:	<i># of Responses:</i>	50	27	23
	Electricity		52.80%	64.95%	38.53%
	Non-transportation fuel		12.59%	17.40%	7.14%
	Transportation fuel		25.06%	7.76%	44.60%

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<i>Of those organizations that currently measure GHG emissions or plan to in the next 12 months:</i>					
9	Percent of organizations whose GHG inventory has been verified or audited by a third-party	82	31.71%	43.24%	22.22%
10	Percent of organizations that have established a voluntary commitment to reduce GHG emissions	85	78.82%	76.92%	80.43%
11	Percent of organizations that have a GHG emissions reduction program in place	85	61.18%	66.67%	56.52%
	If No : Percent of organizations that plan on creating a reduction program within the next 12 months	31	70.97%	45.45%	85.00%
12	Percent of organizations that regularly reported their GHG emissions performance to senior management and/or the Board of Directors	84	65.48%	71.05%	60.87%
13	Percent of organizations that publically report GHG emissions	84	48.81%	56.41%	42.22%
	If Yes : Percent of organizations that post GHG emissions on a public website	40	92.50%	95.24%	89.47%
14	Percent of organizations for which new federal regulations mandating the reduction in GHG emissions would present a business risk or business opportunity:				
	Risk:	287			
	Yes		18.82%	23.08%	17.22%
	No		35.54%	39.74%	33.97%
	Unknown		45.64%	37.18%	48.80%
	Opportunity:	288			
	Yes		36.46%	42.31%	34.29%
	No		18.06%	21.79%	16.67%
	Unknown		45.49%	35.90%	49.05%

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<i>See page 2, section C. for survey population demographics</i>		Total Supplier Responses	All Participants	Manufacturing	Non-Manufacturing
15	Percent of organizations that reported reducing GHG emissions by adopting the following measures:	266			
	Energy efficiency improvements		89.10%	97.22%	86.08%
	Process modifications		53.01%	75.00%	44.85%
	Purchase of offsets		8.65%	6.94%	9.28%
	Sequestration		1.13%	2.78%	0.52%
	Use of alternative transportation fuels		22.56%	12.50%	26.29%
	Use of electric vehicles		13.53%	15.28%	12.89%
	Use of renewable energy		23.31%	23.61%	23.20%
<i>Air Emissions</i>					
16	Percent of organizations that are required to report emissions under Toxic Release Inventory (TRI) reporting requirements	315	16.19%	46.99%	5.17%
	If Yes : Percent of organizations that have a plan in place to reduce TRI emissions	48	68.75%	69.44%	66.67%
<i>Energy Consumption</i>					
17	Percent of organizations that reported the following energy consumption information:	247			
	Energy consumption is measured and trended		53.04%	81.08%	41.04%
	A voluntary program to improve energy efficiency is in place		86.64%	90.54%	84.97%
	An energy efficiency goal has been established		27.94%	37.84%	23.70%
	Renewable energy is utilized as part of meeting energy needs		23.89%	25.68%	23.12%
	Progress towards energy efficiency is publicly communicated		22.27%	27.03%	20.23%
	Performed energy audit(s)		36.03%	56.76%	27.17%
18	Percent of organizations that can determine the total annual energy consumption supplied from renewable resources for the most recently completed fiscal year (e.g., solar, wind)	257	16.34%	21.33%	14.29%
	If Yes : Percent of total annual energy consumption supplied from renewable resources	50	12.19%	11.08%	12.71%

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<i>See page 2, section C. for survey population demographics</i>		Total Supplier Responses	All Participants	Manufacturing	Non-Manufacturing
<i>Water Use</i>					
19	Percent of organizations that reported the following water use information:	178			
	Water use is measured and trended		49.44%	81.67%	33.05%
	A voluntary program to improve water use efficiency is in place		84.27%	85.00%	83.90%
	A water use efficiency goal has been established		21.91%	28.33%	18.64%
	Water use is reported to senior management and/or the Board of Directors		28.65%	51.67%	16.95%
	Progress towards water use efficiency is publicly communicated		15.17%	25.00%	10.17%
	Performed water use audit(s)		19.10%	38.33%	9.32%
20	Percent of organizations that can determine the total annual water use that was recycled or reused:				
	Recycled	296	6.42%	11.39%	4.61%
	Percent of annual water use that was recycled	18	16.56%	25.78%	7.33%
	Reused	295	7.80%	15.19%	5.09%
	Percent of annual water use that was reused	21	28.24%	43.82%	11.10%
<i>Waste and Materials Management</i>					
21	Percent of organizations that reported the following non-hazardous waste information:	196			
	Non-hazardous waste generation is measured and trended		38.78%	65.15%	25.38%
	Voluntary commitments to reduce non-hazardous waste generation are in place		82.14%	89.39%	78.46%
	Progress towards reducing non-hazardous waste generation is publicly communicated		27.04%	33.33%	23.85%
	Recycling and/or reuse of non-hazardous waste is utilized as part of meeting waste goals		64.29%	74.24%	59.23%
	Recycling and/or reuse of non-hazardous waste is measured and trended		34.18%	56.06%	23.08%

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<i>See page 2, section C. for survey population demographics</i>		Total Supplier Responses	All Participants	Manufacturing	Non- Manufacturing
22	Percent of organizations that can determine the total amount of non-hazardous waste stream that is recycled or reused:	263	19.77%	38.36%	12.63%
	If Yes : Percent of non-hazardous industrial waste stream that was recycled or reused	49	53.75%	61.37%	44.40%
23	Percent of organizations that generate hazardous waste (e.g., universal waste, listed and non-listed hazardous waste)	316	38.61%	76.19%	25.00%
24	Percent of organizations that reported the following hazardous waste (e.g., universal waste, listed and non-listed hazardous waste) information:				
	Universal Waste:	96			
	Hazardous waste generation is measured and trended		63.54%	82.35%	42.22%
	Voluntary commitments to reduce hazardous waste generation are in place		75.00%	82.35%	66.67%
	Progress towards reducing hazardous waste generation is publicly communicated		23.96%	25.49%	22.22%
	Recycling and/or reuse of hazardous waste is utilized as part of meeting waste goals		65.63%	62.75%	68.89%
	Recycling and/or reuse of hazardous waste is measured and trended		33.33%	41.18%	24.44%
	Other Hazardous Waste:	84			
	Hazardous waste generation is measured and trended		70.24%	80.39%	54.55%
	Voluntary commitments to reduce hazardous waste generation are in place		84.52%	92.16%	72.73%
	Progress towards reducing hazardous waste generation is publicly communicated		27.38%	27.45%	27.27%
	Recycling and/or reuse of hazardous waste is utilized as part of meeting waste goals		63.10%	60.78%	66.67%
	Recycling and/or reuse of hazardous waste is measured and trended		39.29%	45.10%	30.30%

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25	Percent of organizations that can determine the percent of the hazardous waste stream that is recycled or reused, in accordance with applicable regulations	118	37.29%	46.03%	27.27%
	If <u>Yes</u>: Percent of hazardous waste stream recycled or reused	43	62.68%	53.66%	81.36%
<i>Innovation</i>					
26	Percent of organizations that integrate the following into the design of their products, processes/logistics:	171			
	Life-cycle analysis		61.99%	70.31%	57.01%
	Product sustainability		63.31%	70.59%	58.42%
27	Percent of organizations that have an environmental education program for:	313			
	Employees		56.87%	65.48%	53.71%
	Suppliers		15.13%	14.46%	15.38%
28	Percent of organizations that reward the following groups for environmental innovation:	312			
	Employees		27.56%	34.52%	25.00%
	Customers		5.56%	5.95%	5.41%
	Suppliers		7.19%	7.14%	7.21%

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<i>See page 2, section C. for survey population demographics</i>		Total Supplier Responses	All Participants	Manufacturing	Non-Manufacturing
29	Percent of organizations that are aware of and have implemented the following programs/products/best practices/designations or certifications to reduce the environmental impacts of products/services:				
	Percent of organizations that are <u>aware of</u> :	206			
	Energy Star		87.38%	86.44%	87.76%
	FSC		31.55%	38.98%	28.57%
	LEED		66.02%	71.19%	63.95%
	RoHS		33.98%	62.71%	22.45%
	SFI		22.33%	32.20%	18.37%
	SmartWay		26.21%	37.29%	21.77%
	WasteWise		26.21%	30.51%	24.49%
	WEEE		31.07%	52.54%	22.45%
	Percent of organizations that have <u>implemented</u> :	180			
	Energy Star		44.44%	39.22%	46.51%
	FSC		36.92%	39.13%	35.71%
	LEED		37.50%	28.57%	41.49%
	RoHS		40.00%	56.76%	21.21%
	SFI		23.91%	36.84%	14.81%
	SmartWay		16.67%	18.18%	15.63%
	WasteWise		18.52%	27.78%	13.89%
	WEEE		45.31%	45.16%	45.45%
	Other		19.02%	29.31%	14.97%
	List other: All internal processes/efforts; Attempting LEED certification; BREEAM; Carb diesel emissions; Carbon neutral program; Carpet & Rug Institute Group; Chicago Carbon Trade; Chicago Climate Exchange; CIMS Eaton Green Leaf; EcoLogo (Canadian certification); EPA Climate Leaders; EPA SF6 Emissions Reduction; EPEAT; Epower; Green Advantage; Green Globes; Green Power Leadership; Green Star; Green Supplier Network (3); Greenguard; ISO 14001 (3); National Clean Diesel Campaign; NPEP; PEFC (3); REACH; Safety Clean; Safety Manual; SkyBitz; Sustainable Silicon Valley; Telework Program; Training select field employee; US Green Building Council (2); Waste cap of Nebraska				

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30	Percent of organizations that have not implemented the following programs/products/best practices/designations or certifications, but plan to do so within the next two years:	181			
	Energy Star		21.99%	7.69%	27.45%
	FSC		3.51%	6.25%	2.44%
	LEED		8.92%	16.28%	6.14%
	RoHS		5.45%	10.81%	3.91%
	SFI		1.71%	4.26%	0.78%
	SmartWay		7.18%	6.25%	7.52%
	WasteWise		8.43%	10.64%	7.63%
	WEEE		5.66%	15.38%	2.50%
31	Percent of organizations that actively conduct sustainability practices while working on the premises of their nominating Alliance member(s)	251	34.66%	37.84%	33.33%
	If <u>Yes</u> : Top three sustainability practices being actively conducted:	see Addendums A - C located on pages 13 - 15			
32	Percent of organizations that have discussed how to reduce the impacts of business travel by utilizing video conferencing and similar tools with their nominating Alliance member(s)	260	32.31%	30.56%	32.98%
33	Percent of organizations that have implemented printing and copying practices such as two-sided copying, "think before you print" policies, and toner cartridge recycling	268	93.28%	96.05%	92.19%
34	Percent of organizations that offer ways in which employees can reduce the impacts of commuting such as vanpools, public transit incentives, telecommuting, etc.	267	48.69%	43.42%	50.79%

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35	Percent of organizations that have suggestions for how their organizations and the companies in the Alliance can collaborate on reducing environmental impacts	313	48.56%	57.32%	45.45%
36	Percent of organizations that believe collaboration could exist in the following areas:	150			
	Energy consumption		64.00%	61.70%	65.05%
	GHG emissions		39.33%	46.81%	35.92%
	Procurement specifications		50.00%	59.57%	45.63%
	TRI reduction		11.33%	12.77%	10.68%
	Waste & materials management		60.67%	61.70%	60.19%
	Water use		28.67%	31.91%	27.18%
	Other		24.67%	27.66%	23.30%
	List other: As requested and per SOW; Consolidated deliveries; Data center energy consumption; E&C specifications; Electronic manuals; Eliminate wood reels; Energy generation efficiency; Green innovation projects; Green product initiatives; Implement process improvements; ISA equipment rental; Management of env. attributes; Material specifications; More refined downturn planning; Non SF6 vacuum circuit breaker; Paperwork reduction; Reduction of printed media; Renewable energy projects; Renewables, beneficial use; Smart grid allows remote work; Sustainable green cleaning; Sustainable remediation; Technology lifecycle; Teleconferencing; Tire & battery recycle program; Transmission installation; Transportation; Transportation and meeting loc; Video conferences (4); Water, product collaboration				

i.d. indicates insufficient data

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Addendum A - Top three sustainability practices being actively conducted: List 1

2-Sided Printing	Product substitution
Alternative travel arrangement	Providers of B-20 Biodiesel
As requested and per SOW	Recycle oil
Asset reallocation	Recycling (11)
Blanket wrap product	Recycling of green waste
Cardboard	Recycling of non-hazardous
Chipper/ARB	Recycling of used materials
Cloud computing	Reduce cement CO2
Composting	Reduce specific job energy req
Contaminated material	Reducing of waste
Cut-to-length program	Reel recycling
Data Center thermal management	Related to IT Services
Direct Jobsite Delivery	Remote vehicle monitoring
eAudit	Removal of wooden pallets
Energy efficiency programs (3)	Restoration of green space
Energy Health Checks	Review packaging processes
Energy Star	Safety (2)
Engine idling controls	Scrap material recovery
Environmental	Solar power
Equipment Rental Program	SPCC
Facilities	Succession planning
FR3 Dielectric Fluid	Sustainability planning
Fuel consumption reduction	Sustainable cleaning processes
Hanger Reclamation	Telecommuting
Investment Recovery of AI	Toner cartridge collection
ISO 14001	Trucks not allowed to idle
LEED (4)	Use correct pole length
Lighting audits	Value
Metal recycling	Virtualization
Natural Gas boiler replacement	Waste & Materials Management
Optimize Using Paper	Waste Minimization (5)
Plastic Reels	Waste reduction in packaging
Printing and copying practices	

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Addendum B - Top three sustainability practices being actively conducted: List 2

Alt fuel fleet vehicles	Recycling (6)
Alternative travel modes	Recycling and waste reduction
As requested and per SOW	Reduce energy
Beneficial reuse	Reduce overall energy consumption
Carpooling	Reducing consumption of water
Collaboration technologies	Reduction of paper
Construction waste recycling	Reel recycling
Cost efficiency	Remote work/videoconference
Direct routing	Returnable steel reels
Double Stacking Padmounts	Reusable beverage bottle/mug
Energy - Electricity	Reuse
Energy efficiency with trucks	Reuse of waste materials
Equipment maintenance	Safe work practices
Filter recycling	Scrap recovery
Freight Consolidation	Secondary containment when reqd
Fuel efficient fleet (2)	Shipment of bulk concentrates
GHG emission minimization	Shipping consolidation
GHG inventories	Smart grid and capacitors
Idle reduction	Social
ISA 9001 2001	Solar power for plant
Manufacturing waste recycle	Spill Prevention/Response
MASTERPAK	Sustainable cleaning products
Material reuse	Telecommuting
Media presentation, not paper	Teleconferencing (2)
New Haven CT Emissions Control	Tire retreading/reuse
Offering supplier energy check	Use correct size transformer
Operations - GVSM	Use of hybrid vehicles (2)
Paperless office	Use of recycled paper
Product alternatives	Virtualization & Consolidation
Product shipped direct to site	Waste reduction (5)
Proper disposal	Water reduction programs
Providers of Ethanol 10% Gas	WEEE
Recycled or reusable giveaways	Wood Waste

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Addendum C - Top three sustainability practices being actively conducted: List 3

A/C recycling	Paperless office
Alternate insulating fluids	Per customer specification
Alternative Packaging	Procurement specifications
Alternative transport fuels	Purchase of "green" products
As requested and per SOW	Recycled construction materials
Battery recycling program	Recycling
Cardboard recycled	Recycling and recovery
Carpool	Recycling of chips
Carpool in hybrid to meetings	Recycling where possible
Consolidate dist. is efficient	Reduce
Continuous improvement	Reduce waste
Creating green spaces	Reduced printing
Decrease air emissions	Reduced travel time
Designing a solar array	Remanufactured toner
Electric cars	Renewable energy
Electronic reporting (2)	Renewable fuels
Electronics	Rethink various business practices
Energy conservation	Retrofitted lighting
Energy consumption	Storm water erosion control
Energy efficient IT equipment	Storm water management
Energy efficient lighting	Supplier self-assessments
Fuel efficiency directives	Sustainable cleaning equipment
Green Globes	Telecommuting
Green switchgear	Teleconferences
Growth by acquisition	Think before print
Hazardous material reduction	Use correct size conductor
Life cycle analysis project	Vanpool
Logistics improvement	Vendor Managed Inventory
Material reuse	Video conference
Minimization of freight costs	Waste management
New product development	Water optimization
Paper reduction/recycling	Water use minimization