



Turning REACH into an opportunity...
Getting information through the supply chain.

Mary Ellen Mika

Manager, Environmental and Supplier Diversity

We may be impacted...

**How will
REACH
reach you?
How will it
affect
Steelcase?**

**1- as an exporter to our own companies in
Europe**

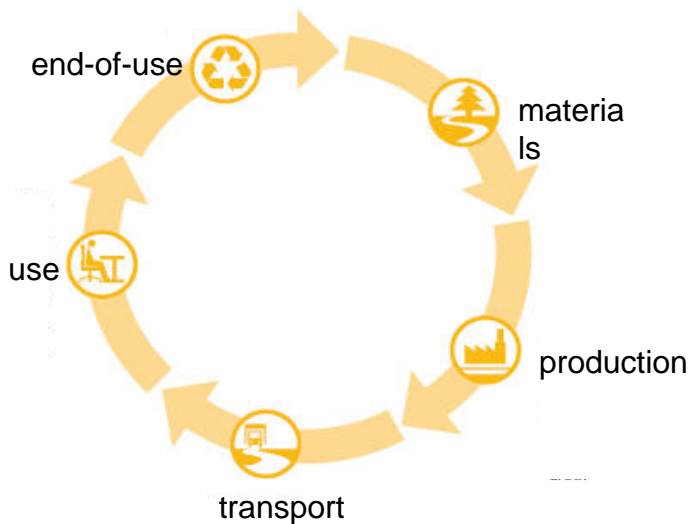
**2- as an exporter to European customers
(limited impact)**

**3- as a supplier to European based
customers
who want to follow the legislation for their
locations outside the EU**

**4- as a supplier for forward thinking
companies in NA**

How much it will impact is unclear.

This depends on whether we are considered to
produce only “articles” which would not require
registration in REACH.



Legal Analysis & Review

1600 Wilson Boulevard, Suite 1100, Arlington, Virginia 22209-2594 • 703/841-9000 • Fax 703/841-9514

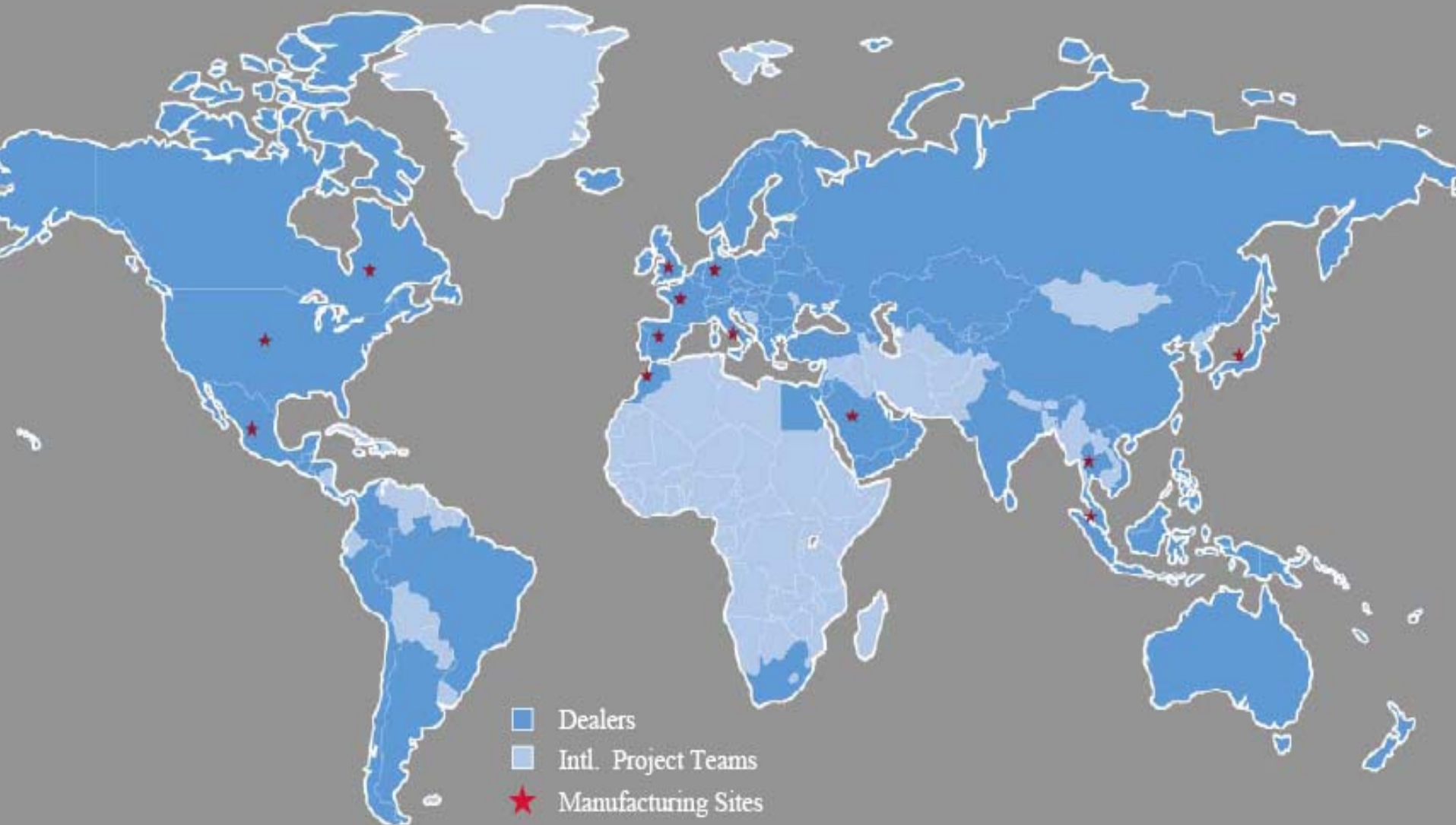
LAR-482e

June 2007

What Exactly Needs to Be Registered?

REACH covers the estimated 30,000 chemicals on the market now, as well as any new substances as they are introduced. It is important to note that the regulation applies only to “substances” and not to “articles.” An article is an item that has a particular shape or design that dictates its function to a greater degree than its chemical composition. By contrast, substances can be chemicals that exist on their own, within preparations, or in articles.

Steelcase Manufacturing



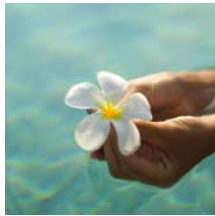


Design for the Environment

Materials Chemistry | Life Cycle Assessment | Recycling/Reuse



To excel in every **environmental dimension...**
to **protect**, **replenish** and **restore** the communities in which we live and serve.



Some of the **goals** we hope to realize....

The elimination of **potentially hazardous materials** from our products and processes.

Manufacturing processes that set **new environmental standards**.

The production of entirely **sustainable products**.

Cradle to Cradle



Steelcase

Do what you do better.™

Cradle to Cradle certification requires that a company's manufacturing processes and products be evaluated and meet MBDC's certification protocol for the following:

- all product component materials against 19 human and environmental health criteria
- materials reutilization using recycled materials that can be easily and effectively recycled
- water conservation and maximum water quality using as little water as possible and then ensuring the water quality is better *after* the manufacturing process than at the beginning
- energy practices - again, being smarter and more efficient about using less energy and optimizing renewable resources
- strategies for social responsibility



Materials Assessment

Using safe and healthy materials, often called Materials Chemistry, requires analyzing and evaluating the chemical properties of product materials. It is a critical element in the Cradle to Cradle protocol.

Materials Chemistry



Innovative design requires you to **think** differently...
even at a **Molecular** Level.

Materials Chemistry



Understand the chemical make-up for our **entire portfolio.**

19 human and environmental health criteria

Cradle to Cradle

Safe and **Healthy** Materials

Materials **Reutilization**

Water **Conservation** and **Quality**

Energy Practices

Strategies for Social **Responsibilities**



Materials Chemistry

“ Of all the firms we work with, Steelcase has one of the broadest and most aggressive materials assessment programs. It's clear Steelcase is committed to this core element of sustainability. ”

– Jay Bolus
Executive Vice President
McDonough Braungart Design Chemistry

Steelcase C2C Certified Product List:



Transforming Industry

Cradle to
Cradle Design

- Think® chair, from Steelcase - first ever Cradle to Cradle certified product
- Answer®, from Steelcase - first ever Cradle to Cradle certified powered workstation
- Climatex® Lifecycle™, from Designtex - the industry's first compostable contract fabric
- e3 environmental ceramicsteel™ surface, from PolyVision - the first and only Cradle to Cradle certified product in Europe
- Pathways® Privacy Wall, from Steelcase - first ever Cradle to Cradle certified movable wall
- Move™ chair, from Steelcase
- Leap® chair, from Steelcase
- Siento™ chair, from Steelcase
- Montage®, from Steelcase
- Premium Whiteboards featuring e3 environmental ceramicsteel, from PolyVision
- Eco-Intelligent™ Polyester, from Designtex
- Crypton® Green fabric, from Designtex
- 180 Walls™ fabric, from Designtex
- Poly™ seating, from Metro
- 100 Series markerboards, chalkboards and tackboards, from Polyvision
- 500 Series marketboards, chalkboards and takboards, from Polyvision



Answer® is the world's first and only Cradle to Cradle workstation. It is fully powered and PVC-free.



Think® is the world's first ever Cradle to Cradle product.

Think is up to 99% recyclable, contains 41% recycled material and disassembles in 5 minutes.

Steelcase

Do what you do better.™



Thank you.

Steelcase

Do what you do better.™