

WHAT'S NEW

USD GOES FSC!

For over a decade, the University of San Diego (USD) Copy and Graphics department has featured Domtar copy paper products. Working at an institution located on 180 acres overlooking San Diego's beautiful Mission Bay and the Pacific Ocean, it was natural for Copy and Graphics Manager Theresa Andersen to appreciate the value of using our FSC (Forest Stewardship Council) certified copy papers, which are also supported by Rainforest Alliance. But Ms. Andersen wanted to see the university, with its Spanish renaissance-inspired buildings and breathtaking landscapes, make a broader environmental statement. She enlisted Dawn Anderson, Procurement Services Director and a key member of the newly created USD "Be Blue Go Green" task force, to lead the community in its environmental efforts.

As part of the overall go green strategy, the entire USD campus has now switched to FSC-certified copy papers. By purchasing truckloads of EarthChoice and First Choice – which are both FSC-certified – USD has proven itself a green leader to both the education and business communities of San Diego.



NEW FACE

Andrea Forehand is our newest Account Manager in the Southeast Regional Sales Area. Andrea will be covering the Georgia territory and focusing on the Atlanta market. Andrea has several years of sales experience in the Georgia region. She is a graduate of the University of Georgia and resides in the Atlanta suburbs.



CHANGES WITHIN ENTERPRISE GROUP

Steve McGinley has recently been promoted to Midwest Regional Sales Manager. The Midwest Region covers Michigan, Indiana, Illinois, Wisconsin, North Dakota and Minnesota. Steve has been with the company for 6 years as an account manager in the Midwest Region and has over 15 years of sales experience. He is succeeding Karen Grigorow, who accepted the position of Centralized Scheduling Manager based in Rock Hill, SC. Karen will be overseeing the paper scheduling for the forms plants.

ENTERPRISE GROUP IS NOW FSC CERTIFIED

Domtar is a recognized leader in sustainable growth in the pulp and paper industry. Domtar's converting centers which manufacture and distribute Enterprise Group products were just added to Domtar's FSC multi-site certification. A multi-site certification facilitates FSC Chain-of-Custody certification for companies with multiple facilities at which the same fundamental functions, methods or procedures are carried out. Enterprise Group now can continue the Chain-Of-Custody. As per the Forest Stewardship Council (FSC) definition, a Chain-of-Custody (CoC) is the path taken by raw materials from the forest to the consumer, including all successive stages of processing, transformation, manufacturing and distribution. Chain-of-Custody certification provides a guarantee about the production of certified products. From a customer perspective, a certification label represents a promise that is being made to them. Chain-of-Custody standards are the mechanism that certification organisms (FSC, SFI) have to ensure that the 'promise' is delivered. Only products that are FSC certified will carry the chain of custody number. Domtar's Chain-of-Custody number is SW-CoC-001318, and this number will appear on all shipping documents and invoices and on carton and ream packaging.

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This issue of EG Edge is printed on 70 lb. Digital Opaque Plus. This premium opaque combines excellent runnability in both digital printing and post-processing equipment with elevated opacity to attain the perfect balance of function and aesthetics. Digital Opaque Plus is ideal for catalogs, brochures, flyers and book publishing.

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COVER STORY

Domtar's Carbon Footprint

WHEN IT COMES TO CALCULATING DOMTAR'S CARBON FOOTPRINT, THE CHALLENGE IS WHERE DO WE START AND END.

Using a life cycle management approach (from cradle to grave), we would start in the forest and continue until disposal of the paper. From a regulatory perspective, the focus is on manufacturing but excludes transportation. And from a marketing perspective, no standards are specifically defined. Since the life cycle approach incorporates all the elements, let's do a review of the carbon footprint using this method.

The forest

Trees remove CO₂ from the atmosphere (called sequestration) and use it to create wood, leaves or needles, and roots. When the trees burn (forest fires) or decompose (insect infestation or old age), they release the CO₂ they accumulated.

(See inside for more details)



In the Spotlight

Dick Thomas, Domtar Senior Vice President,
Sales & Marketing

Enterprise Group, A Domtar Business, and What It Means To You

OFFERING PRODUCTS AND SOLUTIONS THAT SERVE OUR CUSTOMERS WELL IS A TOP PRIORITY AT DOMTAR. As a Domtar business, Enterprise Group is able to provide you with added value and resources that stem from Domtar's strong commitment to quality products and services, along with sustaining and protecting the environment. In addition, we have the ability to offer customers complete business solutions utilizing our different business segments.

Recently, we had an opportunity to put forward an end-to-end Domtar solution with a large end user customer in the Midwest. After working closely with them to understand their needs, we were able to provide an overall solution that included Enterprise Group distribution/processing, Domtar Business Papers systems support, converting facilities custom processing to meet their shipping/warehousing requirements, and EDI team support in meeting their electronic document trading needs.

Now what does this mean to you? It means that Domtar and Enterprise Group have broad-reaching capabilities. Whether it's paper, converting, services, environmental certifications, etc. we are able to offer a comprehensive range of products and solutions. Enterprise Group is more than just paper. It's a commitment to provide customer satisfaction through innovative, resourceful business relationships.

Truth in Paper - Myths vs Facts

MYTH: MAKING PAPER CONSUMES A LOT OF ENERGY AND FOSSIL FUELS.
FACT: NOT REALLY.

Making paper the first time around does require a lot of energy, as is the case with other transformation industries, such as making aluminum from bauxite, or steel from iron ore. However, over the past several decades, the pulp and paper industry has made an impressive commitment to fuel efficiency and independence. Companies have invested significantly in their infrastructures in order to increase their efficiency and replace fossil fuels with alternative energy sources, such as spent cooking liquor from its pulping processes and biomass (bark and other wood wastes). This effort has helped to significantly reduce non-renewable resources while reducing harmful emissions.

In fact, the forest products industry leads all other manufacturing sectors in onsite electricity generation, meeting more than half of its own energy needs. At many mills, self-generated electricity goes beyond serving onsite production needs by providing supplemental electricity to the surrounding electric power grid.

In 2008, Domtar used an average of 77% renewable energy at its mill operations. By making paper using more renewable energy and increasing their energy efficiency, Domtar's mills continue to reduce their carbon footprint.

At the same time, the carbon footprint associated with information and communication technologies is quickly growing. Consulting firm McKinsey & Company projects that computers, data centers, mobile phones and telecommunication networks could be among the largest emitters of greenhouse gases by 2020. Going "paperless" does come with a cost.

* American Forest & Paper Association www.afandpa.org

(Continued from front)

FACTS TO CONSIDER:

- Younger, growing trees absorb more CO₂ than older trees.
- Carbon sequestration varies depending on tree species, soil composition, temperature and sunlight, and how the forest is managed. As such, it's very much a regional issue.
- Most carbon sequestration in the forest occurs in the soil (from 50 to 80%) stored as dead organic matter that results from decomposition. This means the disturbance of soil (harvesting or even agricultural plowing) releases CO₂.

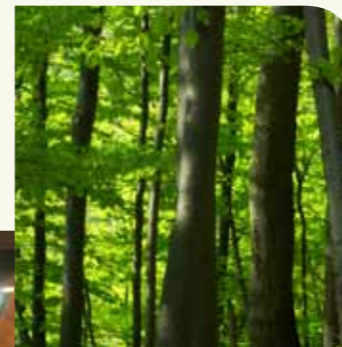
Consequently, there is great variability in the forest carbon inventory, even more within a single region. A forest is considered a "carbon sink" when it absorbs more CO₂ than it emits, and a "carbon source" when it emits more CO₂ than it captures. The U.S. forest, as per U.S. Environmental Protection Agency statistics, acted as an important sink between 1990 and 2002. But lately, the trend is negative because of increased harvesting, changes in land use and maturing forests. That said, it is believed that this trend can be changed with better forest management and tree planting.

In Canada, the overall forest dynamic was a carbon sink from 1990-2005, even if it was a carbon source for a few of those years due to forest fires and insect infestations that increased emissions as trees decayed at a high rate. When considering the forest life cycle, we must also contend with the fact that tree components are used for different purposes.

WHAT IS A CARBON FOOTPRINT?

ACCORDING TO CARBONFOOTPRINT.COM, A CARBON FOOTPRINT IS A MEASURE OF THE IMPACT OUR ACTIVITIES HAVE ON THE ENVIRONMENT, AND IN PARTICULAR CLIMATE CHANGE. IT RELATES TO THE AMOUNT OF GREENHOUSE GASES PRODUCED IN OUR DAY-TO-DAY LIVES. CARBON FOOTPRINT IS MEASURED IN TONNES OR KG OF CARBON DIOXIDE EQUIVALENT PRODUCED.

In fact, the CO₂ storage capacity of forest products vary greatly: lumber for decades; paper and bark for one day (newsprint, tissue paper, bark for energy, etc.) or more (books, etc.). That's right, CO₂ remains captured in wood products until they are burned or landfilled. We can conclude that a well-managed forest is most beneficial to the environment and even more so given the storage of CO₂ in forest products. Do not forget, a tree is a renewable resource when the forest it originates from is well managed and the products made from it are recyclable.



MANUFACTURING ACTIVITIES

A carbon footprint is easier to calculate for manufacturing activities, which is why they are targeted by potential regulations. In order not to duplicate calculations, the regulations surrounding manufacturing do not take into account transportation (from a supply and distribution perspective), nor do they account for energy used for harvesting and for the production of other raw materials (caustic soda, etc.).

The pulp and paper industry is energy intensive and our kraft mills emit large quantities of CO₂. But when we exclude biomass energy, our net CO₂ emissions can be as low as 10% of the total emission. The net range for our mills varies between 98,000 and 600,000 tonnes a year of CO₂, with facilities burning coal having the most impact. This is why we stress to regulators that biomass neutrality needs to be maintained. The international community presently recognizes biomass neutrality because it views the overall forest as a sink; thus the importance of sustainably managing our forests.

Domtar mills still have potential to better optimize efficiencies and their use of biomass. In so doing, we can reduce our impact on the paper manufacturing segment of the life cycle analysis. We have made great strides in this regard, and will continue to do so by improving our energy portfolio. Note that our Wood Products group is not subject to greenhouse gas regulations and its impact is minimal since each sawmill emits less than 10,000 tonnes of CO₂ per year.

LANDFILLING

For pulp and paper manufacturers, the issue of landfilling relates mainly to the decomposition of paper. A fraction of the carbon produced degrades into methane and contributes to climate change. An important point to make is that the design and operation of the landfill will impact the amount of methane released. Based on the fact that approximately 58% of all papers are recycled in North America, some have estimated the amount of methane emitted and actually foresee a decrease over time. Domtar fully supports the diversion of paper products from landfills to a recycled product.

IN CONCLUSION

Based on U.S. estimates that can be applied across North America, the contributors to CO₂ emissions for pulp and paper companies like Domtar are:

- Manufacturing 65% (if we limit the calculation to direct and indirect emissions generated by the process – 51%)
- Landfilling 26%
- Transportation 9%

There is some uncertainty relating to all these numbers but they provide a correct overall appreciation.

INDUSTRY EVENTS



Trimega North East Regional Meeting
Mohegan Sun
Uncasville, CT
Apr 22-23

IS.Group 2010 Annual Meeting
Denver, CO
June 2-4

Trimega North Central Regional Meeting
Hyatt Regency O'Hare
Chicago, IL
May 20-21

Advantage Business Conference & Office Products Expo
SP Richards
Miami, FL
June 24-26