

StanleyBlack&Decker

Climate Change and How It Affects Industry



A&WMA Conference

October 27, 2016

BUILD | CONNECT | PROTECT

Don Tyler

Corporate Director Environment, Health & Safety
New Britain CT



A&WMA-NES Fall 2016 Conference

Thursday, October 27, 2016

Sheraton Framingham Hotel & Conference Center

Framingham, Massachusetts

Khakis



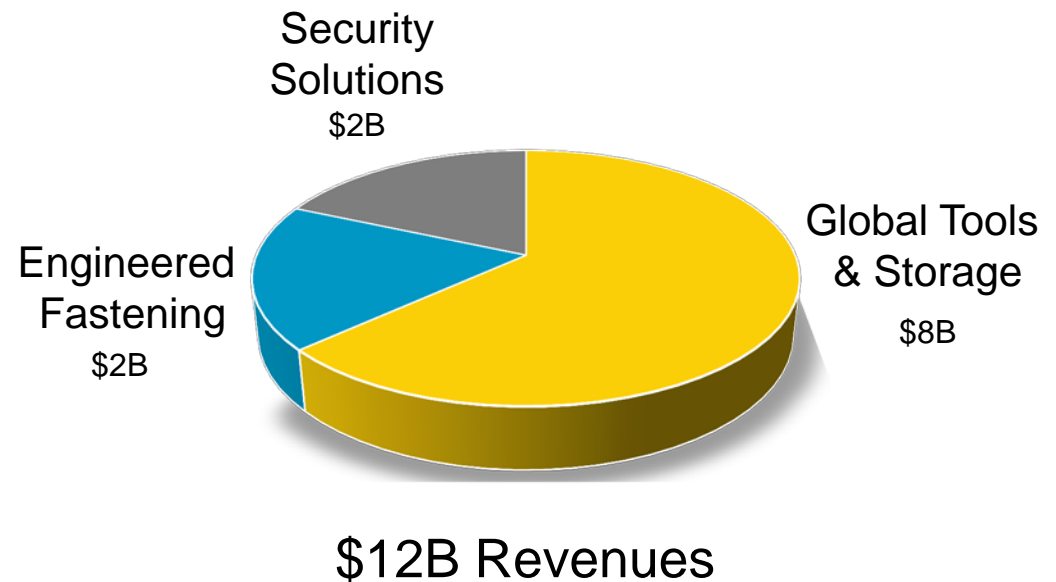
Who We Are

Largest Tool Manufacturer in the World

Founded in 1843
173 Years



Fredrick T. Stanley



Our Brands

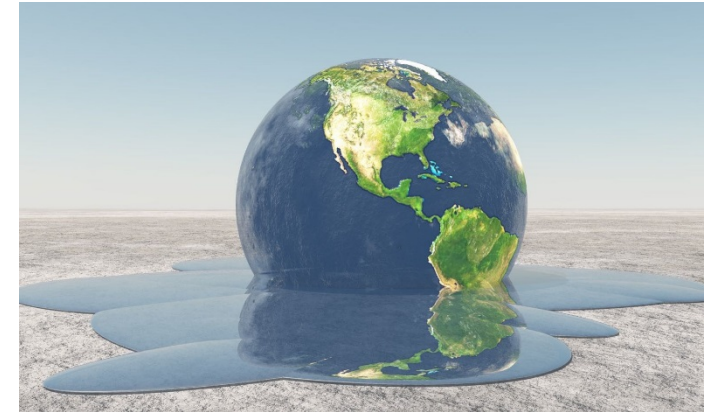


How Climate Change Changed Us...

- Growing concerns on the environment
- Public appetite for all things “green”
- Adjust to shift in demographics from “Baby Boomer” to “Millennials”
- Shift on the “Street” to companies who embrace “green”
- Employee concerns
- We became socially responsible



We address it through sustainability





How we brand sustainability



EWV

How we go after it:
Energy, Waste & Water

Green is a trend, Sustainability is a mindset

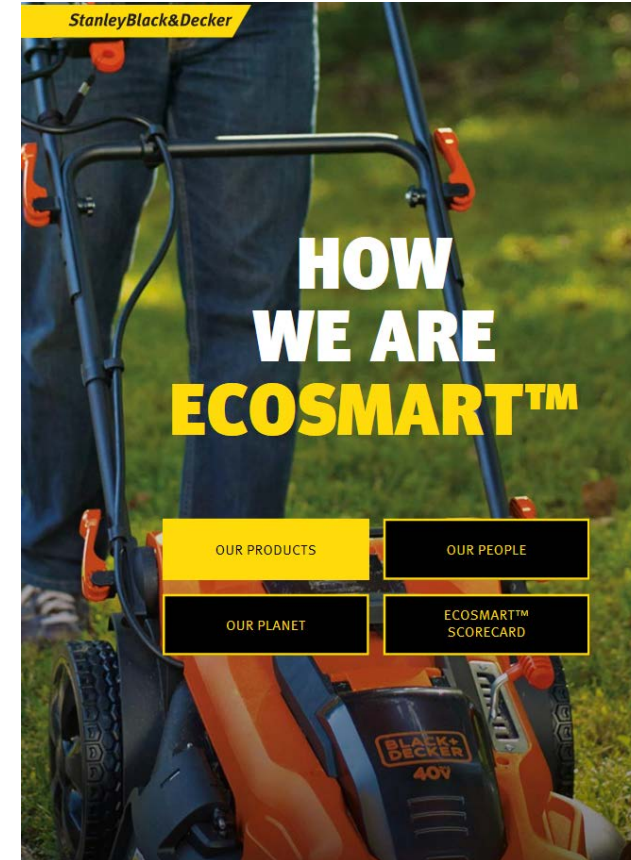
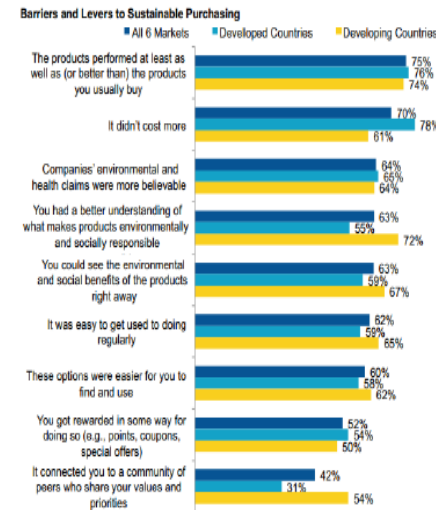
Most consumers prefer sustainable products, but have concerns about price, performance, and credibility



Yet consumers rank quality, price, safety, convenience, innovation, and style above environment impact.



Consumers say they will purchase responsible products if they perform well, don't cost more, and have believable, tangible env'tl benefits.



The millennials are driving a completely new approach to marketing

2020 EHS Goals

Set transparent, measurable goals that holds everyone accountable for driving success



People

- Drive prevention and set a goal to eliminate any life changing injuries

Planet

- Reduce energy and water by 20%
- Reduce waste generation by 20%; 80% reused
- Reduce carbon emissions by 20%; source 10% renewable energy

Product

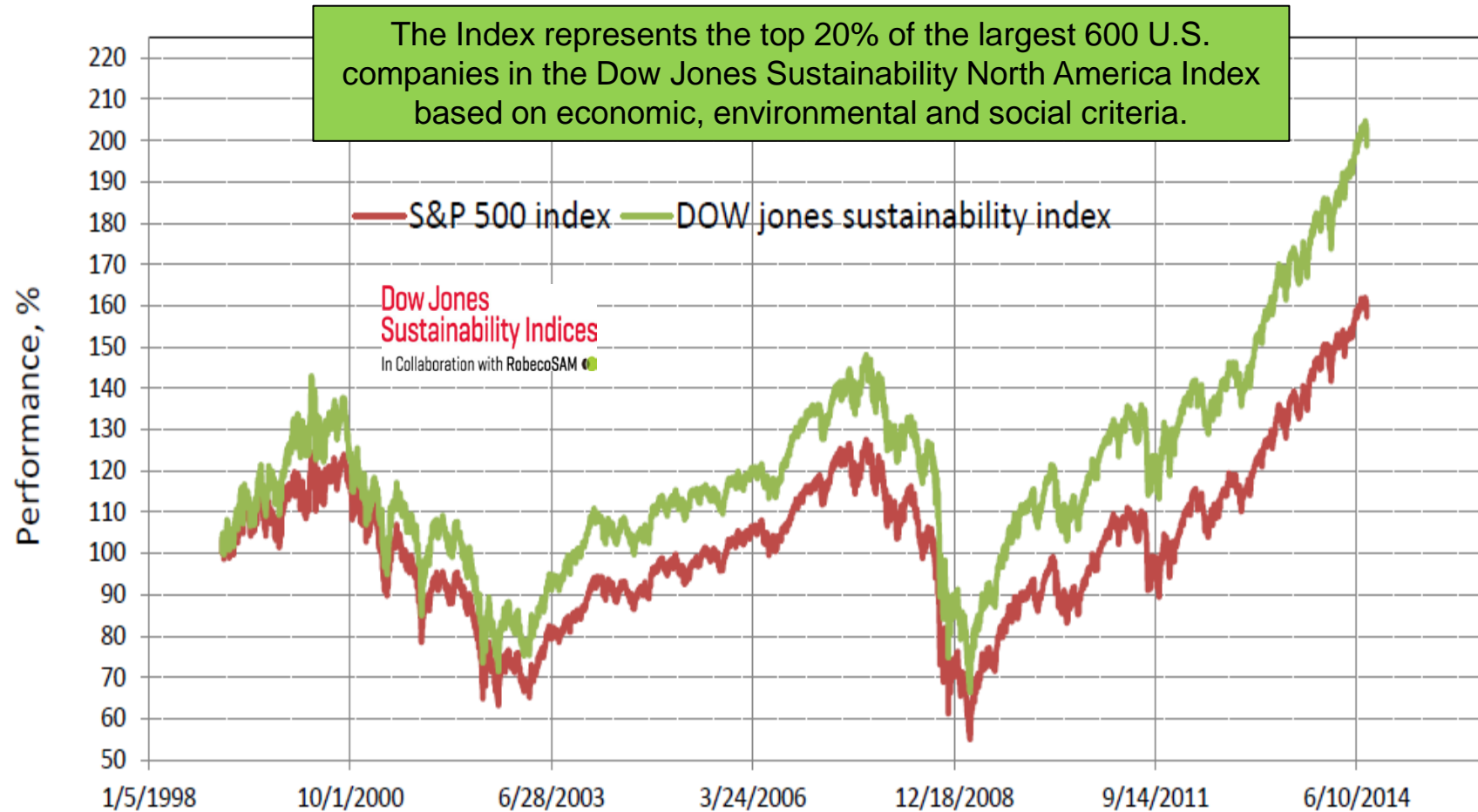
- Set a global standard with 65% external certifications
- Improve product sustainability and social accountability with select suppliers in CDP

SBD Benefits:

By 2020 for MFG/DC

- Save 50 mil gal water
- Save \$5 mil via elimination of life changing injuries
- Save 370 mil kBTU energy
- Save 1100 tons waste from landfill
- Source sufficient renewable energy to power Latin America MFG/DC operations annually

Public commitment to reduce impacts on our people, planet and products



No 18

DJSI Companies outperform S&P 500 companies

Transparency Drives Performance

MEMBER OF
**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM

"Stanley Black & Decker has been selected as a component of the **Dow Jones Sustainability Index (DJSI)** for North America for the fifth consecutive year. This year's recognition reported an overall increase in our score from **71 to 75.**"

ROBECOSAM		IEQ Machinery and Electrical Equipment	
Number of Members		11	5
Number of Companies in Invited Universe		98	15
Company	Country	DJSI World	DJSI North America
Caterpillar Inc. 	United States	●	●
Cummins Inc. 	United States	○	●
Ingersoll-Rand PLC 	United States	●	●
Stanley Black & Decker 	United States	○	●
Xylem Inc. 	United States	○	●

Sustainability ○ Company in invited Universe ● Member of DJSI



"Achieving the highest attainable score on both the **Climate Disclosure Leadership Index** and **Climate A List** reflects the hard work and dedication on the part of all the Stanley Black & Decker associates who instill sustainable thinking into everything that we do"

~John Lundgren, Chairman

Industrials

CSX Corporation	○	★★★★
Pitney Bowes Inc.	○	New
Raytheon Company		★★
Stanley Black & Decker, Inc.	○	★★
United Technologies Corporation		New





150 Companies named to DJSI, 97 Companies made the CDP Indices



Tag to Websites: Produce web videos, articles, blogs that highlight sustainable products, "green" DIY projects...

Tag to Packaging QR Codes: Link back to sustainability page for more information, content, project ideas....

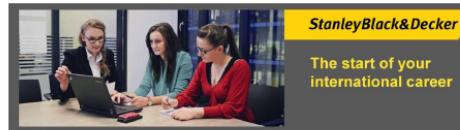
Consumers drive for sustainable products

Generation	Born	Performance Cues	
TRADITIONALIST	1930 to 1945	Hard Work, Sacrifice, Delayed Gratification	 95% Retired
BABY BOOMER	1946 to 1964	Competitive Enjoy Leading Teams “Work Hard, Pay Your Dues”	 50%+ Consumer Spending
GEN X	1965 to 1980	Naturally Skeptical Loyal To Individuals Technology & Media Savvy	 49% At Least Some College
MILLENNIAL	1981 to -	Job Hoppers Multi-Taskers Work/Life Balance	 90% Plan To Leave Within 5 Years

Millennials are more socially conscious and more willing to jump



Strategic direction for each of the categories



Stanley Black & Decker is the largest tool manufacturer in the world (Fortune 500). Our industrial tool businesses build the tools that build your world. Our brands: Stanley, Black&Decker, DeWalt, Porter-Cable, Mac Tools, Facom, Usag, Bostitch. Our website: <http://kaniera.sbdnc.pl>

For our Warsaw office, we're currently looking for:

Junior Accountant AP (Italian/French)

Responsibilities:

- Daily invoice processing lifecycle management
- Verification of incoming PO and Non-PO invoices
- Accurate booking of AP transactions (invoices, credit notes)
- Vendor account reconciliation
- On-time query resolution - vendor and local market
- Daily involvement/cooperation with AP, Treasury, GL group, as required
- Ensure timely and correct completion of AP tasks
- Ensure daily updates of KPI's statistics

Requirements:

- Very good knowledge of English + additionally: Italian OR French
- Degree in Finance/Economics or experience in Accounts Payable is preferred
- IT skills: MS Excel (intermediate level),
- SAP knowledge will be an advantage
- Attention to detail and great organization skills
- Excellent interpersonal skills, team spirit

We offer:

- Work in an international company giving a good opportunity to develop professional and foreign language skills
- Ambitious and motivating challenges
- Labor law contract
- Private medical care

We reserve the right to reply to selected offers only.



Stanley Black & Decker in Europe

Why join us?



Joining the Stanley Black & Decker team means joining one of the world's largest, fastest-growing, and most dynamic companies. Stanley Black & Decker is unique in that we've got a rich history dating back to 1843, but that hasn't stopped us from evolving into a vibrant, diverse, global growth company poised and ready for the future. You will get a unique opportunity to work with outstanding brands and exceptional people.

Our History

When you trace it all the way back, it comes down to three individuals: Frederick Stanley, Duncan Black, and Alonzo Decker.

For more than 175 years, we've been proud to continue their legacies and proud to carry their names forward.



Frederick Stanley

In 1843, Frederick Stanley started a small shop in New Britain, Connecticut to manufacture bolts, hinges, and other hardware from wrought iron. With superior quality, consistent innovation, and rigorous operational improvement, Stanley's company defined excellence, and so did his products.

In 1910, S. Duncan Black and Alonzo G. Decker started their shop, similar in size at first, in Baltimore, Maryland. Six years later they changed the world by obtaining the world's first patent for a portable power tool, and the company they built has been changing the world ever since.



Duncan Black and Alonzo Decker

Both companies grew in parallel over the ensuing decades, amassing an unparalleled family of brands and products and an even more impressive wealth of industry expertise.

In 2010, the two companies combined to form Stanley Black & Decker, Inc. to deliver the tools and solutions that industrial companies, professionals, and consumers count on to be successful when it really matters.

Today we continue to build on the momentum of outperformance on which we have built our reputation, propelling Stanley Black & Decker into future centuries with breakthrough innovation, a passion for our end-users, and an unparalleled operations infrastructure driving world-class customer fulfillment.

Our Numbers

- 1843: STANLEY® is Founded
- #1 in Tools and Storage
- #2 in Commercial Electronic Security
- #2 in Engineered Fastening
- 52,000+ Employees in 50 Countries
- 500,000 Products
- 150 Million Shares Outstanding (NYSE)
- 140+ Years of Consecutive Dividend Payouts
- 479 Consecutive Quarters with Dividend Records
- 47 Consecutive Years of Increased Dividends
- 13,000+ Registered and Active Global Patents

A Globally Recognized Leader



Fortune Magazine World's Most Admired Companies

Stanley Black & Decker is ranked No. 5 in Fortune Magazine's Home Equipment & Furniture category.

Forbes Magazine Most Reputable Companies

Forbes Magazine ranks Stanley Black & Decker No. 41 as America's Most Reputable Company.

Red Dot Design Award

Several BLACK+DECKER, STANLEY and DEWALT products have won the Red Dot Design Award for their innovative and unique design.

Embedding ECOSMART in our culture

Embedding ECOSMART in our culture is about setting the highest standards for social responsibility. It is about setting the highest standards for social responsibility.



StanleyBlack&Decker



Our commitment to a sustainable future.

At Stanley Black & Decker we are EcoSmart, embedding sustainable thinking into everything we do. We are committed to improving the sustainability of our operations, our products, our communities, our suppliers, and our customers. We are vigilant about our sustainability initiatives and we place a priority on maintaining an open dialogue with all of our stakeholders.

As such, we have been consistently recognized as an elite company with respect to our environmental, health, and safety practices.

ECOSMART emphasizes our commitment to continue our pursuit of a sustainable future.



"ECOSMART. We work, operate, design, manufacture, sell and transport our products with sustainability in mind. It is about setting the highest standards for social responsibility."

Jim Loree
President and COO
Stanley Black & Decker, Inc.

Competition for talent has climate change in its foundation



WE STRIVE TO REDUCE
OUR ENVIRONMENTAL
FOOTPRINT & PROMOTE
SUSTAINABILITY.

[Our Mission](#)

[Our Values](#)

[Product](#)

[EcoSmart: The Brand](#)

[People](#)

[Corporate Social Responsibility](#)

[Employee Wellness Programs](#)

[Operations](#)

[Environmental Impact](#)

[Our Progress](#)

[Sustainability Reports](#)

[Awards and Recognitions](#)

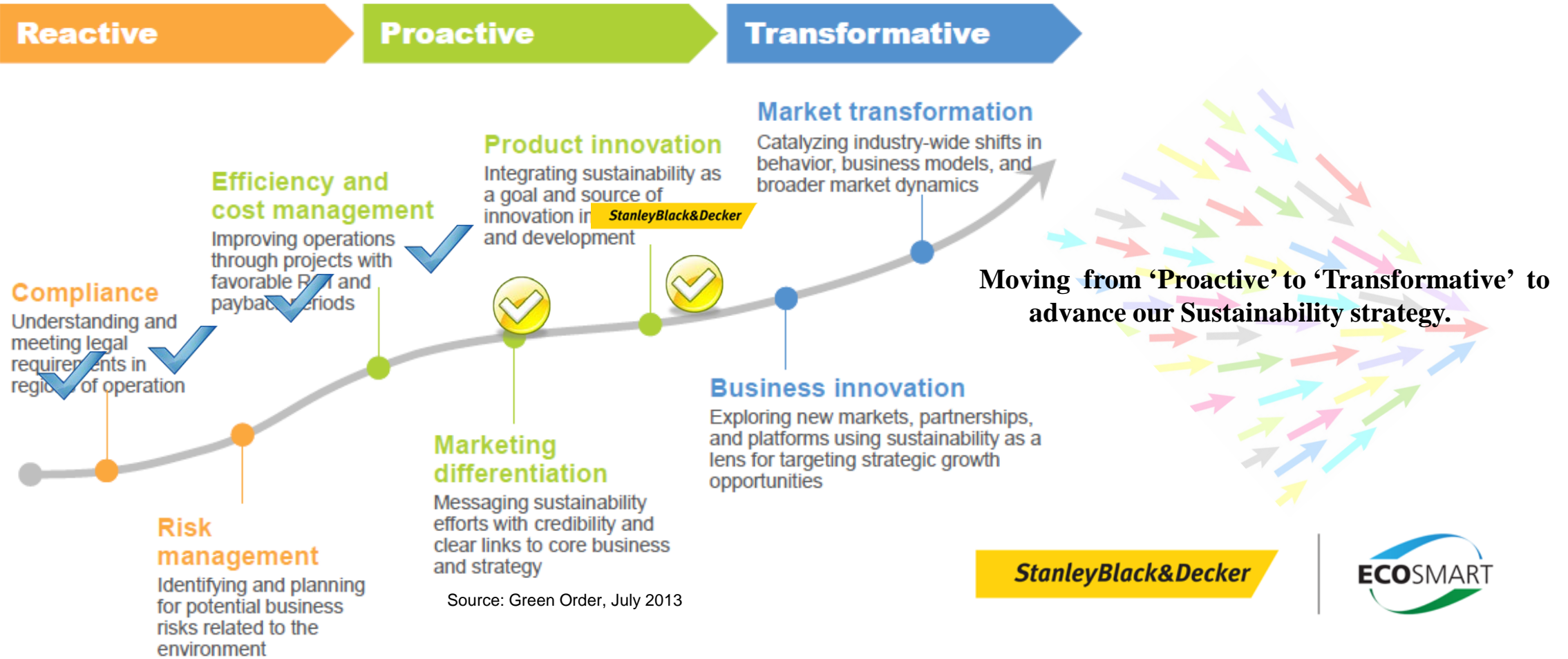
At Stanley Black & Decker, we believe in excellence through sustainability—in our products, our people, and our practices. We're committed to sustainable business policies and initiatives that reduce our impact on the environment and improve the quality of life in every community we reach.

In addition to corporate level technologies and processes that reduce our environmental impacts, many of our industrial and consumer tools and solutions are designed to help our customers reduce their water consumption, energy use, and waste generation.

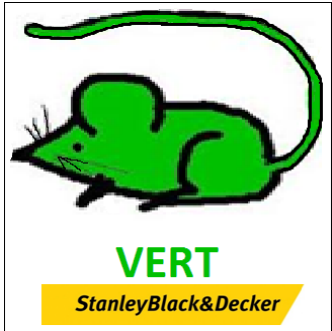


Read a message about sustainability from our President and CEO, John Lundgren.

Employees expect us to be socially responsible



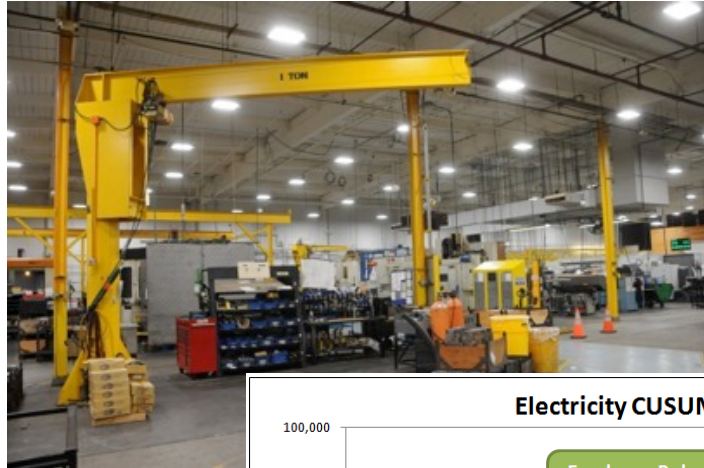
Energy



Global Approach

- ✓ Manufacturing sites required to reduce energy consumption by 6% a year
- ✓ LED lighting is king
- ✓ Solar panels
- ✓ ISO 50001 Certification
- ✓ Green Mouse
- ✓ Instantaneous energy measuring

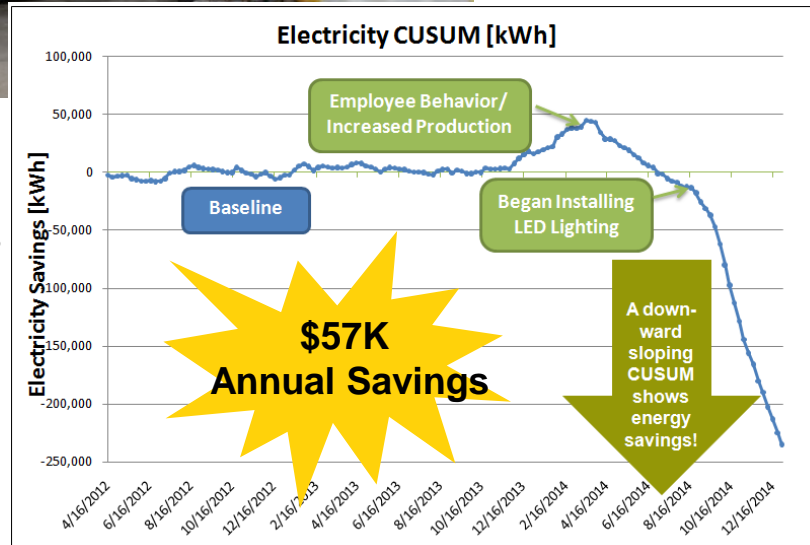
By 2020 reduce our energy consumption by 370 mil kBTU energy



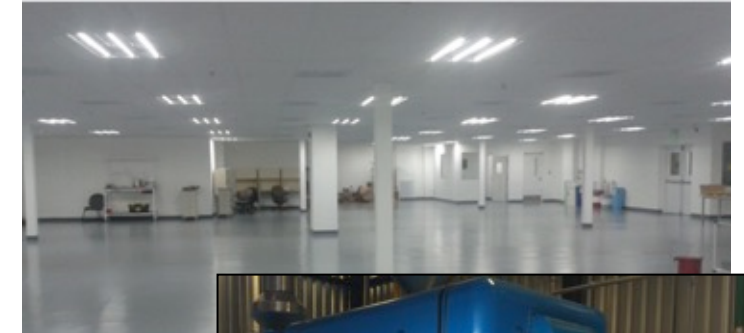
LED Lighting Upgrade Manufacturing Milwaukie, OR

Results:

- Cost: \$90K (\$115,623 rebate) ROI: <3 yrs
- 903,936 kWh reduction
- 343 tons CO₂ reduction

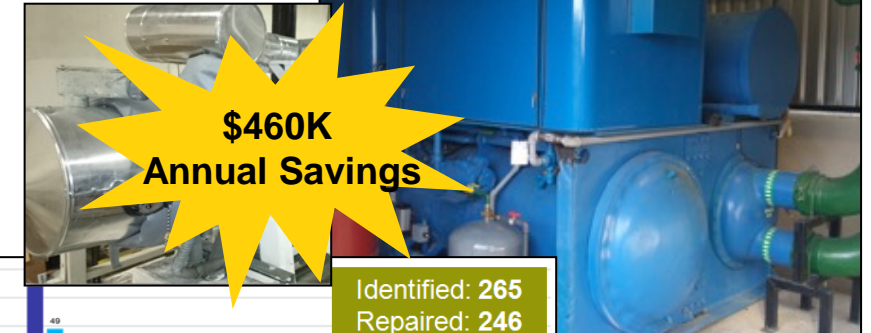


Energy Upgrades Manufacturing Reynosa, Mexico



Results:

- Cost: \$898K over 2 years ROI: <3 yrs
- 4,179,304 kWh annual reduction
- 2,882 tons CO₂ emission reduction



\$460K Annual Savings

Identified: 265
Repaired: 246



Example of manufacturing site energy reductions projects

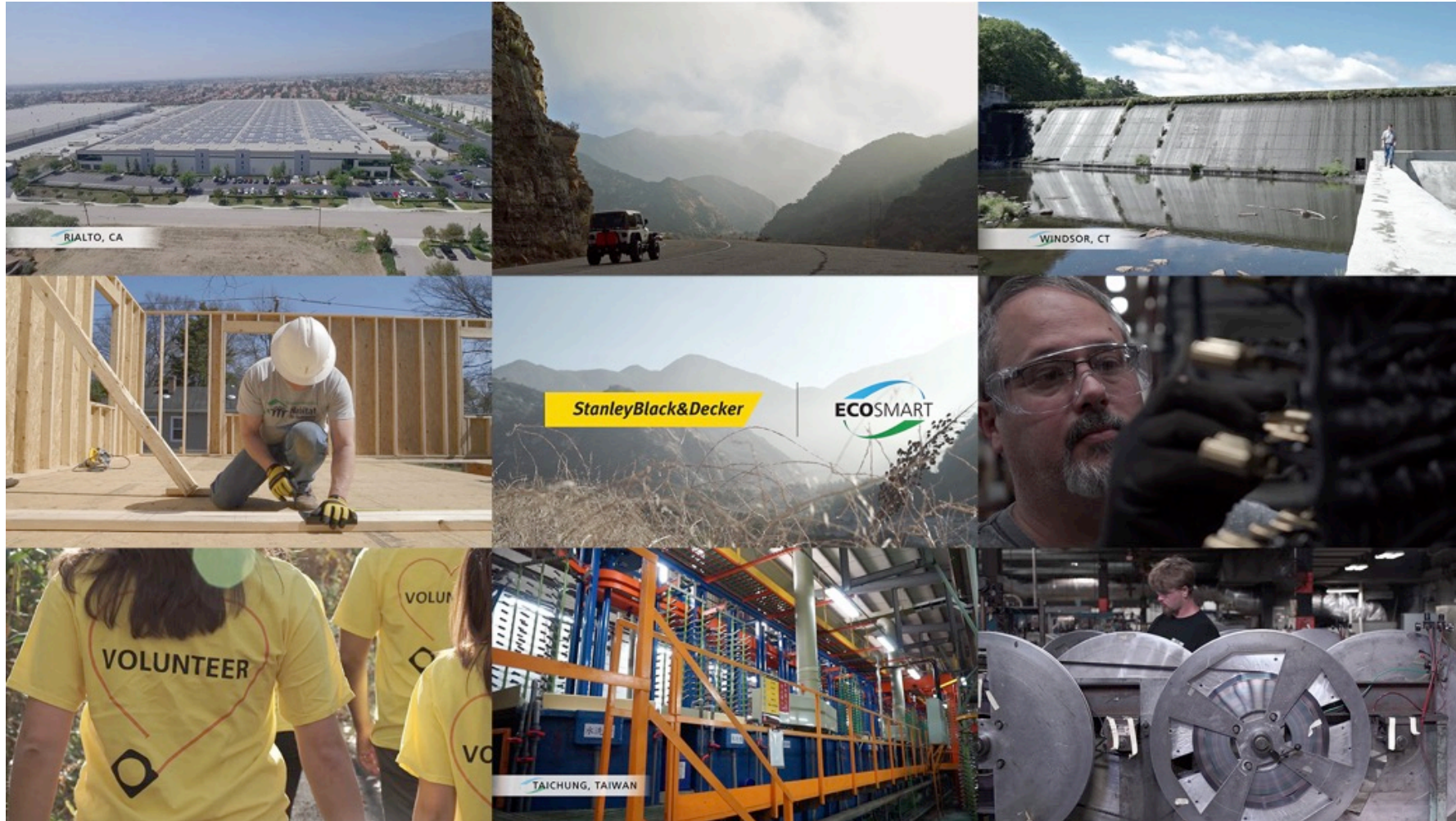
Water



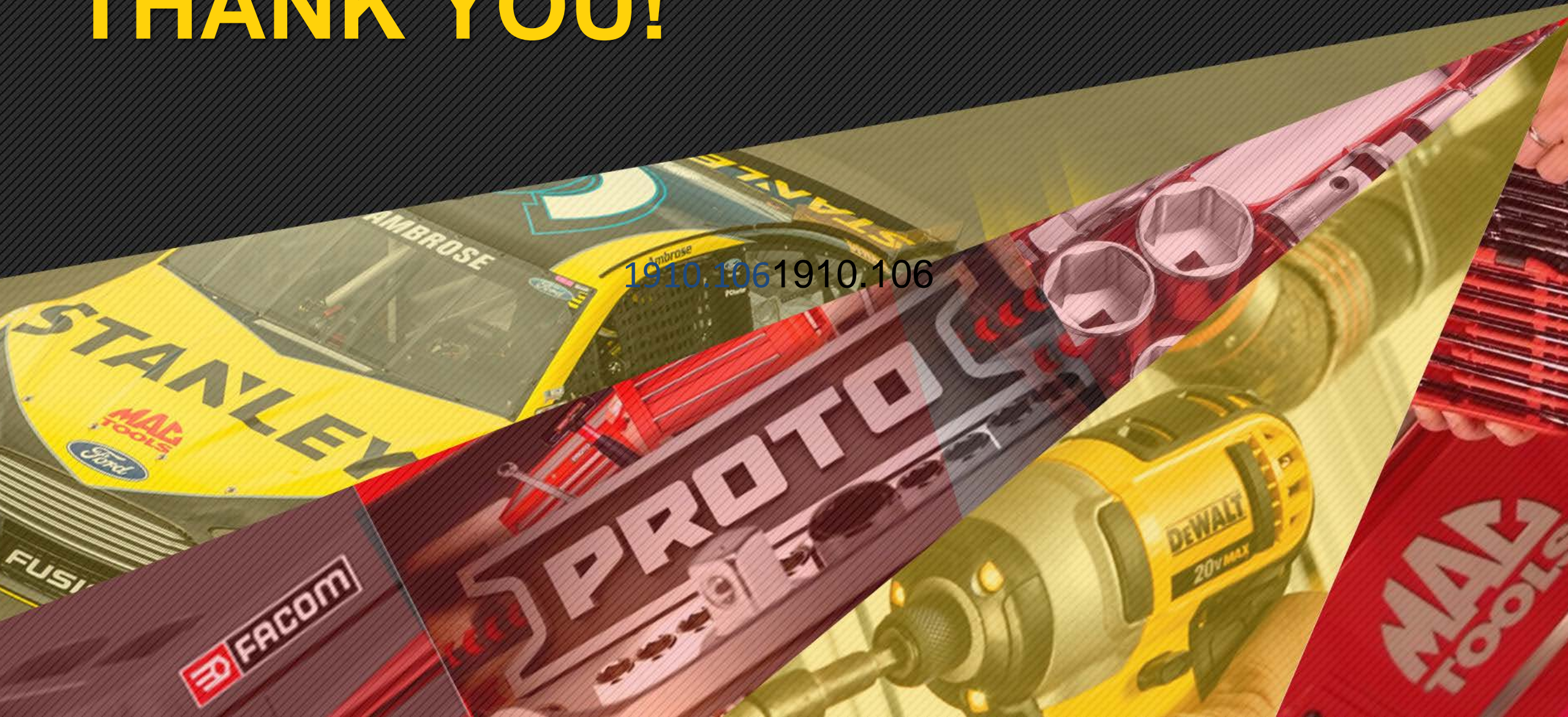
Global Approach

- ✓ Manufacturing sites required to reduce water consumption by 6% a year
- ✓ Advances in plating line technologies
- ✓ Water scarcity used in business development
- ✓ Sanitary usage leveraged
- ✓ Social responsibility

By 2020 reduce our water consumption by 50 million gallons



THANK YOU!



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