

Circular Economy Solution Series for Businesses

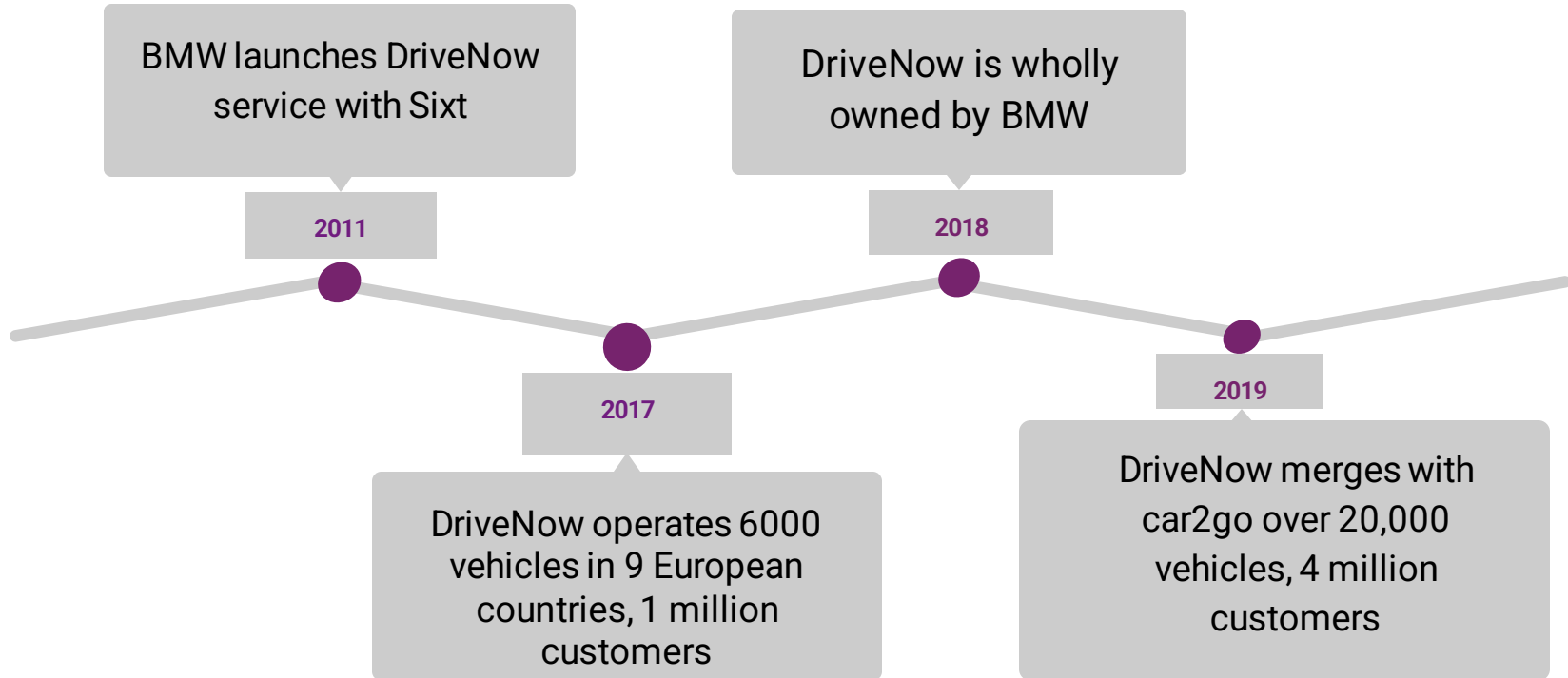
Case studies

1. BMW Share Now
2. Enterra Feed Corporation
3. Enviro Image Solutions
4. FROGBOX
5. Philips Light as a Service
6. Canadian Tool Libraries



BMW Share Now

BMW Share Now



BMW Share Now

- DriveNow estimates the average car is used 4% of the time
- Populations moving into cities
- Next generation has less interest in car ownership



Fleet of DriveNow cars

Enterra

Rising demand for fish and poultry

30% of food is disposed

Enterra upcycles food waste

Larvae of black soldier flies

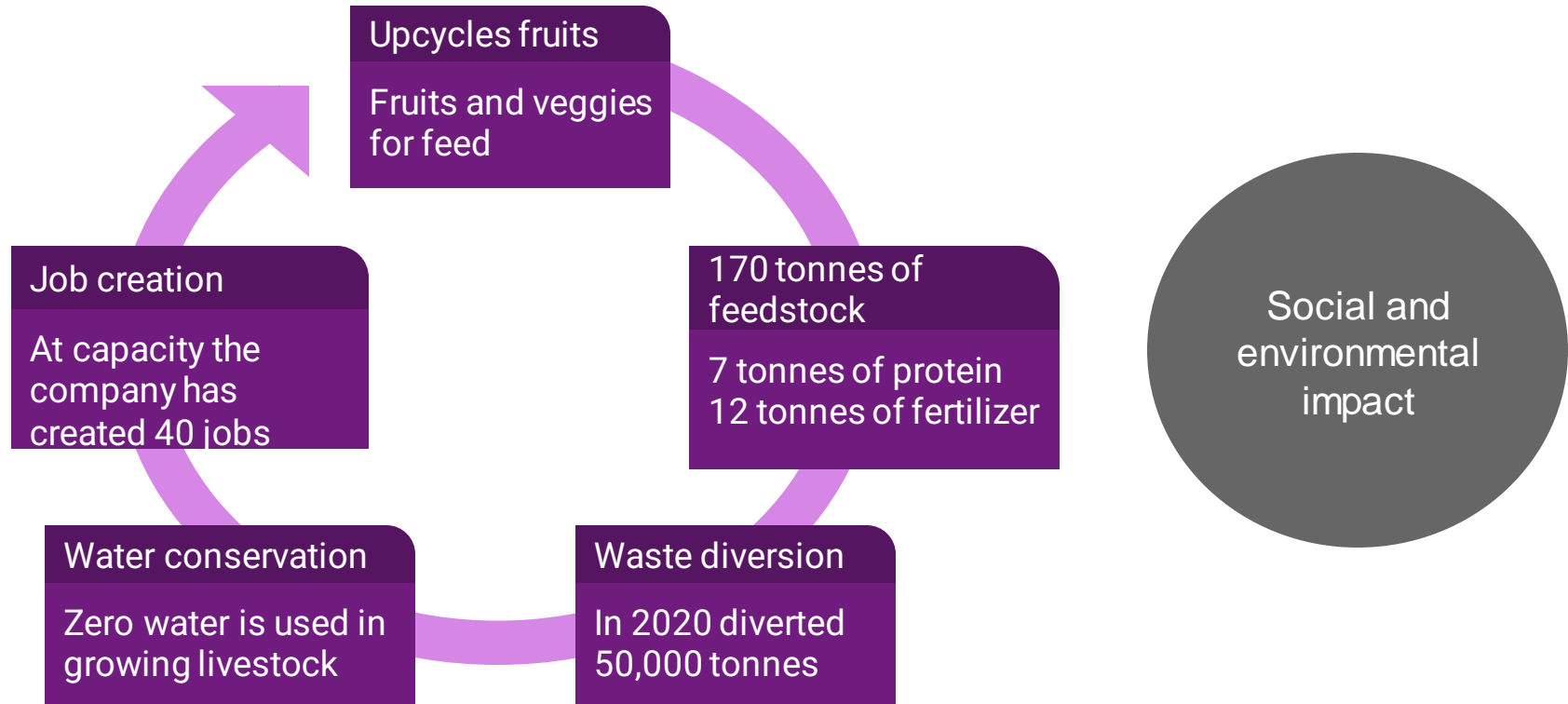
Food waste is feed for larvae

Natural processes create fertilizer



Black soldier fly larvae

Enterra | Design innovation



Thought Circle



Breakout Room 1

Innovation and engagement

Question: Possible barriers and notable outcomes in being the first to embrace circularity in your field?

→ Action: Discuss as a group

Enterra | Engagement

→ First mover in insect protein



Barriers:

- Market acceptance
- Regulation interests
- Feedstock diversion

Notable outcomes:

- Investment interests
- Positive government interaction
- Customers/investors embracing circularity

Met Fine Printers Solutions



Enviro Image

Vancouver's largest printing
company

- Upgraded to UV
technology
 - Costly
- Engineers researched for 3
years
- Birth of Enviro Image
Solutions



Enviro Image Solutions (EIS)

- Client base from North America, Europe, Japan and China
- Printing blankets are a large expense
- Extend blanket life by 400%
- “Product as a service”



EIS as a start up



- Printer will tell client at renewal time

- Each blanket can be renewed 4-10 times
- EIS analyzes blankets to improve efficiency

- Services are provided to extend life of blanket
- aluminum and steel in blankets can be reused

- Belts, wallets, iPad covers
- Eliminates GHG when blanket is renewed vs landfilled



iPad covers

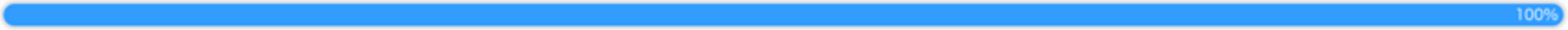
Example | Enviro Image Solutions

Life extension by 400%

By what margin you can slash your annual blanket costs?



How much of your printing blanket waste is eliminated from landfills?



Expected productivity improvement by applying our custom recommendations:



Incorrect handling of a blanket accounts what percentage loss in savings?



Thought Circle



Breakout Room 2

Customer Engagement

Question: When transitioning from a one time purchase model to a product as a service, what are some areas of customer engagement that are possible within your business?

→ Action: Discuss as a group

EIS customer reception



Lowered price
point

- Reduced
blanket costs
by 60%



Free trials

- Engagement
by free trials
and added
value



Waste diversion

- Saved over
\$300,000
- Eliminated
11,000kgs of
waste

see the results:

before



after



click on image for
a detailed view.

FROGBOX

→ Alternative to stacking cardboard boxes

Industrial strength, water resistant

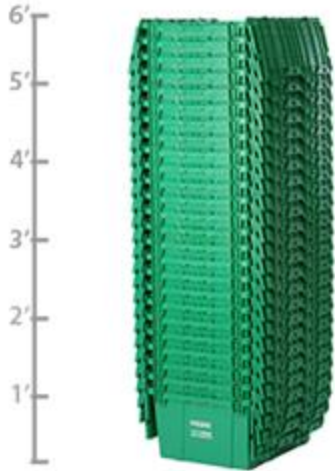
Time saved by drop off/pick up

Stack and lock together



FROGBOX | Features

→ Offer wardrobes and biodegradable covers



Boxes can be used
400+ times



FROGBOX Wardrobe



Biodegradable Mattress Covers

FROGBOX | Carbon footprint

→ Since 2008 FROGBOX has rented over 2.5M moving boxes

- 1 Cardboard to fill 325 jumbo planes
- 2 5205 days' worth of assembling boxes
- 3 Enough tape saved to go to the moon and back 40 times



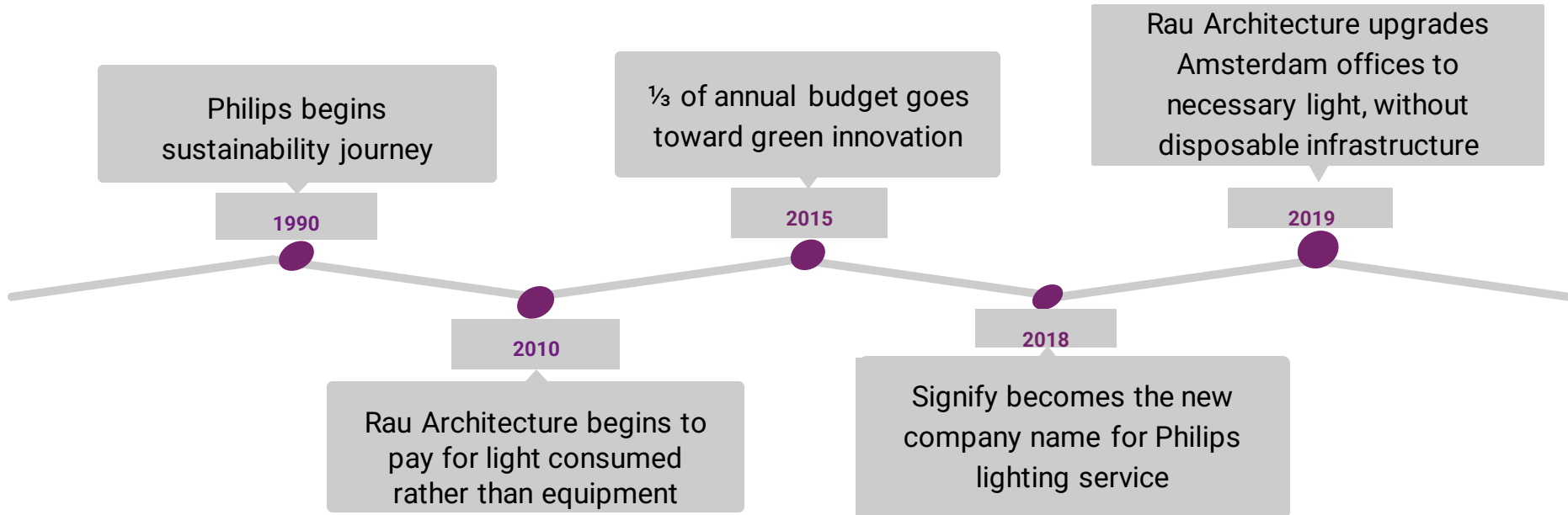
Enough tape to go to
the moon and back

40 times

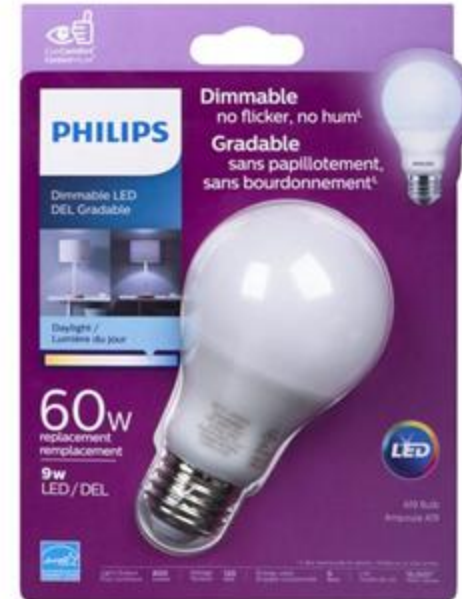
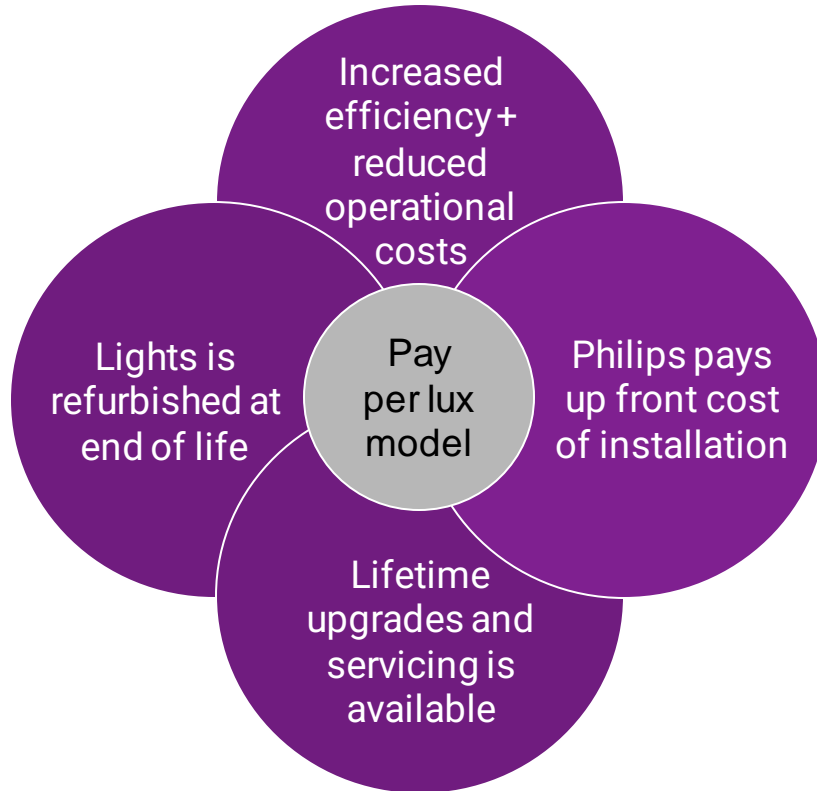


Philips Light as a Service

Mission: improve 3B lives a year by 2025



Philips light as a service



Signify by Philips

- Only pay for light output
- Hassle free upgrades
- Light fixtures designed for reuse
- Reduces carbon footprint

100%

carbon neutral since
September 2020

25% to 27%

of our revenues come
from lighting innovations
that increase food
availability, safety and
security, or health and
well-being

21% to 25%

of our revenues come
from circular products,
systems or services

0 landfill
waste
since
2020

Toronto Tool Library

- Founded in 2013
- Lends tools in library format
- Reduces waste
- 3 locations



Toronto Tool Library

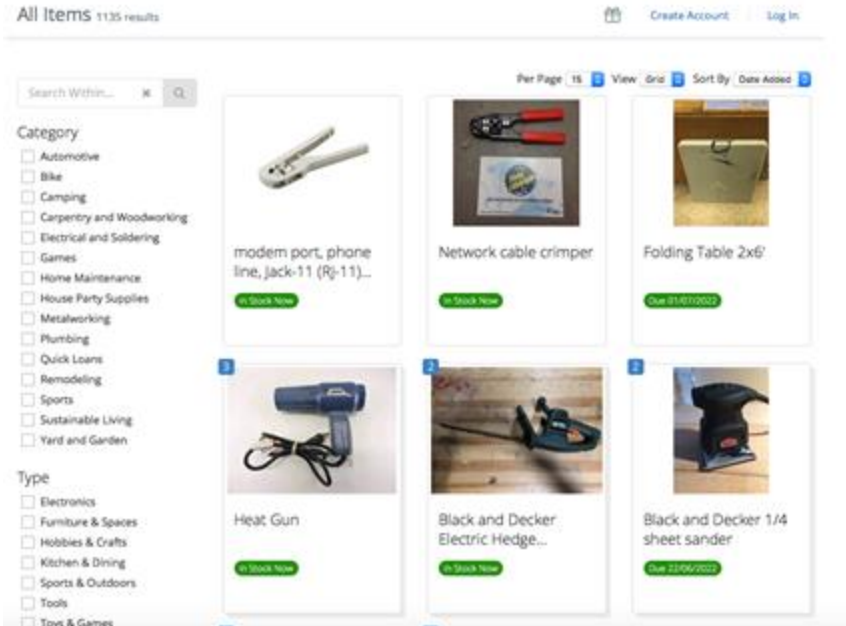


1 Public education

2 Awareness and access

3 Borrowing over ownership

Toronto Tool Library



11,000+
tools available

Edmonton's own Tool Library



Search Within...

Availability


In stock now

Category

- Automotive (2)
- Resource Library (15)
 - Bathroom (3)
 - Books (15)
 - Go Green (2)
 - Journals (1)
 - Kitchen (2)
 - Magazines (0)
 - Repair and Restore (7)
 - Tools and Tips (7)
 - Weekend Projects (4)
 - Woodworking (4)


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2




Belt Sander

In Stock Now




Belt sander

Overdue




Bench grinder

In Stock Now




Craftsman Mitre Saw

In Stock Now



Dewalt Cordless Drill

Overdue



Electric hedge trimmer

In Stock Now



BINGO

CELEBRATING DIY, REPAIR & SUSTAINABILITY

VISIT ETL	WATCH A DOOD ABOUT SUSTAINABILITY OR SOCIAL ENTERPRISE	CARVE A PUMPKIN & USE THE INSIDES	FINISH A DIY PROJECT	DONATE WINTER CLOTHING TO HELP SOMEONE ELSE WARM
PACK SOME OF CANADA'S BEST TASTING LIME SQUEEZED IN A REUSABLE BOTTLE	REPAIR SOMETHING YOURSELF	TELL A FRIEND ABOUT ETL	PATRONIZE AN INDEPENDENT BUSINESS IN YOUR HOOD	BUY SOMETHING IN BULK WITH YOUR OWN REUSABLE CONTAINERS
DOWNSIZE YOUR GARAGE CAR (OR SHOW US YOU ALREADY HAVE A SMALL ONE!)	WALK OR BEE INSTEAD OF DRIVING SOMEWHERE	FREE SPACE	VISIT OUR AMAZING SPONSOR KIND ICE CREAM	SUPPORT A LOCAL REPAIR BUSINESS - ASK THEM TO FIX A BROKEN ITEM
BUY SOMETHING SECOND HAND	VISIT OUR AMAZING SPONSOR LEATHS GENERAL STORE	USE YOUR REUSABLE BAGS FOR GROCERY SHOPPING	REUSE A DISPOSABLE ITEM IN A CREATIVE WAY	USE A TOOL YOU BORROWED FROM ETL
CHECK YOUR TICKETS AREN'T RUNNING (IT CAN SAVE SO MUCH \$\$)	GRAB A HOT DRINK IN YOUR REUSABLE COFFEE CUP	JOIN YOUR LOCAL COMMUNITY LEAGUE	BORROW SOMETHING - SEE A BOOK OR A TOOL OR A CUP OF SUGAR	COOK A MEAT FREE MEAL

BIG THANKS TO OUR SPONSORS





Banff Library of Things





Questions?



Thank You!