



Giumarra

Feeding the world in a healthy way.®

The Giumarra Companies: Feeding the World in a Healthy Way®

2012 Corporate Responsibility and Sustainability Report

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What Corporate Responsibility and Sustainability Mean to Us

In the simplest terms, we believe that corporate responsibility and sustainability is a life-long, company-wide commitment to doing business the right way. As one of the largest growers and distributors of fresh produce from around the world, the Giumarra Companies puts this commitment at the forefront of everything we do. It is embodied by our Nature's Partner® brand and is the driving force behind our core philosophy, "Feeding the world in a healthy way®."

Putting Our Philosophy into Practice

From the time the first seed goes into the ground until our fruits and vegetables are delivered to our customers, the Giumarra family of growers, employees and distribution partners take great care to ensure that our produce is not only wholesome and tasty, but has also been grown, packaged and delivered using safe and environmentally-friendly best practices.

Promoting a Healthy Community

We take pride in the fact that our delicious produce promotes healthy eating habits around the world, but our core philosophy also extends to the ways that we take care of our employees, operate our facilities and work to improve the lives of those around us.

This report details the key corporate responsibility and sustainability efforts put forth by the Giumarra Companies – from our agricultural best practices, food safety and traceability, to recycled packaging and clean energy initiatives, all of which will demonstrate how we put our company philosophy and brand ideals into practice every day.

Our Community of Growers: True Partners of the Land

Every member of Giumarra's carefully chosen community of growers shares our lifelong commitment to attentive stewardship of the land and its wholesome fruits. Many of our growers are third, fourth and fifth generation farmers, tending land that has been bountiful under their family's long-standing, watchful care.

To help keep their land productive for decades to come, while also protecting the natural ecosystem and its precious resources, our growers employ many eco-friendly agricultural practices which will be described in detail throughout this section of the report. Their commitment to these sustainable practices, along with their willingness to continually seek out innovative, new best practices and technologies, makes them nature's true partners.

NATURE'S PARTNER

The Nature's Partner® brand represents a four-way partnership between our customers, our people, our growers and the land and its fruits. It stands for:

- Quality and consistency
- Recognition of high achievement among growers
- A commitment to careful stewardship of the land and the earth's resources



Eco-Friendly Farming Best Practices

Some of the most common best practices of our growers include:

- Integrated Pest Management
- Drip irrigation
- Natural composting
- Crop rotation
- Disease-resistant new varietal development and planting

Eco-Friendly Farming Practices of Our Growers

Giumarra Vineyards

What They Grow: Grapes, Potatoes, Tree Fruit and Citrus

Water Preservation & Irrigation Techniques

- Drip irrigation efficiently controls water usage to help conserve the water supply.
- Fertilization is applied directly to each vine via drip irrigation systems (called “fertigation”) so nutrients are directly targeted only where they are needed.

Natural Pest & Wildlife Control

- Integrated Pest Management (IPM) is used to control harmful pests naturally, so less pesticide and chemicals are necessary and a more diverse and healthy ecosystem is maintained.

Farming Innovations

- Giumarra has large-scale research and breeding programs focused on developing higher-yielding and better-tasting grape varieties. These new varieties use substantially less land, water and fertilizer to grow.

Giumarra Agricom International, LLC

What They Grow: Avocados

Orchard & Land Management

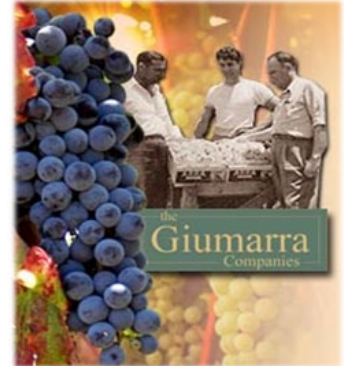
- Tall trees are cut down, grafted and re-grown from the base to reinvigorate the trees and make maintenance easier.
- Trees removed from production are chipped or shredded and left on the orchard floor to provide organic matter and help with water retention and weed control.

Water Preservation & Irrigation Techniques

- Pressure sprinklers and/or regulators are used to ensure each tree receives the same amount of water, thus increasing water efficiency.
- Tensiometers are used to check soil moisture so water is only applied when necessary.

Natural Pest & Wildlife Control

- Pest Control Advisors determine which beneficial insects can be used to balance problem insects, thereby reducing or eliminating chemical sprays.
- Hanging traps with pheromones are used to reduce insect reproduction.
- Ionizing water is used to control root rot in the soil.



“For more than 70 years we have stayed true to our roots as careful stewards of the land. As we continue to grow into the 21st century, we believe our founding principles of family, excellence and reliability will continue to guide our prosperity.”
- John Giumarra Jr., Giumarra family grower



Fertilization Techniques

- Growers test soil and leaf samples to ensure only the necessary amount of fertilizer is applied.
- To help eliminate waste, growers use pressure tanks, speed injection or apply fertilizer by hand to the active root zone.

Farming Innovations (Bianchi Farms, CA)

- A 10 kilowatt solar energy system is used to power the farm's water pumps and meters. Energy not consumed is fed into the power grid for future use.
- An evapotranspiration (ET) controller is used in combination with satellite and web-based technologies to maximize water usage for the irrigation of avocado trees.

Giumarra/VBM International Berry, LLC

What They Grow: Blueberries and Blackberries.

Land & Soil Management

- Growers evaluate optimal growing sites based on their ecosystems, native species and conservation restrictions to ensure the most eco-friendly location to grow is selected. (Millahue Farms and San Jose Farms, Chile)
- Wood mulch and pruning debris is applied to soil under bushes to maintain moisture, reduce water usage and assist in developing organic matter.
- Organic compounds are added to break down mulch and enhance the soil's micro-biological health.
- No-till farming is practiced to reduce soil compaction, fuel consumption and carbon emissions. (Marthedal Farms, California)

Water Preservation & Irrigation Techniques

- Soil moisture is monitored so only enough water is added to keep the plants actively growing and water does not leach any nutrients past the root zone.
- Tissue and soil samples are taken to monitor plant nutrition so precise amount of nutrients can be metered in the drip irrigation systems.

Natural Pest & Wildlife Control

- Integrated Pest Management (IPM) is used to control harmful pests naturally, so less pesticide and chemicals are necessary and a more diverse and healthy ecosystem is maintained. (San Jose Farms, Chile)

Farming Innovation (San Jose Farms, Chile)

- San Jose Farms is currently the largest certified organic blueberry farm in Chile.
- It has been measuring its carbon footprint in compliance with the Kyoto Protocol since 2009.
- It is participating in a micro hydro-electric project starting in 2013 that is aimed at achieving clean energy self-sufficiency.

"We are always looking for new ways to improve the long-term sustainability of our land and farming practices. As new technologies emerge, we are committed to integrating them into our operations wherever possible."
- Gene Bianchi, grower



"We do not take the responsibility of minimizing our 'footprint' lightly. We believe we have increased the productivity of our land in a responsible manner."
- Jon Marthedal, grower

Giumarra Reedley

What They Grow: Tree Fruit

Orchard & Land Management

- Tree height is managed to increase sun penetration from top to bottom and to ensure more uniform fruit maturity for an efficient harvest.
- Pruning debris is collected and re-used at biomass facilities.
- Non-till farming is used to reduce overall environmental impact.
- A large percentage of compost is used to decrease use of nitrates.

Water Conservation & Irrigation Techniques

- Drip irrigation is used to conserve water and target fertilizers only where they are needed.
- Water is tested to ensure quality and district water is used when possible to reduce depletion of ground water and the underground water table.

Natural Pest & Wildlife Management

- Pheromones or mating disrupters are hung to eliminate and/or reduce the use of chemical pesticides.
- Environmentally-friendly, softer chemicals are used with either very limited or no organophosphates.

Giumarra Wenatchee

What They Grow: Apples, Pears and Kiwifruit

Orchard & Land Management

- Land with the most fertile soil and abundant water is selected to reduce environmental impact and increase sustainability.

Natural Pest & Wildlife Management

- Integrated Pest Management (IPM) is practiced across all orchards in New Zealand and organophosphates have been removed from all spray programs.
- Growers participate in the “Apple Futures” spray program, aimed at proactively reducing pesticide use in the orchards.

Farming Innovation

- Yummy Fruit was the first company in New Zealand to grow commercially under Integrated Fruit Production (IFP). Their horticulture manager won a Waitangi Fellowship to study this system in other parts of the world.



“Growing sustainably is inherent in a family orchard where family members are an integral part of the farming process.”

- Rick Milton, grower



How the Kyoto Agreement Regulates Carbon Emissions

The New Zealand government has signed the Kyoto Protocol, which means that all agricultural operators in the country must register and then begin measuring carbon emissions by January 1, 2013.

Operators will be required to buy or sell “carbon credits” depending on whether their carbon emissions are positive or negative.

Giumarra Nogales

What They Grow: Eggplant, Grapes, Melons, Peppers, Squash, Tomatoes, Cucumbers and Green Beans

Natural Pest & Wildlife Management

- Crops are grown in protected environments and greenhouses, minimizing pests and disease problems, as well as use of pesticides.

Gas Emissions

- The climate in the production areas makes it unnecessary to heat the greenhouses, thereby avoiding any fuel burning or gas emissions.

Water Preservation & Irrigation Techniques

- Drip irrigation is used to efficiently control water usage to help conserve the water supply.

Our Commitment to Employees and the Greater Community

As a family-run company farming for more than 75 years, Giumarra has a long history of working side-by-side with its employees every day and we have a great respect for the people, communities and natural environment we serve. As such, we do everything we can to create a healthy, safe and positive working environment for our employees. The Giumarra Companies family also dedicates its time to many local and national community outreach programs that uphold and promote our philosophy of “Feeding the world in a healthy way®.”

Employee Welfare

At our company-owned growing operations, we value every worker and the majority of our workers are directly employed by Giumarra as opposed to being labor contractors. This helps ensure they have nearly year-round work and do not need to join the migrant workforce. To help provide every employee with a good quality of life, each receives a competitive wage, paid health and life insurance, a pension plan and vacation benefits. As a result, many Giumarra employees have been with us for several years and even decades.

In addition to our unique hiring practices and employee benefits, we strongly support and comply with child labor laws, and at a minimum, comply with all local, state and federal regulations pertaining to our employees’ safety and welfare.



The Podesta Family of Nogales was the recipient Mexico's EPA award "The Law of Service to the Environment" in recognition of its eco-friendly farming practices.

*"Our workers are Giumarra employees instead of contractors, and each person is treated as a valued member of our team. We believe the well-being of our people is reflected in the large number of employees who have stayed with us for many years and even decades."
- John Giumarra Jr., Giumarra family grower*

Training & Safety

We train our people in many areas, including food safety, security, heat stress and CPR. At Giumarra Vineyards, every supervisor and one or more crew members are trained in CPR and first aid. Additionally, we train employees for work-related tasks (forklift, farm equipment, etc.) so that they are able to work in a safe and efficient manner. We also help keep the working environment of our employees safe through our Integrated Pest Management (IPM) system, which naturally reduces unwelcome pests so we can limit the use of chemical pesticides.

Nationwide Partnerships & Initiatives

Fruits & Veggies - More Matters®

We are active in the Fruits & Veggies - More Matters® program, which works to improve public health by increasing the consumption of fruits and vegetables and is co-sponsored by the Produce for Better Health Foundation.



Community Service & Volunteer Efforts of Employees

At the local level, our employees are active in youth programs, community service, local charities and donations to food banks. We are also active in industry trade associations in ways that go beyond business.

Our involvement in groups such as the Produce Marketing Association and the United Fresh Produce Association governing boards and councils allows us to directly promote programs such as the Women, Infants and Children (WIC) program, the Fruit and Vegetable Snack Program and the Food Safety Initiative.

Employee Welfare and Community Service of Our Growers

Our family of growers has made tremendous efforts around the world to greatly improve the lives of their employees and the communities they live in. We've highlighted some key employee welfare and community efforts of our family of growers here.

Giumarra Borquez, LLC

Campo Pablo Borquez (CPB), Mexico

The Borquez family founded the Borquez Schwarzbeck Foundation in 2006 in order to provide scholarships, home improvements and healthcare support to their community. Some of the life-changing initiatives they have undertaken are included below.

Housing Initiatives

- Provided proper housing for several families who could not afford it. The foundation built 22 houses, 17 of which were built from local, eco-friendly material resembling adobe-style construction.
- Donated 400 lots with property titles to the residents of the Plutarco Elias Calles community.

Water Services

- Aided in the construction of hydraulic infrastructure in the desert community of H. Caborca to provide improved water services to approximately 15,000 people.

Community Buildings, Schools and Public Parks

- Helped raise \$120,000 to build the Pueblo Yaqui Community Center, which provides daycare for 100 children and a media classroom with 25 computers.
- Helped build the Coast de Caborca Community Center in alliance with the Fresnillo Group, which offers a place of unity where community members can learn to perceive themselves as worthy men and women, become spiritually strong and technically capable.
- Provided proper lighting in public parks and roads, successfully reducing crime for the 1,500 inhabitants of the Yaqui Valley.
- Support several programs that restored local churches, which are some of the few local sources of spiritual guidance in the rural communities.
- Adopted five schools where they have rebuilt the roofs, put up fences and donated computers and water coolers.

Youth Leadership and Education Campaigns

- Launched several campaigns promoting sports, education, health and an overall care for community development. The foundation's education initiative alone has aided more than 2,400 people.
- Created the Genesis Youth Leadership Program, which provides counseling sessions to promote self-esteem and family communication, and addiction prevention services.

Giumarra Wenatchee



The Borquez Schwarzbeck Foundation Mission

The mission is to support the development of the rural communities of Caborca and the Yaqui Valley through the attention, management and assignment of human and material resources.

A Drop of Water in the Desert

*"The Caborca Community Center is considered a drop of water in the desert because it brings hope to children and their families who are immersed in an environment that offers little to no opportunities for a promising future."
- Pablo Borquez Almada, Foundation President*

Yummy Fruit, New Zealand

Yummy Fruit gives back to its employees and surrounding community by:

- Participating in a program that brings workers from the Pacific Islands to New Zealand for harvest, which enables funds to return to South Pacific Island to promote economic development in communities that operate on what is called “subsistence living.”
- Being involved in the local grower associations’ land protection society.
- Sponsoring numerous school sporting events and teams.
- Supporting the AppleQuest program by donating free apples to remote schools such as those in the Chatham and Pitt Islands.

Giumarra/VBM International Berry, LLC

San Jose Farms, Chile

San Jose Farms and its dehydrating business unit, Vilkun, are helping give back to their communities by leading and sponsoring a Fair Trade program with small berry growers of local Mapuche communities in coordination with Indap (Institute of Rural Development). The program aims to buy Fair Trade fruit at a premium price.

Giumarra Nogales

Llano Family, Mexico

The Llano family has made several contributions to improve the health and educational opportunities offered to its employees and community members.

- The Llano family hosts a pilot project that was originally started with a grant from the Ford Foundation and the Mexican governments to study, educate and help migrant farm laborers.
- The project is now run in conjunction with Centro de Investigacion en Alimentacion y Dessarrollo (CIAD) and includes medical, dental, day care and other services.

Salazar Family, Mexico

The Salazar family shows its commitment to the well-being of its employees and their families by providing all of the following services to them at no cost:

- Kindergarten and child care
- Weekly medical checks
- Transportation to and from elementary and secondary school
- Housing and three meals a day
- Virtual High School on the Internet in conjunction with ITESM.

Giumarra Southern Hemisphere



Llano Family Recognition for Social Responsibility

The Llano family has been certified by the Fair Labor Association, SA-8000 social accountability standard, Business for Social Responsibility, the Mexican Center for Philanthropy and the Ethical Trading Initiative.

Roberto Palma, Chile

Our grower Roberto Palma has built a school in the rural area of Calera de Tango, Chile called Colegio la Mision to allow families of the area to give their children the opportunity for a first-rate education and ongoing medical care.

- Now nearing its tenth year, current enrollment at the school has reached around 800 students, who vary in age from kindergarten to the high school level.
- A significant part of the school's budget is dedicated to help the local families who cannot afford to pay the full tuition at the school.
- At least once per year, doctors are brought to the school to treat children, and any prescriptions that may be needed are even paid for by the school. Each year, the doctors see and/or treat about 500 people who otherwise may not have been able to see a doctor at all.

Quality Assurance: Leading the Industry in Food Safety and Traceability

The Giumarra Companies and our strategic partners are passionately committed to growing and delivering the most wholesome, best-tasting and safest produce available from around the world. Our definition of quality produce starts with the highest possible standards of food safety and hygiene, and we have long been recognized leaders in food safety initiatives, research and innovation.

Food Safety: How We Proactively Protect Our Customers

Food safety is paramount at the Giumarra Companies. We believe that our proactive and uncompromising approach to safe farming, packing and handling practices is an ongoing way for us to give back to both our customers and the industry.

Domestic & International Food Safety Programs

At the heart of our food safety programs [see sidebar on right] are the Good Agricultural Practices and Good Manufacturing Practices that were developed by the U.S. Food and Drug Administration specifically for fresh produce. We also have internationally-based programs in place, such as the GlobalGAP program, when our products are destined for European markets. All food safety programs that we use are based on sound science and are strictly enforced in order to bring our customers safe, fresh and quality produce.

Food Safety Group Affiliations



We Keep Consumers Safe By:

- Testing seeds, fertilizers, composts and irrigation water for contaminants
- Minimal use of chemical pest prevention using only approved pesticides
- Rigorously enforced hygiene and sanitary practices for harvest/post-harvest employees and equipment
- Testing, documenting and certifying our food safety performance

In addition to following several food safety programs and commodity-specific food safety guidelines, we are actively involved with government, industry and academic groups that help us ensure the safety and wholesomeness of our products. Some of these include:

- The FDA and USDA's food safety and food defense programs
- The Center for Produce Safety at the University of California, Davis
- United Fresh Produce Association's Food Safety and Technology Council
- The Produce Marketing Association's Technical Committee
- The Cantaloupe Working Group and other ad hoc technical groups

We also test many of our products for pesticide residues so they can be certified as pesticide-residue free under programs such as the NutriClean® program from Scientific Certification Systems.

Product Traceability: Taking Product Tracking to the Next Level

Produce traceability is an industry-wide effort to track every box of fresh produce sold in the United States and Canada. Several milestones have been set by the Produce Traceability Initiative (PTI) in an effort to create uniformity throughout the food industry in a timely manner.

The Giumarra Companies have taken the initiative to be one of the leading companies propelling this effort forward. Not only have we put a system in place that already meets the PTI milestones and guidelines, but it also takes produce traceability to the next level. To ensure our retailers and partners can access our product traceability with the click of a button, we developed and launched an innovative, web-based solution that delivers fast and accurate product tracking using the GS-1 Standard, Global Trade Item Number (GTIN) and Proprietary Lot Code information in an organized and user-friendly manner online.

Operations & Logistics: Reduce, Re-use and Recycling (RRR) Initiatives

The Giumarra Companies have always strived to reduce their impact on the environment and have incorporated many strategies to help minimize energy consumption, waste and carbon emissions at our offices, packing facilities and distribution centers. We are also very committed to helping offset our carbon footprint with proactive, green energy initiatives.

This section of our report provides details on our day-to-day best practices, as well as our more far-reaching efforts.

Day-to-Day Best Practices

Our Food Safety Programs

- Good Agricultural Practices
- Good Manufacturing Practices
- GlobalGAP
- Safe Quality Food (SQF)
- Hazard Analysis & Critical Control Points
- Global Food Safety Initiative



Innovative Traceback System

Giumarra's state-of-the-art, web-based traceback system meets and exceeds the government standards for speed and effectiveness.



Some examples of our day-to-day RRR best practices include the use of:

- Video and teleconferences in place of traveling to meetings
- Energy-efficient lighting and Energy Star rated appliances
- Double or triple pane windows and window treatments to reduce energy transfer
- Recycling programs, including reusable printer cartridges, to minimize waste
- Auto shut down lights, thermostats and office equipment to save energy
- Native, low-maintenance plants to assist in sound reduction, oxygen replacement and aesthetic enhancement
- Reusable plastic containers when filling orders for specific customers
- Environmentally-friendly soaps and cleaning products to reduce the use of chemicals in the office
- Well-maintained cooling and packing equipment to ensure efficiency

Solar Energy

Giumarra Vineyards

One of the Giumarra Companies' most recent and exciting clean energy initiatives is a photovoltaic solar and co-generation energy facility that has been contracted to be built adjacent to Giumarra Vineyard's main packing facility in Bakersfield, Calif.

Giumarra has partnered with HeliPower, an industry-leading solar engineering company, to build the facility, which will offset the majority of the company's annual electricity needs for its processing facility, and will offset more than 12,000 tons of CO2 emissions over the next 20 years.

This solar facility is the first step of a larger energy savings initiative at Giumarra Vineyards that will incorporate energy-efficient technologies including solar electricity, solar thermal and lighting efficiencies to further reduce electricity consumption. Additional land at Giumarra Vineyards has already been allocated for these solar expansion plans, which will be chronicled in our annual Corporate Responsibility and Sustainability reports in years to come.

Subsole

Giumarra works with Subsole, a Chilean-based fresh produce company founded in 1991. Subsole is currently building a solar plant to power its irrigation systems in the Copiapó Valley in Chile. The installation is one of the first of its kind in the Chilean agriculture sector and will service grape orchards in the area, benefitting growers across 275 hectares of land.

"The nature of our business requires a tremendous amount of refrigerated transportation for distributing fresh produce around the world, so anything we can do to help improve our carbon footprint while operating a more efficient business is not only good for us, but good for our customers and the community, as well."

- John Giumarra III, Giumarra family grower

Construction of the 300kWp solar facility will be completed alongside several other initiatives designed to substantially reduce carbon emissions over time. Subsole will carry out energy audits in six areas under irrigation, three packing plants, and cold storage facilities. Future packing houses will be constructed more efficiently using energy storage technology, including frequency converters, hydraulic pumps, and energy and water management systems.

Clean Energy Network of California

The Public Utilities Commission has mandated that Pacific Gas & Electric Company (PG&E) address California's increasing energy needs by utilizing Demand Response Programs (DRP). One such DRP is the Clean Energy Network of California, with which the Giumarra Companies participates.

As a participant, Giumarra reduces energy usage on high demand days to avoid rolling blackouts and reduce greenhouse gas emissions. By participating in this program, the Giumarra Companies earns the industry's highest energy and capacity incentive payments, sustainability leadership, equipment upgrades, seamless business continuity, green recognition by the business community and consumers, and free energy audits while fulfilling our commitment to being green.

Recycled Product Packaging

Giumarra's commitment to using recyclable packaging is a direct reflection of our "Love of the Land." We use recyclable packaging for most of our products today and are committed to packing all products in recyclable containers as more viable recyclable packaging materials become available in the future.

We use kraft packaging, which is a more environmentally-friendly option than traditional packaging because no chlorine bleach is used during the manufacturing process. We are also beginning to use compostable packaging for items such as bags and clamshells.

Giumarra's Packaging Suppliers

International Paper

International Paper uses technology, customized distribution plans and advanced logistics planning during transportation to make sure that routes are properly planned so trucks are not waiting idly in traffic or covering the same area more than once. This helps reduce emissions and environmental footprint. A state-of-the-art system is being used to monitor engine performance, reducing idle time and air emissions while saving money on fuel.



Sustainability the IP Way

"For more than 110 years, our company has been one of the most environmentally responsible companies in the world. It is our passion and commitment to deliver the products our customers want while ensuring responsible stewardship of natural resources today and for generations to come."
- www.ipaper.com

International Paper also promotes the planting and growing of trees, monitoring forest productivity and protecting biodiversity and habitat in the United States and throughout the world.

Maxco

Containers used by our supplier Maxco are made of 100 percent recyclable material, non-waxed renewable paper and water-based inks. The use of water die-cut ends requires less energy and saves on paper waste.

Every step of Maxco's package manufacturing process is done in house, reducing transportation needs while improving system efficiencies and reducing cost and environmental impact. Maxco utilizes materials and production methods that emphasize renewable resources and environmentally sound products.