

<p><b>Goal</b></p> <p>SunTrust and BB&amp;T will merge to create Truist, the sixth-largest US Bank holding company. Our goal is to <b>dispose of the client facing, high-impact SunTrust branded items in an environmentally and cost-friendly way, specifically recycling the aluminum in SunTrust corporate signage.</b></p> <p>We recommend SunTrust explore vendors who have the ability to recycle large items, such as Terracyle.</p>	<p><b>How Can a Company Dispose of Aluminum?</b></p> <p><u>Internally</u></p> <ul style="list-style-type: none"> <li>Scrapyards pay market price for aluminum and typically pick it up</li> <li>Individual branches/regions would coordinate with a local scrapyard for collection</li> <li>Disposal cost would vary by scrapyard</li> </ul> <p><u>Externally</u></p> <ul style="list-style-type: none"> <li>Contract with recycling companies specializing in unusual and industrial goods disposal</li> <li>Terra Cycle, Clean Harbors</li> </ul>
<p><b>How would SunTrust Signage be Disposed Otherwise?</b></p> <p>Signage would be landfilled as current signage suppliers indicate recycling is likely not feasible from a financial perspective given how the signs are manufactured and what would be involved to “deconstruct” the signs into recyclable materials.</p>	<p><b>Co-Benefits</b></p> <ul style="list-style-type: none"> <li>✓ Potential for 2.5x savings if BB&amp;T implements our process</li> <li>✓ Increase teammate engagement in merger and sustainability efforts</li> <li>✓ Provide positive public relations and publicity during a transition period</li> <li>✓ Aligns with millennial target audience of new bank and purpose-driven values</li> </ul>

**8,352 Branch Directional Signs**  
Direct traffic and control parking outside of branches

66,862 lbs of Aluminum  
x 0.82/lb Spot Market Price  
**= \$54,826**

*from recycling and selling aluminum at the market price*

**2,272 Channel Letter and Marquee Signs**  
Located on the exteriors of SunTrust buildings

86,228 lbs of Aluminum=  
x 0.82/lb Spot Market Price  
**= \$70,706**

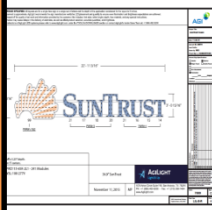
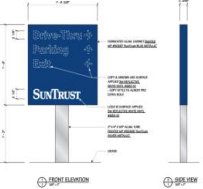
*from recycling and selling aluminum at the market price*

<b>Emission from raw materials:</b>	9.256 lbs CO2 e/lb
<b>From recycled materials:</b>	1.113lbs CO2 e/lb
<b>Emission Factor Net Saving:</b>	8.143 lbs CO2 e/lb
<b>Total Weight of Aluminum:</b>	152,393 lbs



**Total Emission Saving:  
1,240,940 lbs CO2 e**

Turner, David A., Ian D. Williams, and Simon Kemp. "Greenhouse gas emission factors, recycling of 14 source-segregated waste materials." *Resources, Conservation and Recycling* 105 (2015): 186-197.



**Other Environmental Benefits**

Aluminum is a sustainable metal, which can be recycled again and again with no loss of material. Recycling aluminum reduces mining and therefore smelting, which improves:

<b>Air Quality</b>	<b>Water Quality</b>
<ul style="list-style-type: none"> <li>Recycling Al saves 90-95% of the energy needed to make Al from bauxite ore</li> <li>Smelting produces perfluorocarbon, 9,200x more harmful than CO2 for the atmosphere</li> </ul>	<ul style="list-style-type: none"> <li>Smelting produces sulfur oxide and nitrogen oxide- toxic gases in smog and acid rain</li> <li>Bauxite ore refinement creates caustic mud, contaminating surface and ground water</li> </ul>

**1.3 MM lbs of CO2 reduced**  
~equivalent to removing 135 standard passenger vehicles from the road per year!

**The revenue generated from recycling sign materials amounts to \$125,000**  
~equivalent to 15 intern salaries!

One-time fees and savings