



Our Commitment 2020



SALES: A True Story

1886

The production of labels and envelopes began in a small premise in Via Madama Cristina in Turin with automatic machinery, which was completely innovative for the time.

At that time, a great deal of manpower was required to carry out numbering and string application work, which still had to be done by hand.

The first customers were mills, textile manufacturers and the fledgling industries of the time.

1925

In 1925, with the economic recovery following the end of the First World War, Sales moved to larger premises in Via Amedeo Peyron 25.

1959-1965

1959 was the year that marked a real turning point for our company, when, thanks to our great technical and constructional skills, we were able to produce the first self-adhesive labels on a roll. Sales was one of the first companies in Europe to have such advanced technology at that time.

In 1962, the company moved to a new, more modern plant in Via Chivasso 5, Rivoli (TO), where we are based today.

1995 -2005

In 1997, the Rambloc® brand of reinforced notepads and refills was born, and in just a few years it gained a significant place in the stationery market. In 2003, Sales expands its production in Rivoli (TO) in two plants: the graphic division of 4,000 sqm. in Via Chivasso 5 for the production of self-adhesive labels and the paper converting division of 3,000 sqm. in Via Ferrero 86 for the production of Texso® envelopes and Notepads

2020

In 2018 Sales was certified as a B Corp company and in 2020 it also became a Benefit Company, testifying to its desire to implement virtuous actions aimed at achieving a better environmental impact, committing its management to achieving higher standards of purpose, responsibility and transparency.

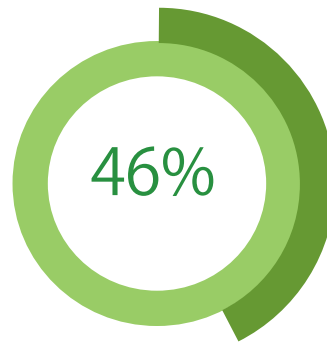
Today, the focus is particularly on the development of green solutions on the one hand and innovative technology on the other. This is reflected in the growing number of registered patents and numerous partnerships with universities and research centres.

We have improved our processes in line with B Corp's logic, investing in a new digital printing press that enables us to increase print quality and efficiency, while reducing waste and material scraps.



Green Solutions

Energy > 46% of energy consumed comes from renewable sources



Data 2020

Total energy used	1.256.637,5 Kwh
Of which green electricity	46%
CO2 Emissions (Scope 1 e 2)	135.000 Kg
Offset CO2 emissions	12.482 Kg
Water consumption	1.177.000 L
Generated waste	142.800 Kg
Recycled waste	53.300 Kg

From 2020, the installation of solar panels on the company's roof will allow 70% of the energy used to be produced.

Paper Converted Products **Rambloc**

- As of 2018, only FSC paper is used
- Use of TCF (Totally Chlorine Free) paper
- Use of water-based inks

Printed **Self-Adhesive Labels**

- Development of the prepress photopolymer without the use of chemical solvents
- All industrial lighting was replaced with LED lights



DATA 2019 and 2020

normalised for 1.000 Euro turnover

having recorded a turnover increase in 2020 of 14.9% compared

	2019	2020
• Energy Used	291 Kwh	290 Kwh
• CO2 Emissions (Scope 1 e 2)	58 Kg	31 Kg
• Water used	622 L	272 L
• Waste produced	36 Kg	32 Kg

- A slight decrease in energy consumption was recorded in 2020
- The noticeable decrease in Scope 1 and 2 emissions in 2020 compared to 2019 was recorded as a result of adopting improvements in the management and scheduling of plant heating and a reduction in corporate travel, opting for online meetings with suppliers and customers.
- Water consumption figures have dropped significantly, this was also due since two major leaks were recorded in 2019 which have been remedied.

Conclusion: The waste produced in 2020 shows that although the quantity is directly proportional to the increase in production, it is lower than the increase in turnover.

Target 2021: the reduction of solid waste

In 2021, two projects were launched to reduce waste, in terms of volume and weight, which are now collected as non-recyclable and non-recoverable waste from adhesive label production waste (landfill), a production sector that in 2020 accounted for 73.70% of total turnover.

1 The first involves compacting the adhesive matrix waste. This allows an 80% reduction in the volume of this type of waste, which is currently not recyclable and cannot be recovered, leading to a transport reduction on wheels and in the emissions of the vehicles used for collection.

2 The second project involves Sales joining the project proposed by Avery Dennison and their partner Cycle4green, which enables the recycling of liner (paper support) which represents 60% of the waste and 40% of the total weight of the waste. The waste collected in the recovery boxes, provided by the collecting company, is transformed into recycled reels of glassine paper.





SALES Srl | Società Benefit Divisione grafica
Via Chivasso, 5 – 10098 Rivoli (TO) – Italia
Tel.: +39 011 9571000 – Fax: +39 011 9592138
info@salesspa.com

SALES Srl | Società Benefit Divisione cartotecnica
Via Ferrero, 86 a/b/c – 10098 Rivoli (TO) – Italia
Tel.: +39 011 9507361 – Fax: +39 011 9560079
info@rambloc.it

www.salesspa.com

