

Orange County
World Trade Week
Breakfast & Forum

Act Local, Think Global

Earth Friendly Products in the Global Retail Market

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Earth Friendly Products

Over 200 environmentally friendly cleaning products

U.S.-based primary manufacturer

Headquartered in Cypress, CA

Family owned & operated since 1967



ECOS™

ECOS™ Green Cleaning Products



Plant-derived cleaners

Sourced and
produced local



ECOS • ECOS Pro • Baby
ECOS

Disney Baby ECOS

Private Label



Earth Friendly Products



A Partnership That Was Meant to Be...



The OC: A Great Place for Business



ECOS in Orange County



Walmart 

 Sam's Club











Bristol Farms
Your Extraordinary Food Store

Gelson's 

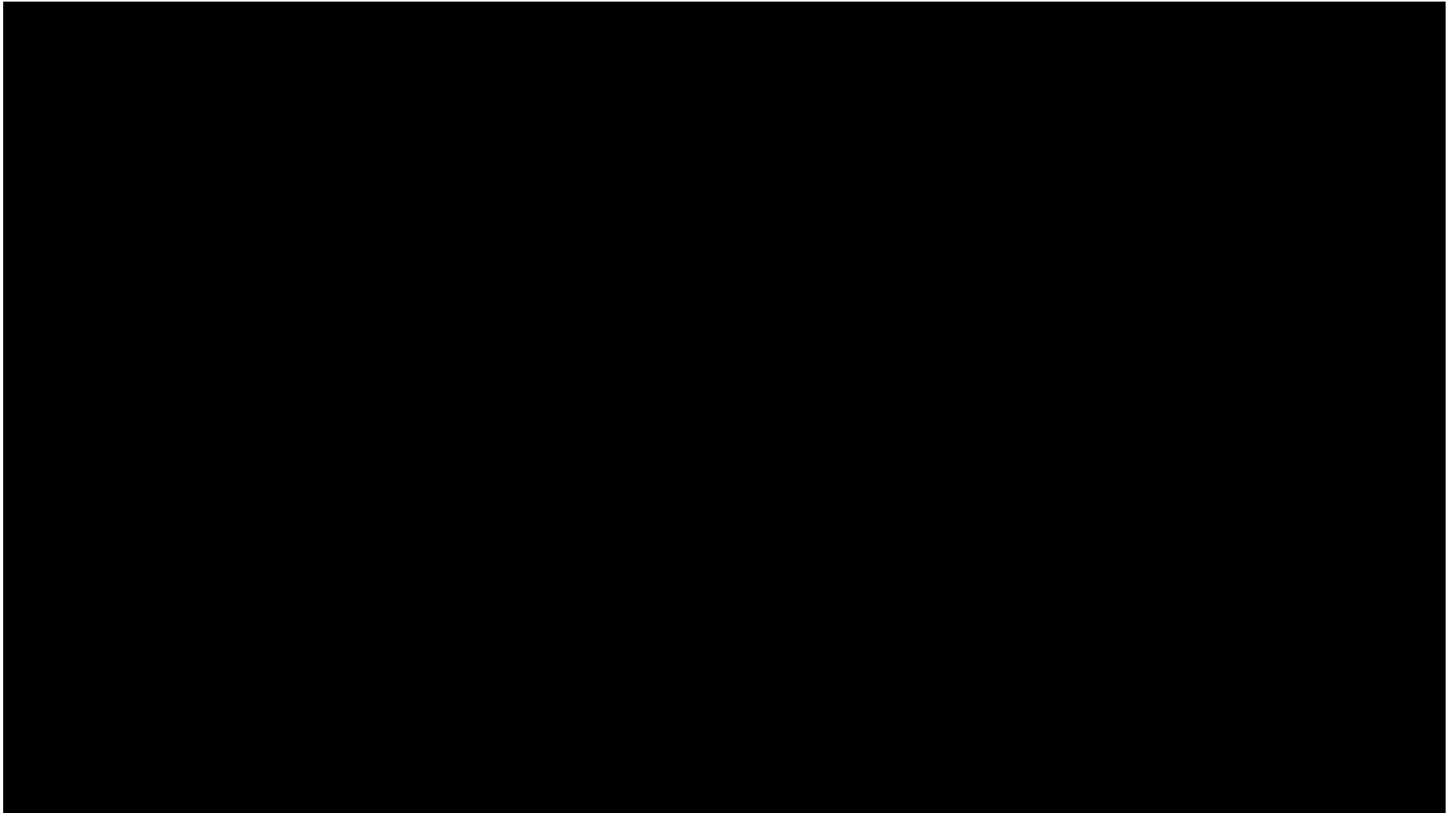








ECOS™



ECOS AROUND THE WORLD



Markets served by OC: Western U.S., Mexico, Pacific islands, Asia, Australia

Port of Long Beach: OC's Gateway to Asia



Growth in the Green Cleaning Products Industry

Global

2012: \$2.7 Billion

2017: \$9.3 Billion

Compound annual growth rate:



Global Consumers Care About Sustainability

75% pay attention to green credentials

41% are influenced by the environmental impact of products they buy

64% expect companies to be environmentally friendly

91% believe the green actions of companies can positively affect the environment



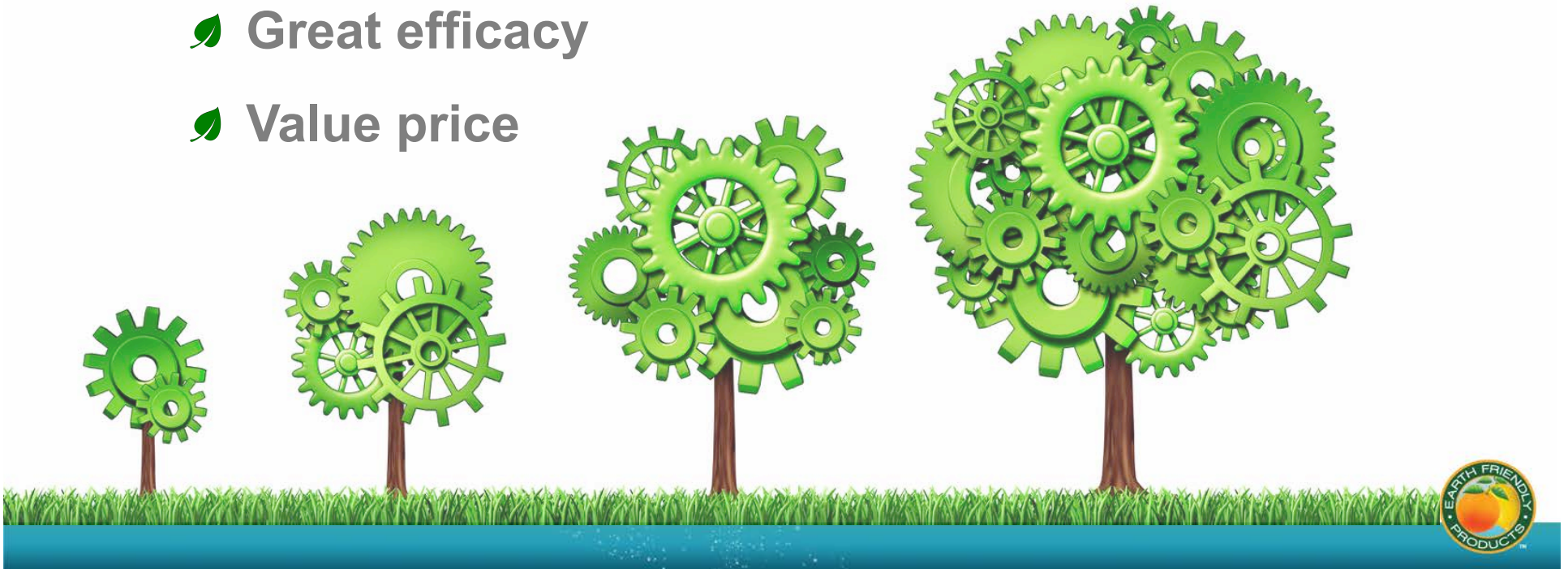
A Green Story



Growth of Earth Friendly Products

In the last 10 years, sales have quadrupled
- Why?

- 🌱 Highest level of green
- 🌱 Great efficacy
- 🌱 Value price



Highest Level of Green Sustainability Certifications & Awards



ECOS: The Green Value Brand

Price per Load in the U.S.



Source: Amazon, March 2014



Global Trade is an Adventure!







ECOS™





ECOS™



Think Globally, Act Locally

- 🌱 Look for opportunities to source locally
- 🌱 Don't underestimate benefits of paying a living wage
- 🌱 Explore exporting to increase market share
- 🌱 Reach out to trade organizations for guidance
- 🌱 Green is growing – find a way to build sustainability into your business



Leverage Your Connections, BUT...



ECOS™

*Thank
You!*

