



“The **success** we have had in one plant has lead to a **50 percent reduction** in energy use and a **93 percent decrease** in water consumption. These successes can be realized at other Southwire facilities resulting in a **greener supply chain** throughout the company.”

— Jeff Herrin,
Executive VP Operations,
Southwire

About the Green Suppliers Network

Working in collaboration with the U.S. Department of Commerce (DoC), the U.S. Environmental Protection Agency (EPA) established the Green Suppliers Network to help small and medium-sized manufacturers stay competitive and profitable while reducing their impact on the environment.

You work hard to keep your costs down, your profits up, and your customers happy. But can you stay competitive and reduce your environmental footprint at the same time? The answer is yes. As a Green Suppliers Network Partner, you will gain an edge on the competition by implementing the *Lean and Clean Advantage*.

Lean manufacturing techniques coupled with sound environmental management strategies will ensure you're delivering value to your customers—high-quality products, at the right price, with minimal waste. We call this approach the *Lean and Clean Advantage*—the hallmark of the Green Suppliers Network.

Why Should You Join the Network?

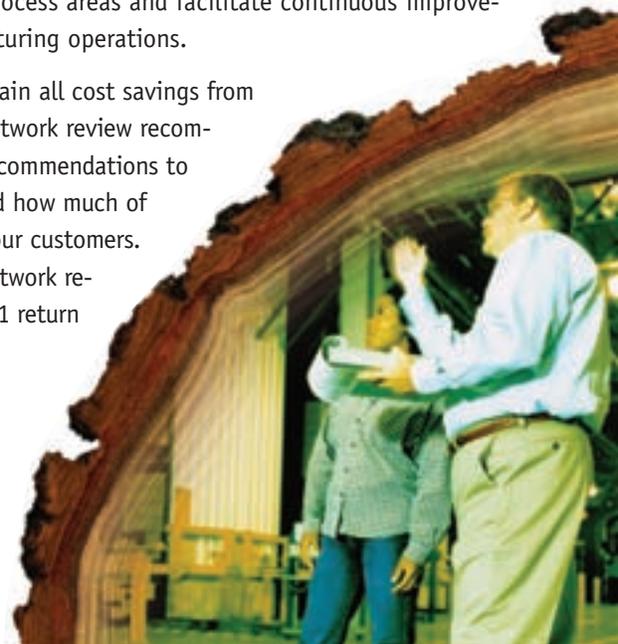
■ **Get confidential, customized solutions.** Bring the experts to your shop floor and let them help you close the gap between how much you use and how much you *need* to produce your product. Highly trained professionals from the Department of Commerce's Manufacturing Extension Partnership (MEP) program and state environmental programs conduct low-cost technical reviews.* Along with your company's self-selected team, these experts will evaluate a process line using value stream and process-mapping techniques to identify a set of concrete actions you can take to increase efficiency, reduce costs, and improve your facility's environmental performance.

You will receive a confidential, facility-specific report outlining all potential cost savings and environmental opportunities. Neither EPA nor anyone else has access to your facility-level data unless you choose to make the results available.

Your employees will also receive hands-on training so that you can apply Network review tools to other process areas and facilitate continuous improvement across all of your manufacturing operations.

■ **Boost your bottom line.** You retain all cost savings from implementing Green Suppliers Network review recommendations. You decide which recommendations to implement, and you decide if and how much of the cost savings to pass on to your customers. Investing in a Green Suppliers Network review often results in at least a 3:1 return on investment.

* EPA provides program support and funding and access to environmental information and tools, but is not directly involved in onsite technical assistance reviews.





Partner Highlights

- By improving the management of its boiler fuel, the metal finishing company **Har-Conn Chrome Company** of Connecticut identified opportunities to reduce internal and external rework by 50 percent and save \$36,000 per year. The review identified total potential savings of \$424,500 annually.
- California healthcare supplier **Medegen MMS** cut its hazardous waste and disposal costs by 50 percent after installing new injection mold cleaning equipment and using a new cleaning method recommended by the Green Suppliers Network.
- A Green Suppliers Network review with **Summit Corporation** of Connecticut identified \$980,000 in potential annual savings in *Lean and Clean* opportunities.



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- **Gain access to direct technical assistance.** EPA collaborates with state, local, and other federal agencies to provide the best technical, financial, and research assistance available to help you implement review recommendations. We even offer a \$1,000 credit towards the implementation of review opportunities when you work with your local MEP center on a project with environmental reductions within three months of the review. Green Suppliers Network review experts are local and available to provide more assistance or resources for implementing opportunities upon request.

What Does a Green Suppliers Network Partner Do?

Here's what you need to know about the Green Suppliers Network process:

- Once you commit to completing a Green Suppliers Network review, the local review team will contact you to explain and schedule the review process.
- Reviews take approximately three to four non-consecutive days, including a half-day pre-visit and two to three days of onsite training and review.
- Final reports, including recommendations and cost-benefit analysis, are created off site by MEP experts and delivered to you within four to six weeks.
- We ask that you complete a follow-up survey within one year after the review to measure results from implementing your selected review recommendations.

If you are a small* to medium-sized manufacturer and want to become a Supplier Partner, visit www.greensuppliers.gov for information on contacting your local Green Supplier Network review team.

*“Lean and Clean principles have become our way of doing business for everything we do at H&L, and it's now in our DNA. I would encourage anyone who has the opportunity to become involved in the **Green Suppliers Network** to take that opportunity. It is extremely valuable.”*

—Steve Beurkens, Sales Marketing Manager,
H&L Advantage

How Can You Join the Network?

To join or learn more, find us online at www.greensuppliers.gov, call 800-601-4589, or send e-mail to Green_Suppliers@epa.gov.

* *The Green Suppliers Network uses the Small Business Administration's definition of a small business as having 500 employees or less per facility.*

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