

# Green Suppliers Network Pilot Identifies Opportunities

by Heidi Karp - EPA Green Suppliers Network

In December 2003, several BIFMA members learned about the Green Suppliers Network pilot program at a meeting in Washington D.C. Now, almost two years later the results of the office furniture sector's pilot are in.

Five supplier reviews have identified a potential \$1 million in annual lean cost savings and another \$2.4 million in one-time lean opportunities. The reviews have also identified nearly \$900,000 in potential annual cost savings from environmental opportunities along with the potential to conserve 5.5 millions of gallons of water and reduce over 200,000 lbs. of solid waste. By participating in the Green Suppliers Network reviews and working to implement opportunities, the pilot's suppliers have demonstrated a real commitment to sustainability and continuous improvement.

The Green Suppliers Network is a program specifically designed by the U.S. Environmental Protection Agency and the U.S. Department of Commerce's Manufacturing Extension Partnership (MEP) to help manufacturers engage their small and medium-sized suppliers in technical assistance to remain profitable, environmentally sound, and competitive. Green Suppliers' reviews are conducted by lean experts at the MEP centers along with state pollution prevention experts. Specifically, the suppliers in the pilot worked with West Michigan's MEP center, The Right Place, Inc., the Wisconsin MEP center, Michigan Department of Environmental Quality and the University of Wisconsin's Solid & Hazardous Waste Education Center.

Over the past two years, the Green Suppliers Network has continued to grow. It's now a national program working with four sectors

**GSN Aggregate Potential Dollars Savings Data for Office Furniture- 5 Technical Reviews (NIST-10-12-05)**

<b>Lean Savings</b>	<b>\$1,031,617</b>
<b>Clean Savings</b>	<b>\$ 892,227</b>
<b>Total Recurring Savings</b>	<b>\$1,923,844</b>
<b>One Time Conversions To Cash (Inventory Reduction)</b>	<b>\$2,401,782</b>
<b>Total Savings</b>	<b>\$4,325,626</b>

including aerospace, automotive, healthcare/ pharmaceuticals and office furniture. The Green Suppliers' office furniture sector members include: Haworth, Inc., Herman Miller, Inc. HNI Corp., Kimball International, Inc., Light Corp., and Steelcase Inc. Suppliers from across the country are learning ways to save thousands and often hundreds of thousands of dollars. Nationwide the

program's first twenty-nine reviews have helped suppliers identify \$16.8 million in annual potential cost savings and over \$8.4 million in cost savings from one-time lean opportunities. Thirty-five suppliers are currently in process or finalizing plans for a review and another 103 have been identified for participation. You can be next. For more information contact Heidi Karp at [karp.heidi@epa.gov](mailto:karp.heidi@epa.gov).

**GSN Aggregate Potential Environmental Data for Office Furniture-5 Technical Reviews (NIST-10-12-05)**

<b>Energy Conservation (MM BTU's)</b>	<b>69,745</b>
<b>Water Conservation (gallons)</b>	<b>5,561,000</b>
<b>Air Emission Reduction CO2 (lbs.)</b>	<b>2,200</b>
<b>Solid Waste Reduction (lbs.)</b>	<b>207,669</b>
<b>Water Pollution Reduction (gallons)</b>	<b>90,000</b>

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## CALENDAR of industry events

Updated regularly on BIFMA's Internet Site: [www.bifma.org](http://www.bifma.org)

**April 19-23, 2006 – IMOB 2006 Istanbul, Turkey; Turkey Furniture Trade Fair; [semra.turunc@itf-exhibitions.com](mailto:semra.turunc@itf-exhibitions.com); +90 212 465 7475; [info@itf-imb.com](mailto:info@itf-imb.com); <http://www.itf-imb.com/en/index.asp>**

**April 23-25, 2006 – Hardwood Plywood & Veneer Association's spring convention, Myrtle Beach, SC at Myrtle Beach Marriott Resort; 703/435-2900; Internet: <http://www.hpva.org>**

**April 25-27, 2006 - EnvironDesign®9 – Toronto, ON CN; Internet: <http://www.isdesignet.com/ED/default.asp>; Phone: 952-224-8540; [Jhendel@verticalxchange.com](mailto:Jhendel@verticalxchange.com)**

**April 27-May 3, 2006 - Spring International Home Furnishings Market - High Point, NC; Telephone: 336-888-3700; Internet: [www.ihfc.com](http://www.ihfc.com)**

**May 4-7, 2006 – Copenhagen International Furniture Fair – Bella Center, Copenhagen, Denmark; Internet: <http://www.furniturefair.dk>**

**May 8-11, 2006 – National Environmental Partnership Summit (USEPA) – Atlanta, GA; Internet: <http://www.EnvironmentalSummit.org>**

**May 13-18, 2006 – American Industrial Hygiene Conference & Exposition; McCormick Pl., Chicago, IL; Internet: [www.iah.org/Content/CE/aihce/aihce-info.htm](http://www.iah.org/Content/CE/aihce/aihce-info.htm)**

**May 15-18, 2006 - GSA's National Product Expo – San Antonio, TX; Contact: General Services Administration's National Furniture Center; Telephone: 888-272-5565; <http://expo.gsa.gov>**

**May 19-21, 2006 – What's Next: Executive Briefing Conference (EBC) – Denver, CO; Internet: <http://stilesmachinery.com/services/education/ebs/index.htm>**

**May 20-23, 2006 - International Contemporary Furniture Fair (ICFF) - New York, NY; Internet: <http://www.icff.com/pages/content.asp>**

**May 24, 2006 – Hardwood Plywood Grading & Sales Workshop; Holiday Inn at the Plaza in Kansas City, MO; 703/435-2900; Internet: <http://www.hpva.org>**

**June 4-6, 2006 – The Office Exhibition 2006 – Dubai International Exhibition Centre, Dubai, UAE; Internet: [dmg3@emirates.net.ae](mailto:dmg3@emirates.net.ae), <http://www.dmgdubai.com>**

**June 12-14, 2006, NeoCon World's Trade Fair - Chicago, IL; Contact: Merchandise Mart Properties, Inc.; Ph.: 800-643-6074 or 312-527-7300; Internet: [www.merchandisemart.com](http://www.merchandisemart.com) (click on NeoCon)**

**June 14, 2006, BIFMA International's Annual Meeting - Chicago, IL; Telephone: 616-285-3963; Fax: 616-285-3765; Email: [email@bifma.org](mailto:email@bifma.org); Internet: [www.bifma.org](http://www.bifma.org)**

**June 21-23, 2006, The Eastern Ergonomics Conference and Exposition (EECE) – Boston, MA**

**August 23-26, 2006 - IWF 2006 - The International Woodworking Machinery and Furniture Supply Fair USA - Atlanta, GA; Internet: <http://www.iwf2004.com> 404-693-8333**

**September 16-20, 2006 - Human Factors and Ergonomics Society 50th Annual Meeting – Orlando, FL; Internet: <http://www.hfes.org/web/HFESMeetings>**

**October 8-10, 2006 - World Workplace – 2006 Conference & Expo, San Diego, CA USA; Contact: IFMA.org; Internet: [www.worldworkplace.org](http://www.worldworkplace.org)**

**October 18-21, 2006 – ZOW 2005 - Milano – Italy  
39 02 8699 5712 Fax: 39 02 8699 5112, <http://www.zow.it>, [info@zow.it](mailto:info@zow.it)**

**October 24-28, 2006 – ORGATEC 2006 – Cologne, Germany (biannual); Internet: <http://www.orgatec.de>**

**November 15-17, 2006 - Greenbuild International Conference & Expo – Denver, CO; Internet: <http://www.greenbuildexpo.org>**