



Green Suppliers Network

Staying Competitive: Get the *Lean and Clean Advantage*

“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 any-one who has an 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

Enhance competitiveness

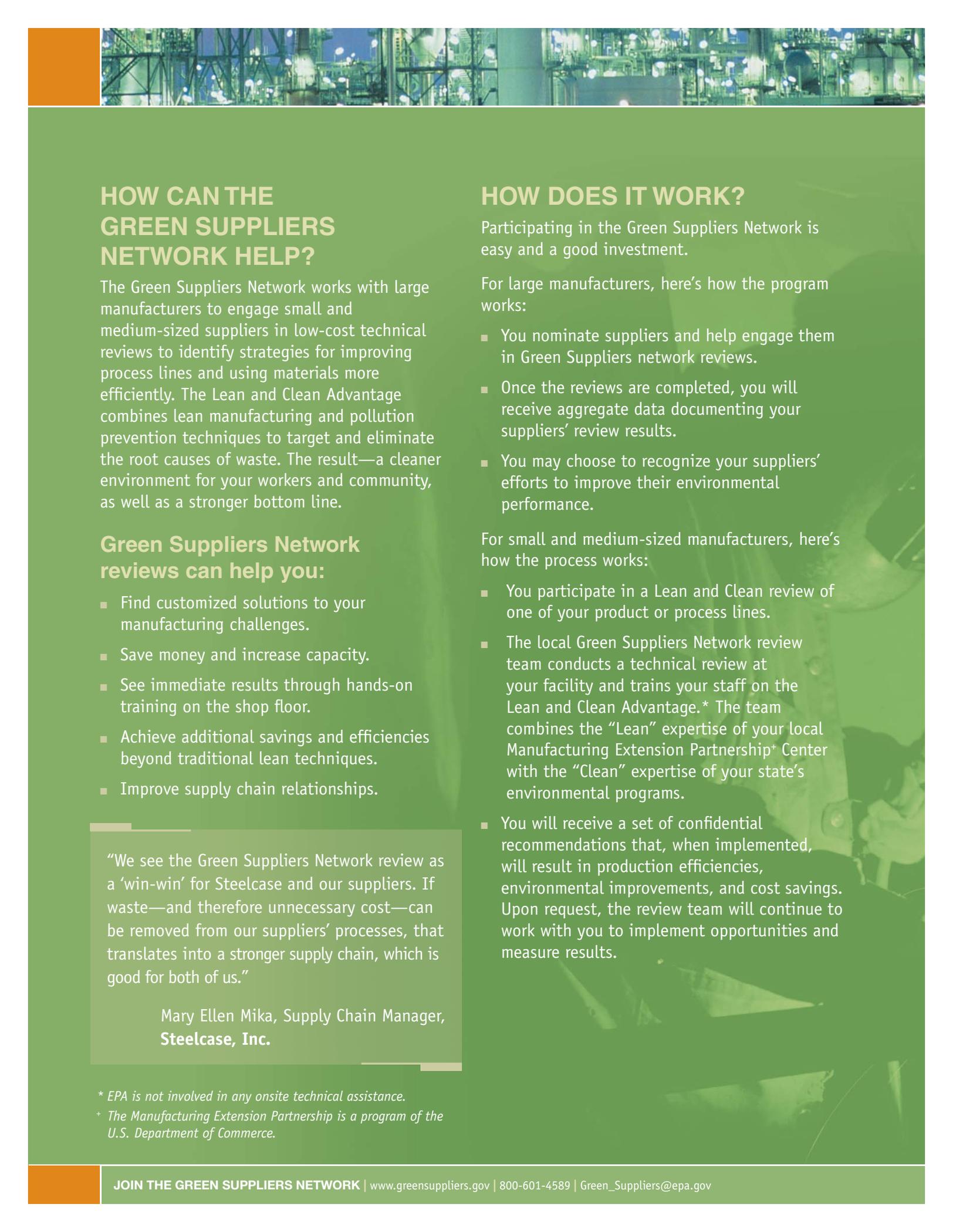
Reduce costs

Improve environmental performance

Manufacturers of all sizes are turning to lean manufacturing techniques to reduce waste and save money. In fact, you may already be practicing Lean techniques at your facility. But did you know you can save even more by expanding your Lean efforts to “Clean”?

Working in collaboration with the U.S. Department of Commerce, 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. We call this approach the Lean and Clean Advantage—the hallmark of the Green Suppliers Network.

* The Green Suppliers Network defines a small business as having 500 employees or less per facility.



HOW CAN THE GREEN SUPPLIERS NETWORK HELP?

The Green Suppliers Network works with large manufacturers to engage small and medium-sized suppliers in low-cost technical reviews to identify strategies for improving process lines and using materials more efficiently. The Lean and Clean Advantage combines lean manufacturing and pollution prevention techniques to target and eliminate the root causes of waste. The result—a cleaner environment for your workers and community, as well as a stronger bottom line.

Green Suppliers Network reviews can help you:

- Find customized solutions to your manufacturing challenges.
- Save money and increase capacity.
- See immediate results through hands-on training on the shop floor.
- Achieve additional savings and efficiencies beyond traditional lean techniques.
- Improve supply chain relationships.

“We see the Green Suppliers Network review as a ‘win-win’ for Steelcase and our suppliers. If waste—and therefore unnecessary cost—can be removed from our suppliers’ processes, that translates into a stronger supply chain, which is good for both of us.”

Mary Ellen Mika, Supply Chain Manager,
Steelcase, Inc.

HOW DOES IT WORK?

Participating in the Green Suppliers Network is easy and a good investment.

For large manufacturers, here’s how the program works:

- You nominate suppliers and help engage them in Green Suppliers network reviews.
- Once the reviews are completed, you will receive aggregate data documenting your suppliers’ review results.
- You may choose to recognize your suppliers’ efforts to improve their environmental performance.

For small and medium-sized manufacturers, here’s how the process works:

- You participate in a Lean and Clean review of one of your product or process lines.
- The local Green Suppliers Network review team conducts a technical review at your facility and trains your staff on the Lean and Clean Advantage.* The team combines the “Lean” expertise of your local Manufacturing Extension Partnership† Center with the “Clean” expertise of your state’s environmental programs.
- You will receive a set of confidential recommendations that, when implemented, will result in production efficiencies, environmental improvements, and cost savings. Upon request, the review team will continue to work with you to implement opportunities and measure results.

* EPA is not involved in any onsite technical assistance.

† The Manufacturing Extension Partnership is a program of the U.S. Department of Commerce.



BECOME A PARTNER

If you are a small or medium-sized manufacturer, you can join the Green Suppliers Network as a Partner. Partners learn effective strategies and techniques to integrate Lean and Clean improvements into their manufacturing operations.

Why Should You Join the Network?

- **Enhance your competitiveness.** Even the smallest improvements to your operations can give you an edge on the competition, which is why you need Lean and Clean experts on your team to help your company increase its quality, production efficiency, and capacity.
- **Reduce your costs.** The Green Suppliers Network Lean and Clean Advantage helps your company identify additional ways to save time, materials, and energy—saving you money.
- **Decide what works best for you.** You decide which recommendations to implement and how much of the cost savings to pass on to customers—your savings are kept confidential.
- **Improve your environmental performance.** Cleaner processes make for a healthier facility and environment. Reducing hazardous materials use and increasing energy efficiencies help you improve your environmental performance.

For example, Baxter Healthcare, a Green Suppliers Network Corporate Champion, reports that four suppliers participating in the Green Suppliers Network identified opportunities to reduce water use by 5.7 million liters, waste generation by 91 metric tons, and energy by 189 gigajoules per year. Potential cost savings are estimated to exceed \$8 million per year.

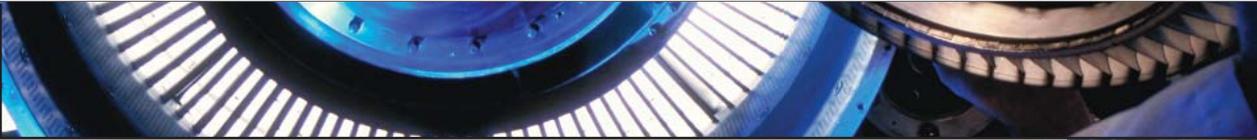
◇ Source: Baxter 2005 Sustainability Report

BECOME A CORPORATE CHAMPION

If you are a large manufacturer, you can join the Green Suppliers Network as a Corporate Champion. Since you know your supply chain best, you engage those suppliers who can benefit the most from a Green Suppliers Network review.

Why Should You Join the Network?

- **Strengthen your supply chain.** Improving suppliers' efficiencies helps strengthen their ability to respond to your needs and improve the overall quality, delivery, and, most importantly, the cost of their products. Our local Lean and Clean experts can provide technical assistance to suppliers that you need to reach.
- **Reduce the environmental impact of your supply chain to reach corporate goals.** The Green Suppliers Network can help reduce your company's cumulative environmental impact by helping suppliers decrease hazardous material use and emissions, as well as increase energy efficiency.
- **Get real results.** As a Corporate Champion, you can view aggregate supplier results on both potential and actual cost savings and impacts. You can then use this information to inform internal and external stakeholders on the environmental performance of your supply chain.



GREEN SUPPLIERS NETWORK IN ACTION: A Partner's Transformation

Green Suppliers Network Partner Sermatech Connecticut, a small manufacturer specializing in developing and applying high-performance protective coatings for the aerospace industry, had Lean and Clean experts review a surface coating process line that sprayed helicopter rotor hubs.

The Situation

This process required manufacturing parts to be shipped a considerable distance, increasing the risk of damage to the coating and requiring large amounts of rework. The rework cost the company approximately 2 percent of its profit margin.

The Solution

The Green Suppliers Network review team recommended that Sermatech install "controlled environment" spray booths that would optimize facility work space and eliminate the need to ship manufacturing parts.

The Results

Sermatech has the potential to save more than \$1 million annually, including opportunities to reduce rework by 75 percent and volatile organic compound emissions by 66 percent.



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