

A story of three
Steelcase
suppliers
contacted to
participate in the
“Green Suppliers
Network” ...

Byrne Electrical Specialists- Rockford, MI; Provides electrical assemblies, wire harnesses and other products to Steelcase.

DuBois Chemical / JohnsonDiversey - Cincinnati, Ohio (Parent company: ***S. C. Johnson*** Racine, WI); Provides pretreatment system chemicals/services and lubricants to Steelcase.

H&L Advantage- Grandville, MI; Provides plastic parts and assemblies to Steelcase.

“Green Suppliers” Effect for Byrne Electrical Specialists

Byrne was uneasy at first. After they agreed to the “green suppliers” assessment, their environmental awareness was increased.



Byrne was viewed as a partner responsive to environmental issues at Steelcase.



Byrne learned more about EU initiatives, RoHS and WEEE, and decided to be proactive in the US.



When Steelcase approached Byrne for a “Cradle to Cradle” certification project through McDonough Braungart Design Chemistry (MBDC), Byrne was already “down the path.”



A “Cradle to Cradle-certified power solution” resulted.



The results for Byrne Electrical Specialists and Steelcase...



Exposure, knowledge,
preparedness for environmental
requirements and opportunities.

Cost reductions from the “lean &
clean” assessment.

Marketing / business advantage.
Assistance with growing their
business!



DuBois /
JohnsonDiversey

- Steelcase wanted a price per pound & asked DuBois to join the US EPA's "green suppliers" network.
- DuBois asked for a demonstration opportunity – they did not want to give us only a material price.
- Their demonstration on a small line at Steelcase was a huge success.



Savings Realized per Pretreatment Line:

Water	80%
Energy	60%
Waste	90%
Chemicals	25%
Labor	>50%

We are saving \$1 million / year with DuBois ...and we spend only one-third as much on their products.

We are reducing our environmental footprint through DuBois' efforts.

We easily met the State of Georgia's emergency requirement for a near-immediate 10% reduction in water usage at our Atlanta plant; DuBois helped us achieve a 50% reduction in two months.

H & L Advantage in Grandville, Michigan

A small plastic injection molding supplier joins the Green Suppliers Network and as a result...

- Lowered overall operating costs by 20%.
- Increased inventory turns by 30%.
- Moved from three day to one day lead-time on parts.
- Reduction of travel distance for product flow (180 feet).
- 41% reduction in inventory for the targeted product.
- Additional events have lead to reduced equipment run times, equipment upgrades and increases in production square footage area in the plant (30,000 square feet).

H & L Advantage

The initial cost of the program for H&L -- \$7000.

Identified \$400,000 in potential cost savings.

As savings were realized, H & L invested those savings:

- Three (3) new large molding machines.
- Doubled the size of its plant from 30,000 square feet to 60,000 square feet.

Why does our supply chain team like “Green Suppliers”?

- Green suppliers are leaner, cleaner, and tend to be more profitable (and therefore stronger) than suppliers who’ve not reduced waste from their operations.
- Creative partnerships such as ours with green suppliers will help Steelcase achieve its sustainability goals.

“Less” is greener
in *both* senses of the
word.

Thank you.

