

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:

<b>Water</b>	80%
<b>Energy</b>	60%
<b>Waste</b>	90%
<b>Chemicals</b>	25%
<b>Labor</b>	>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 is a “Green Supplier” a good thing?

- Green suppliers are leaner, cleaner, and stronger. They may be more profitable since they tend to be more aware of their costs.
- Creative partnerships with green suppliers help Steelcase achieve its sustainability goals.

**Stronger Suppliers =  
Stronger Steelcase**

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

Thank you.

