

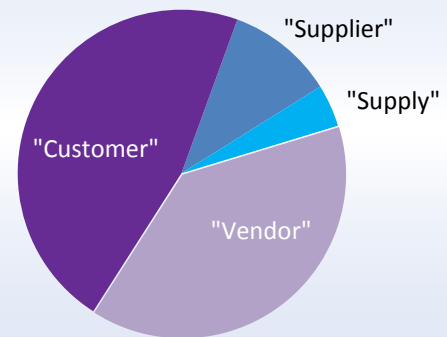
Value of Suppliers and Customers Working Together

Manufacturers have made significant progress in reducing their environmental footprint, as indicated by the reduction in toxic chemical releases reported to EPA's Toxics Release Inventory (TRI). Over the past 10 years, releases reported to TRI by manufacturing facilities declined by 24% while value-added¹ (a measure of production representing the total value of goods and services produced in the U.S.) increased by 8%.

While this progress is substantial, looking beyond the facility's direct emissions to those of its entire supply chain may lead to even greater environmental improvements. For example, *The State of Green Business 2016* estimated that the majority of environmental impacts for 17 of 19 industry sectors analyzed come from their supply chains, while the other two sectors (i.e., basic resources and utilities) are part of the supply chains for many other sectors². Such potential for improvement highlights the value of suppliers and customers working together for a more sustainable future.

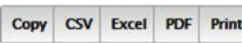

TRI's Pollution Prevention (P2) Search Tool is one source of information to identify how facilities work with their suppliers and how suppliers work with their customers to achieve environmental improvement. Facilities that report to TRI can provide optional descriptive information on their progress in implementing activities that prevent pollution. Within the P2 Tool, you can find text entries that include insight as to how facilities are working with their suppliers to make effective advancements or how their activities are tied to customer specifications. The P2 Tool includes thousands of TRI text entries, with **more than 1,300** related to the supply chain.

**Supply Chain Terms
in TRI Text Entries**
(1,300 supply-related entries for 2010-2014)



To identify supply-chain related entries, use keyword search terms such as vendor, customer, or supplier. Instructions for conducting a supply-chain related search are shown below. Samples of the types of entries you can find are shown on the next page.

How to Find Supplier-related Activities in the TRI P2 Search Tool

1. **Go to** the TRI Pollution Prevention (P2) Search tool: www.epa.gov/enviro/facts/tri/p2.html
2. **Select** an industry sector/NAICS code and/or chemical
3. **Click** *Show P2 Activities*
4. **Filter** the results table by entering a supplier-related search term in the *Search Results* box such as "vendor", "supplier", or "customer"
5. **View** the text entries in the *Pollution Prevention Information* column of the table
6. **Export** the resulting table to more easily review by clicking on the *Excel* button. 
7. **Learn** more about any facility by clicking on the *P2 Details* button to view its P2 Profile 

Examples of Supplier-related Text Entries

Demonstrate Customer-Supplier Collaboration to Find Greener Solutions

- “Worked with vendors to reduce styrene contents in raw materials.” *Plastics and Rubber Products*, [Global Composites Inc](#)
- “Phasing out the use of lead components in the process equipment Worked with vendor to develop electroplating anodes that do not contain lead.” *Fabricated Metals*, [Electric Coating Technologies LLC D/B/A Material Sciences Co](#)

Demonstrate Supplier-Initiated Changes that Led to Source Reduction

- “The Vendor eliminated hexane in the adhesive formulation, substituted heptane.” *Miscellaneous Manufacturing*, [TYCO Healthcare Group LP](#)
- “Vendor no longer uses zinc as a manufacturing aid. In 2015 zinc will be removed from this report.” *Miscellaneous Manufacturing*, [Batesville Manufacturing Inc](#)

Demonstrate Facilities Switching their Supplier to Achieve Source Reduction

- “Company changed supplier of adhesive raw material. Replacement material ...is 1% lower in MDI [4,4'-diphenylmethane diisocyanate] content compared to prior year's adhesive raw material.” *Printing and Publishing*, [Fres-Co System USA Inc.](#)
- “New supplier provided paint with lower constituents.” *Fabricated Metals*, [Greif Industrial Packaging & Services LLC](#)

Demonstrate Suppliers' Dependency on Customer Specifications

- “The use of copper is driven by our customer's demands and is not at our discretion.” *Miscellaneous Manufacturing*, [Thermacore Inc](#)
- “Continue to evaluate low VOC [volatile organic compound] products, but limited by customer application and field performance.” *Chemicals*, [Interplastic Corp](#)

Demonstrate a Change Made by the Supplier Based on Customer Demands

- “Using No-Lead solder, in products required by customer. This reduces the % of Lead in the product line.” *Electrical Equipment*, [Pine Instrument Co](#)
- “We are continuing to offer alternative finishes: silver, ENIG and tin final, this reduces use of lead solder finish on circuit boards. More and more customers are requesting alternates to lead finish for their circuit boards.” *Computers/Electronic Products*, [Advanced Circuits Minnesota](#)

Ideas for using TRI P2 data for increasing supply chain sustainability

- Work with your suppliers to develop greener products or processes;
- Request green products from your suppliers;
- Test new parts or chemicals;
- Research and benchmark your suppliers; or
- Learn about what other suppliers are doing.

¹ https://www.bea.gov/industry/gdpbyind_data.htm

² <https://www.greenbiz.com/report/state-green-business-report-2016>