

# ***How Sustainable Are Your Vendors?***

Sponsored by:  
East Penn  
Manufacturing

Presented by:  
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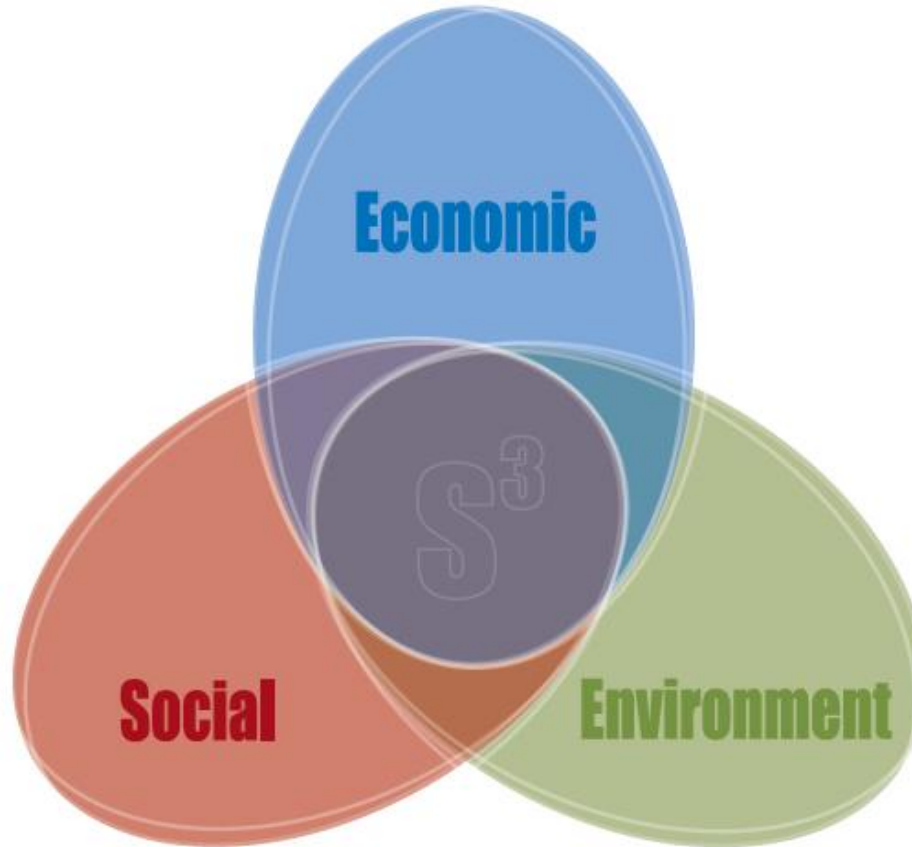


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# How Can Sustainability Benefit You?

- Everyone wants to be sustainable – big buzzword
- Who wants to be sustainable and why?
  - Customers
  - Vendors
- What do they think it means?
- Partnering with sustainable companies will benefit your business!

# What is Sustainability?



**Sustainable:** of or relating to a lifestyle involving the use of sustainable methods. source m-w.com

# What is a Sustainable Enterprise?

- An enterprise committed to economic, environmental, and social sustainability
- Three key stakeholders:
  - Customers
  - Co-workers
  - Communities
- Deeply embedded philosophy throughout the organization



# Economic

# Long-Term Sustainability

- Look for factors such as:
  - Continuous reinvestment
    - Plants, property, and equipment
  - Capital investment compared to % of sales
  - Sales Compound Annual Growth Rate (CAGR)
    - The year-after-year growth rate applied to an investment or other part of a company's activities over a multiple-year period (Source: Investorwords.com)
  - Investment in product development
  - Profitability

# Quality Drives Economic Success

- How long has the company been in business?
- Do they follow:
  - Continuous improvement initiatives
  - Centralized quality control advantage
  - Six Sigma, Lean and Overall Equipment Effectiveness (O.E.E.) to enhance efficiency

# The Vertical Integration Advantage

- Are they vertically integrated?
  - Uniform raw materials testing and quality control
  - Technical centers on-site for enhanced information sharing
  - Independent operations with options for supplemental production
  - Control of component supply





# Continuous Innovation

- What are their methods for continuous improvement?
  - Ongoing investment in automated process
    - High quality
    - Cost control
  - Robotics
    - Reducing waste
    - Increasing productivity
  - Custom designed equipment



# Transportation and Logistical Efficiencies

- What are their efficiencies?
  - Reduced need for transportation based on proximity of facilities
  - Size of distribution network for on-time delivery
  - Size of their fleet and distribution network
  - Utilizing any devices such as Auxiliary Power Units (APU's) to reduce impact on the environment



# Powering a More Sustainable Future

- What is their track record on new product development?
  - New and existing product enhancements
  - Game changing technology
  - Recycling capability of their products
  - Reduced fuel consumption and greenhouse gas emissions
  - Projects tied to renewable energy
  - Partner with customers for real-world applications

# Environment

# Recycling Capabilities

- What are their recycling capabilities?
  - Must be fully compliant with all regulations
  - Can it even be recycled?
  - Cradle to cradle mentality
    - What happens to the product after it is recycled?
    - Can it be made into another product?
  - Additional benefit of their recycling process
  - Total percentage of their product that is recyclable
  - Recycling patents

# Precious Resources

- Beyond products, how do they conserve natural resources?
  - Water
  - Air
  - Continuous improvement
    - Reduction of precious resources over time

# Recycling Capabilities

- What else could they be recycling?
  - Stretch and shrink plastic wrap
  - Corrugated cardboard
  - Cardboard cores
  - Scrap metal
  - Commingled waste (Plastic and glass bottles, aluminum and steel cans)
  - Office paper and newspaper
  - Electronic waste
  - Mercury containing devices (Light bulbs and thermometers)
  - Spent oil filters
  - Waste oil (in gallons)

# Social



# Safety

- Comprehensive approach
- Training drives a safer work environment
- Provide data such as hours for training and audits
- Safety driven culture results in consistent premium product



# Employee Process and Improvement

- How do they protect their employees?
  - Invests in process and equipment to maximize safety and minimize exposure
  - Health screening and prevention
  - Follows OSHA requirements



# The Best Place to Work

- How are they viewed by their employees?
  - Have they received any awards from their employees and customers?
  - Do they focus on the family?
    - Open house
    - Employee picnics
    - Other special events

# Fair and Equal Treatment

- Commitment to human rights and fair treatment
- Open communication with all co-workers
- Longevity of employee service



# Community Support

- How do they support their community?
  - Volunteer involvement
  - Local organization support
  - Employee survey to ensure satisfaction

# Awards and Certifications

- What awards or certifications have they earned?
  - Customers
  - Associations
  - Governmental agencies
  - Employee driven
  - International quality certifications

# Parting Thoughts

- In the end what type of partner do you need?
  - Committed to:
    - Sustainability
    - Integrity
    - Conservative financial practices = Long-term stability
    - Enduring customer relationships = Problem solvers
    - Leveraging emerging opportunities = Cutting edge



***For More Information:***

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