



Sustainable manufacturing is key to competitive advantage. How can it work for you?

Sustainable manufacturing is a systems approach to identify cost reduction strategies achievable through sustainable manufacturing practices.

How it works:

The iSpring team uses a systems approach to analyze your operations from supplier to customer and identify opportunities for cost savings. It begins with observation, data gathering, and interviews with key personnel and culminates in an actionable plan for sustainable improvements that will result in measurable savings. The team is comprised of highly qualified sustainability experts and engineers.

Typical areas of focus include:

- Energy efficiency & mapping
- Process energy optimization
- Material usage & efficiency
- Alternative energy
- Water usage and recovery
- Land use
- Transportation & logistics
- Built environment (including LEED)
- Waste management
- Sustainability tech transfer

“The use of sustainable manufacturing processes in our facility gives us a clear competitive advantage in both controlling costs and reducing environmental impact.”

Rusty Moore, Plant Manager
Kraft Foods Lehigh Valley

The iSpring Approach

From experience, iSpring knows that companies stand to gain the greatest cost savings and most favorable payback periods by combining a strong conservation and efficiency program with alternative energy technologies. That’s why our approach uses an aggressive efficiency improvement strategy to ensure your plant is at its most efficient when you decide to take the leap into implementing an alternative energy solution. A right-sized system for an efficient facility offers a much shorter payback period than an oversized system for an inefficient facility.

For more information on the sustainable manufacturing offering, please contact:

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Why work with iSpring:

- Research into the latest sustainable manufacturing technologies ensures more appropriate, cutting-edge recommendations
- The systems approach looks at your business as a whole, providing solutions that address cross-functional challenges and avoid the pitfalls of “silo” solutions
- The project methodology produces measurable results wherever you are on the “sustainability spectrum”
- The project model delivers professional results at reasonable cost

Sustainable Manufacturing FAQs

I've heard it costs more to "go green". How can we possibly save money by doing this?

At its heart, sustainability is about using all your resources more efficiently and more effectively. Simple economics tells you that if you do that, you are bound to spend less. If you have less waste, you pay less to have it disposed of. More efficient water and energy usage means you purchase less of it to begin with. Yes, in some cases, the upfront capital outlay is higher, but the long-term return on investment can easily justify it. And if it doesn't, we won't recommend it.

We're a smaller manufacturer. How can we afford to do this? This stuff is only for the big guys.

Cash flow is the lifeblood of all businesses, but especially smaller ones. That means you have to keep a tight grip on costs to maximize revenue. And you probably don't have as much margin for error as the "big guys". Wouldn't it make even more sense for you to find as much cost saving as possible that can become sustainable, not just a one-time improvement? And by the way, in one study of 500 small and medium enterprises that implemented cost-saving environmental projects, more than 60% of the projects cost little or nothing.

We've already been working on sustainability. In fact, I think we've done a pretty good job. Is it possible we don't need your help?

That's possible. But perhaps there are some areas you've overlooked. Or that you don't realize could produce savings. With iSpring, you get a fresh set of eyes looking at the possibilities. And if we can't find any areas that could be improved, we'll congratulate you on a job well-done and be on our way. And you'll have the satisfaction of knowing you did do a good job.

How long will this take? And how much of my people's time will it consume?

It depends. It could be anywhere from a couple of days to a couple of months based on the size and complexity of your operation and how extensive an assessment you want to undertake. We'll need to spend time with your employees learning about your operation so that we can develop an effective plan, but iSpring does the bulk of the analysis work, leaving your employees free to do their jobs.

Is there any help available to pay for this sort of program?

There is, but the pool is shrinking fast. If you're a Pennsylvania company or organization, the state has required the electric utility companies to offer energy saving incentives to all its customers in the forms of rebates for audits, equipment and improvements. The federal government also offers various energy improvement incentives. And, because of our relationship with Lehigh University's Enterprise Systems Center, if you're a manufacturer, we can connect you with the PA Agile Manufacturing program or the Ben Franklin Technology Partnership for consideration for a grant depending on the type and scope of your project.

Can't we do this ourselves?

Of course you can. You can read the books, take the classes, draw the process maps, evaluate your facilities and analyze your operations. You don't need us to do it. But don't forget – you also have to run your business. **Perhaps a better question might be, if we can do this ourselves, why haven't we?**