

The image shows a spiral-bound notebook with a brown cover and a light-colored, textured fabric-like surface. The spiral binding is on the left side. The text is centered on the page.

Buyers Group Strategies for Supply Chain Improvement

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Buyers Groups can...

- Create economies of scale for purchasing
- Reduce transaction costs to identify product substitutions
- Use market forces to drive environmental improvements

Green Polymers Buyers Group

- Collaborators:

- Business for Social Responsibility

- Natural Resources Defense Council

- World Resources Institute

- Goals:

- Create significant environmental impact through purchasing

- With corporate partners, shift the market toward environmentally preferable products while maintaining purchasing criteria: cost, performance, availability

Lessons

- Education critical: need significant level of industry buy-in
- In some sectors, working with external groups is new to purchasing managers
- Existing supplier relationships may be stronger business driver than environmental goal
- “Friendly pressure” is important first step, but may be insufficient

Buyers Group Pilot Wrap-up

- Accomplishments

Polyurethane foam in household furnishings: project resulted in companies asking about chemical use in supplier manufacturing

- Challenge

Impact not as defined: engaging in dialogue important, but measuring change is critical