



How to Recognize Your Green Suppliers

Once your suppliers complete their Green Suppliers Network assessment, their next step is to implement *Lean and Clean* opportunities that will reduce waste, improve operational efficiencies, and boost their bottom line, ensuring that you receive quality products at the right price. Now is the time to recognize your suppliers for improving environmental performance and strengthening the supply chain. After all, your Green Suppliers are a positive reflection on your business values as well. Recognizing them for completing the Green Suppliers Network assessment will encourage them to continue to find ways to improve their operations and be a beneficial influence on the entire supply chain. It can also be a great motivator for suppliers to participate in the program. Here are a few ideas to recognize your Green Suppliers:

Incorporate preferences or criteria for Green Suppliers Network partners into your purchasing specifications.

By integrating the Green Suppliers Network into your procurement decisions, you are clearly demonstrating the importance and value you place on greening your supply chain and meeting corporate environmental goals. This is the best way to reward your participating suppliers. When working with your supply chain, stress the importance of reducing your company's environmental footprint by showing preference to suppliers that actually implement environmental improvement projects.

Recognize Green Suppliers Network participation through your existing suppliers' award program or create a forum to recognize suppliers.

Recognize suppliers in front of their peers by organizing a formal awards or recognition ceremony once suppliers implement *Lean and Clean* assessment recommendations. Formal awards and recognition provide a great incentive for your suppliers. Establish different categories of recognition or award criteria to challenge your suppliers to meet specific goals or commitments.

Submit a media announcement to industry trade journals or community publications to recognize your Green Suppliers.

Work with your PR department to customize the template media release found on the Green Suppliers Network Web site for industry trade journals. You can use this opportunity to applaud the efforts of your suppliers that have completed their *Lean and Clean* assessments and further emphasize that your company cares about its entire environmental footprint. EPA will provide you with aggregate assessment results when at least five of your suppliers have completed their assessments.

Promote your Green Suppliers Network partners in presentations at meetings and conferences.

Showcase your suppliers' achievements at conference presentations or invite selected suppliers to participate in industry or company meetings where they can share their own story and testify to the success of the Green Suppliers Network. Speaking at conferences and meetings also serve as excellent forums for educating your industry on the benefits of the *Lean and Clean Advantage* offered by the Green Suppliers Network.