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What Does It Mean To Be a Green Manufacturer

**Presentation to:
Polk Manufacturing Association**

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Corporate Profile

- **The Shaw Group is a global, vertically integrated provider of comprehensive engineering, procurement, pipe fabrication, construction and maintenance services to the power, process and environmental and infrastructure sectors.**

Name: The Shaw Group Inc.
Headquarters: Baton Rouge, Louisiana
Public corporation: NYSE Symbol: SGR
Number of employees: 25,000
FY08 Revenue: \$7 Billion
Current backlog: \$14.8 Billion



Sustainability – Public Image



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Buying Green

The rise of organic foods, recycled products and eco-friendly ingredients have helped a generation of consumers "go green."

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Sustainability

People



Planet



Profit

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Shaw's Perspective on Sustainability

- **Important element of business strategy**
- **Source of business value**
- **Bottom-line value as well as market share growth**
- **Logical outgrowth of evolving business practice**

Basic Premise

- **It can't happen without buy in from:**
 - The top
 - The middle
 - The line
- **The key to all is education and communication**

What Must you look at?

- **6 things**



Suppliers

- **Raw Materials**
 - How do they get them
 - How do they process
 - Energy use
 - Water use
 - EPP Environmentally Preferred Procurement
 - Supplier scorecard

Transportation/Logistics

- **Distance Traveled**
 - Miles mean \$
- **Packaging of the material**
 - Double costs – once to get it once to manage
 - Bulk
 - Returnable containers
- **How do you ship?**

Customers

- **What do they want?**
- **What are they really interested in?**
- **Both end customer as well as middle man**
- **How do you market?**

Facilities

- **Is your facility optimized for energy, process efficiency?**
 - **Lighting**
 - **Motors, pumps**
 - **Sizing**
 - **Process flow**
 - **Water use**
- **Do you have real ROI's for changes?**

Process

- **Is this way of thinking part of your daily business operations?**
- **Management of change**
 - **Food processor has a checklist**
- **Look at business process also**

Product

- **Do you use Design for Environment for new products? Revisit existing products**
- **Do you look at cradle to cradle?**
- **Have you investigate alternative materials or processes?**

Summary

- Each block is important
- Each will be different for each organization
- Must examine all the blocks
- Must know what customer wants
- Must examine your operations
- Must start at beginning of design
- Must make it a part of daily operations
- **MUST GET YOUR EMPLOYEES INVOLVED**

Questions

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