

# Session J: TUR and Competitiveness

## 20 Years of Turning TUR into a Competitive Advantage

APC by Schneider Electric

Raymond Lizotte

Director, Environmental Stewardship Office



# Agenda

- ***APC by Schneider Electric***
- **Competitive Advantage**
- **The Story**
- **Lessons Learned –  
Competitive Advantage &  
Toxics Use Reduction**



# Company Profile

Residential



Business Networks



Data Centers



Building, Industry, and Infrastructure



**APC**<sup>®</sup>

by Schneider Electric



# APC by Schneider Electric

## Raymond Lizotte

Director, Environmental Stewardship Office

APC by Schneider Electric

Enabling our customers to power, cool, and protect their critical systems in the most simple, reliable, and environmentally friendly way.

### Environmental Stewardship Office

- Maintain product compliance
- Establish capable business processes that support achieving environmental requirements.
- Improve company environmental performance

# APC by Schneider Electric

## Raymond Lizotte

### Toxics Use Reduction Planner

**Toxics Use Reduction Planner – Texas Instruments and other companies.**

**TUR Instructor – Material Accounting Modules**

### Toxics Use Reduction Expertise

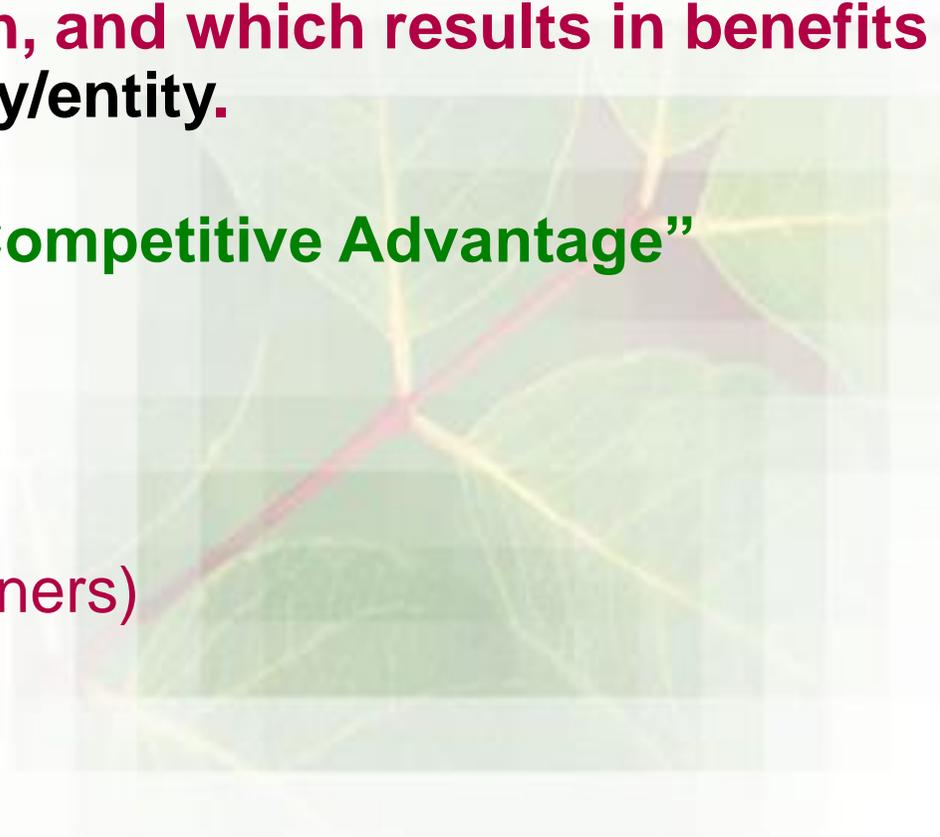
- VOC/Solvent Reduction
- Facility Energy Efficiency
- Product Redesign

# Competitive Advantage

- **Condition which enables a company/entity to operate in a more efficient or otherwise higher-quality manner than those it competes with, and which results in benefits accruing that company/entity.**

## TUR Condition and “Competitive Advantage”

- Companies
- Environment
- Individuals (practitioners)
- Massachusetts

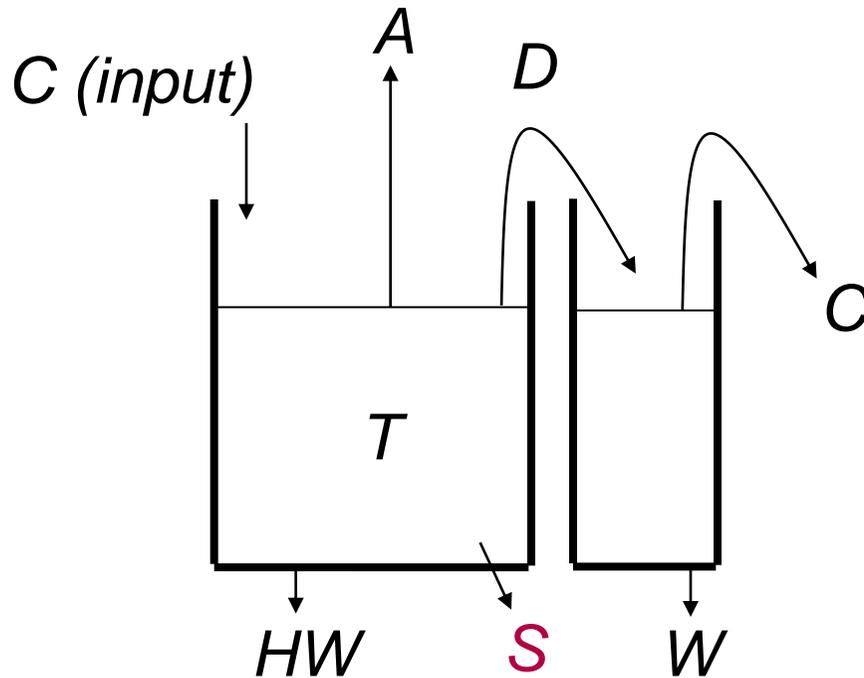


# The Story – Plating Shop



- **Plating Shop TUR Team** (cerca 1990s)
  - Quantify **Inputs** and **Outputs** of Material Account
  - Identify **Options**
  - Present **Option** that would produce greatest **value** to Management

# The Story – Plating Shop



*C = chemical input*  
*A = Air Emissions*  
*T = Transformed in Process*  
*HW = Hazardous Waste*  
*S = Process Spills*  
*D = Drag-Out*  
*W = Water Discharges*  
*C = Carryout*

$$C = T + A + HW + S + D$$

$$D = W + C$$

# Lessons Learned

- **Company**

- Simple process changes resulted in the elimination of over \$200,000 per year of lost raw materials.
- Another savings of \$50,000 per year in reduced treatment costs.

- **Environment**

- By-Product Reduction Index (BRI) of 30%-50% for Sulfuric Acid, Nitric Acid, Cyanide Compounds, Silver, Sodium Hydroxide....

# Lessons Learned

- **Individuals**

- TUR provides practitioners with skills that increase their value. These skills are applicable everywhere!

Value Equation – provide services at a cost less than the cost of outsourcing the services to a third party.

- **Massachusetts**

- Generation of environmental practitioners who understand the relationship between environmental and business performance and have the tools to affect it.

# Send Questions to...



## Environmental Stewardship Office

*Raymond Lizotte, Director*

*Email: [RLizotte@APC.com](mailto:RLizotte@APC.com)*

*Phone: 978-670-2440 x17326*