

The Ohio By-Product Synergy Network

A PROJECT OF THE U.S. BUSINESS COUNCIL FOR SUSTAINABLE DEVELOPMENT

Information for Prospective Members

By-Product Synergy (BPS) is defined as the practice of matching under-valued waste or by-product streams with potential users, helping to create new revenues or savings. By applying “cradle-to-cradle” design principles, BPS helps companies to reduce their energy use and environmental impacts, while stimulating the regional economy.

The Ohio By-Product Synergy (BPS) Network was launched in April 2010, sponsored by U.S. Business Council for Sustainable Development (USBCSD), Ohio Department of Natural Resources, and the Mid-Ohio Regional Planning Commission. This state-wide network helps businesses convert wastes into profits, creating both environmental and economic benefits.

Members of the Ohio BPS network include Procter & Gamble, Armstrong, Marathon Petroleum, Worthington Industries, The Dow Chemical Company and many other companies large and small. The members meet about every two months to work on identifying BPS opportunities and bringing them to fruition.

Benefits of BPS Networks

The US BCSD has established BPS networks in many other regions of the country, including Chicago, Kansas City, Mobile, Puget Sound, and Houston. By working together, Network members realize a number of benefits:

- Increased revenue from by-products
- Reduction in waste disposal costs
- Substitution of lower-cost, locally sourced recycled feedstocks
- Reduction in energy use and life cycle greenhouse gas emissions
- Reduced demand for virgin materials
- Stimulation of entrepreneurship and economic development
- Enhanced corporate reputation for sustainable practices

- Interaction with other leading companies and technical experts.

Four Keys to Success

- **Diversity:** Participants represent a wide variety of industry sectors and organizations, thereby broadening the markets in which participants can find by-product synergy opportunities.
- **Communication:** The Network offers a safe, confidential forum to share innovative ideas without public exposure. This stimulates creative thinking about BPS opportunities beyond company fence-lines.
- **Partnerships:** By leveraging technical consultants, regulatory agencies, and additional funding sources, the BPS network can help participating firms overcome barriers to implementation of the synergies discovered.
- **Quantifiable Benefits:** Progress is tracked in terms of economic and other benefits realized. This provides both members and sponsors with a continuing incentive to maintain and expand the program. The potential benefits from Ohio BPS opportunities identified during 2010 include about 660,000 metric tons/yr of CO₂ avoided and \$3.5 million/yr in cost savings.

How Do I Join?

Membership in the Ohio BPS Network is open to any company or organization that wishes to explore new opportunities to (a) transform waste materials into byproducts, or (b) secure recycled material streams in place of virgin feedstocks. The annual membership fee is based on total company sales, and applicants are welcome for 2012.

