

CHEMICAL STRATEGIES PARTNERSHIP

CASE STUDY: GENERAL MOTORS

Company	General Motors Truck and Bus Plant, Janesville, WI	<p style="text-align: center;"><i>Summary</i></p> <p><i>General Motors and BetzDearborn have had a Shared Savings partnership since 1991. BetzDearborn serves as a Tier 1 supplier for wastewater treatment, paint detackification, power house, maintenance paints, and solvents chemical services at the GM plant. With services based on a fixed fee per unit of production, the Chemical Management Program has produced substantial savings through reductions in chemical use and improved chemical management.</i></p>
Contact	Mike Merrick , Senior Environmental Engineer and CMP Coordinator for Janesville Plant; (608) 756-7686	
Industry	Automotive	
Supplier	BetzDearborn Fritz Benton , CMP Site Manager; (608) 756-7773	
Name of Program	Chemicals Management Program (CMP)	
Program Start Date	1992	
Chemical Footprint	Water treatment chemicals (powerhouse, cooling towers, wastewater treatment, air houses), paint detackification and booth maintenance, lubricants, maintenance paints, commodity chemicals, purge solvents.	
Contract Structure	<ul style="list-style-type: none">• Fixed fee-per-vehicle (“unit pricing”) based on historical chemical usage and production• Management fees for selected services	
Performance Expectations	Unit prices to be steady or declining. Targets for overall plant savings, including annual savings equal to 5% of the value of the contract.	
Supplier Services	<ul style="list-style-type: none">• Acquisition and inventory control• Monitor and coordinate chemical usage• Research and improve chemical performance• Maintain laboratory for chemical and regulatory testing• Ongoing reporting and communication• Product and process engineering development• EHS compliance and training• Continuous waste minimization	
Benefits	<ul style="list-style-type: none">• Over \$1 million in savings• 8% decrease in chemical costs per vehicle (first 3 years) with significant expanded services• Improved inventory control and reduced inventory costs• 78% reduction in paint inventory, 50% reduction in paint use• Training and other programs to improve health and safety protection• Chemical tracking for easier compliance reporting (simplified TRI)	

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reporting)

- Reduced VOC emissions and sludge disposal
- Reduced downtime and labor cost for sludge cleanout
- Improved paint quality
- Many other improvements which reduce labor overtime, improve process efficiency, improve product quality, and reduce rework