

SUPPLY CHAIN CONSORTIUM

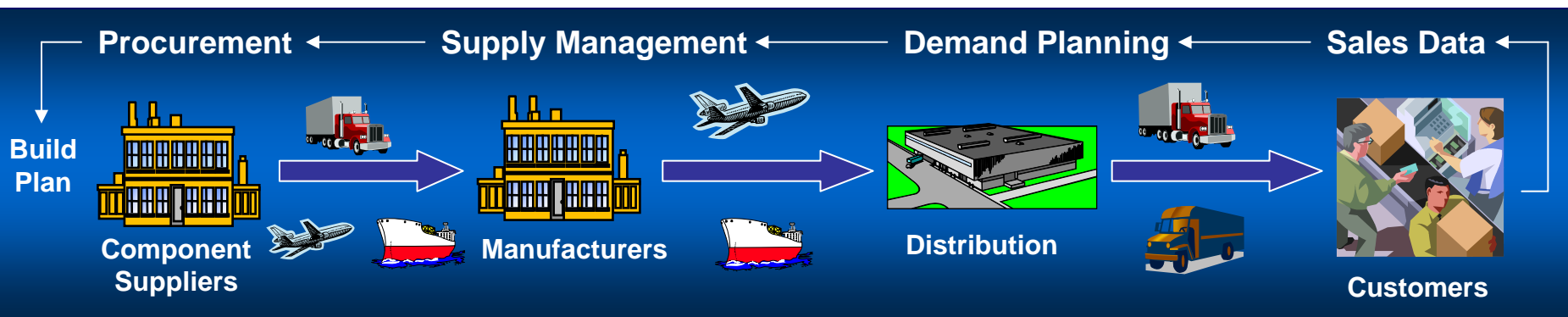


Driving World-Class Performance:
Tompkins Supply Chain Consortium for
Logistics Service Providers (LSP)

Why Join the Consortium

Gaining an understanding of your needs

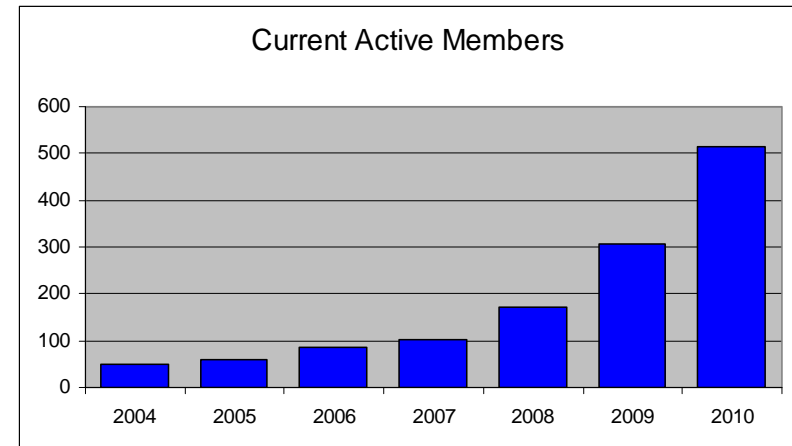
- Have you thought about using an organization such as the Supply Chain Consortium to reach potential clients?
- What supply chain benchmarking does your company currently perform against other LSP organizations or against shippers?
- How effective is your current benchmarking process?
- Do you have goals for your marketing and sales process with respect to reaching shippers?
- Is benchmarking and best practices identification part of your company's supply chain improvement strategy?



Tompkins Consortium Overview

Tompkins Associates and the Supply Chain Consortium

- Tompkins Associates has managed, facilitated, and maintained the Supply Chain Consortium's benchmarking and best practices program for shippers **since 2004**.
- The driving philosophy of benchmarking and best practices is to **identify gaps in company performance and implement initiatives** to improve supply chain practices and processes.
- There are currently more than **500 Consortium member companies** representing retail, manufacturing, distribution/wholesale operations and LSPs in a wide range of industry segments and with varying supply chain characteristics.
- The LSP Consortium is a new offering to encourage LSPs to join and benefit from the interactions with the shipper community of the Consortium.



LSP Membership Value

Membership Benefits Received by LSP Consortium Participants

- Gain **higher visibility of your profile data** through a comprehensive data directory that shippers can access
- Use a structured, data-driven process to **know how you are performing** relative to comparable LSP and shipper managed operations.
- Learn how to **fully utilize benchmarking and best practices** to improve your clients' supply chains
- Develop a clear **understanding of proven processes** being used by leading, high-performance shipper and LSP supply chains
- Receive **key inputs** for the development of your strategic and tactical improvement plans
- Gain **exposure to leading supply chain experts** at Consortium member companies and within Tompkins Associates
- Get **fact-based analysis and ideas** from hot topic surveys, special surveys and research efforts on issues challenging LSPs today
- Utilize the reference library for **training and development** of your supply chain talent

Consortium Recognition

Gartner (formerly AMR Research) recently identified Tompkins Associates' Supply Chain Consortium as one of the pre-eminent and most diverse sources for supply chain benchmarking in North America.

Service Provider	Geographies†				Basis for Metric Definition	New Datasets Per Year	Primary Industries	Cost
	NA	EMEA	APAC	LA				
APQC	75%	15%	10%	+++	OSBC	200-300	CP, retail, industrial, high tech	N/C—\$\$
Benchmarking Success and Logistics Bureau			100%		SCOR compliant	40-60	CP, industrial, high tech	\$\$
iCognitive		30%	70%		SCOR	1,000 in 2008	Chemical/process, high tech, CP, industrial, life sciences	\$
The Performance Measurement Group (PMG)	60%	25%	10%	5%	SCOR	100-125	CP, life sciences, high tech, industrial, chemical/process	\$\$ - \$\$\$
Supply Chain Council	70%	20%	10%	+++	SCOR	Less than 100	CP, life sciences, high tech, industrial, chemical/process, retail	N/C for members
Tompkins—Supply Chain Consortium	100%	++	++	++	Custom	180-220	CP, life sciences, high tech, industrial, retail	N/C—\$\$

Source: AMR Research, 2009

Notes:

- † Geography is shown as the company headquarter for data entry, not the span of its supply chain.
- ++ Moving into other geographies in 2009.
- +++ Included in NA.

Cost Key:

- N/C = No cost, but participant is required to enter data to receive data
- \$ = Less than \$5,000 pa
- \$\$ = \$5,000 to \$25,000 pa
- \$\$\$ = More than \$25,000 pa

www.supplychainconsortium.com

Consortium Leadership

Advisory Board

The Supply Chain Consortium is **led by the needs of its membership** and an Advisory Board for 2011 that includes:



LSP Board Members

LSP company leaders will be established and added to the Advisory Board during 2011.

LSP Consortium Services

Services Available to LSP Consortium Members

▪ LSP and Shipper Databases

- LSP Corporate Profile Accessible to Shipper Companies
- Shipper Global Metrics and LSP Core Benchmarks Databases
- Shipper Leading Practices Database
- Member Accessible Database Analysis Tools (Internal and External Benchmarking)

▪ Studies, Surveys and Research

- Topic Focused Surveys (Hot Topics)
- Supply Chain Topics Primary Research Efforts

▪ Information Dissemination

- Analytical Topic and Survey Findings Reports
- Executive Briefings, Articles, Blogs and Webcasts

▪ Networking

- Annual Members Conference (Leadership Forum) with LSPs and Shippers in Attendance
- Informal Peer Networking and Interaction Process
- Formal Networking via LinkedIn and XING Groups

Database Structure

LSP Consortium Topics Include Detailed Member Profile Plus....

Supply Chain Planning	Sourcing	Manufacturing	International Transportation	Domestic Transportation	Distribution Center	Sales and Service
Network Design	Supplier Management	Facility Design	Air	Parcel	Layout	Customers
Network Planning	Vendor Collaboration	Quality Systems	Ocean	LTL	Operations	Call Centers
Demand Planning	Order Control	Production Scheduling	Domestic Ports	Truck	Functional Practices	Stores
Sales Forecasting	INCO Terms	Human Resources	Order Control	Dedicated Fleet	Labor Management	Website Features
Inventory Management	Vendor Freight	Information Tech	Third Party Services	Intermodal	Outsourced Distribution	
			Customs Brokers		WMS	
			Trade Management		Direct to Consumer	

Core Supply Chain Benchmarks

Key Financial Benchmarks

Technology

Security

Environmental/Sustainability

Database Analysis Tools

Benchmarking Analysis Tools – Search and Filter

introduction instructions progress tracker topic forums resource center support logout

SUPPLY CHAIN CONSORTIUM **Resource Search** **TOMPKINS ASSOCIATES**

Profile Transportation DC's Int'l Trans Planning Manufacturing
Sourcing Sales & Service Finance Technology Security Environment

Please select the keywords to be used in your search :
 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Other All

absenteeism
acceptance
access
accessible
accountability

Add Keyword to Search

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Database Search

Filters	Evaluation Factor	Must be equal to or greater than this value
Company		
<input type="checkbox"/> Company size	Annual revenue in dollars	<input type="text"/> (From \$0 to \$100B)
<input type="checkbox"/> Industry	Match to industry in list	Please Select
<input type="checkbox"/> Segment	Match to industry in list	Please Select
Sales channel		
<input type="checkbox"/> Commercial sales	Please Select	<input type="text"/> (% of total sales from 0% to 100%)
<input type="checkbox"/> Consumer sales	Please Select	<input type="text"/> (% of total sales from 0% to 100%)
Supply chain spend		
<input type="checkbox"/> Transportation	Please Select	<input type="text"/> (From \$0 to \$100B)
<input type="checkbox"/> Distribution operations	Please Select	<input type="text"/> (From \$0 to \$100B)
<input type="checkbox"/> Overhead and other	Please Select	<input type="text"/> (From \$0 to \$100B)
Supply Chain Network		
<input type="checkbox"/> Distribution centers	Please Select	<input type="text"/> (From 1 to 1,000)
<input type="checkbox"/> Manufacturing plants	Please Select	<input type="text"/> (From 1 to 1,000)
<input type="checkbox"/> Purchases from	Please Select	<input type="text"/> (From \$0 to \$100B)
<input type="checkbox"/> Sales to	Please Select	<input type="text"/> (From \$0 to \$100B)
<input type="checkbox"/> Product manufacturing	Please Select	<input type="text"/> (% of total sales from 0% to 100%)
Product characteristics		
<input type="checkbox"/> Value	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
<input type="checkbox"/> Weight	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
<input type="checkbox"/> Size	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
<input type="checkbox"/> Physical characteristics	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
<input type="checkbox"/> Temperature requirements	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
<input type="checkbox"/> Special handling	Please Select	<input type="text"/> (% of outbound shipments from 0% to 100%)
Raw material and component characteristics		
<input type="checkbox"/> Value	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)
<input type="checkbox"/> Weight	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)
<input type="checkbox"/> Size	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)
<input type="checkbox"/> Physical characteristics	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)
<input type="checkbox"/> Temperature requirements	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)
<input type="checkbox"/> Special handling	Please Select	<input type="text"/> (% of inbound shipments from 0% to 100%)

Instructions: For each filter, check the selection box to set the filter. Next, select the evaluation factor (from the drop down list if one is provided) to further qualify the filter. Finally, select or enter the value to be used in the matching process to determine if companies in the best practices repository match your criteria.

Filter Development

Database Analysis Tools

Benchmarking Analysis Tools – Question Queries

Metrics question query based on a filter

Query Example: Supply Chain Costs as a Percentage of Revenue

Query Results	Percentage Using	Weighted Average Importance	Current	Goal	Targeted Improvement
All responses	95%	4.2	6.1%	5.5%	9.8%
Filtered responses	100%	4.3	5.1%	4.8%	5.9%
Your response	Yes	5.0	7.0%	6.5%	7.1%

Quartile Distribution

Q1	Q2	Q3	Q4
3.3%	5.2%	7.8%	23.0%
2.9%	4.4%	6.2%	18.7%
		X	

Consortium Tools

Benchmarking Tools – Scorecard

- Scorecard accessibility is based on membership level.
- The **Basic Scorecard** provides an evaluation of your performance on 88 key supply chain metrics compared to other Consortium companies. The scorecard is generally the first step in identifying the areas of opportunity in your supply chain processes.
- The **Advanced Scorecard** includes everything from the Basic Scorecard plus the full range of filtering capabilities to allow unlimited metrics comparisons.

Core Benchmarks Scorecard							
Topic	Metric Description	Year Value	Percentile	Q4	Q3	Q2	Q1
Technology	Capital expenditure budget What is the percentage of your total budget?	15.0	82%	1.8	3.0	4.9	42.0
	I.T. headcount support of Distrib... What is the ratio of I.T. personnel to D.C. Staff			1.0	2.0	5.0	20.0
Financial		8.0	50%				
	What percent of your total annual support costs are allo...			4.0	9.0	35.3	90.0
	Outbound freight costs as a percentage of gross sales	22.0	0%	2.8	1.1	0.7	0.0
	Inbound freight costs as a percentage of purchases	12.0	7%	1.6	1.3	0.6	0.0
	Average cost per order	217.78	60%	689.63	278.93	98.61	22.23
	Average cost per unit	2.88	42%	3.64	1.63	0.36	0.01
	Supply chain costs as a % of revenue	6.4	37%	7.7	5.2	3.3	0.3
	Transportation costs as a % of revenue	2.8	41%	3.5	2.3	1.4	0.2
	Distribution center operations costs as a % of revenue	2.6	40%	3.4	2.0	1.2	0.2
	Supply chain overhead costs as a % of revenue	1.08	36%	1.63	0.88	0.13	0.00
Vendor Performance	Expedited transportation as a % of revenue	0.75	31%	1.00	0.13	0.02	0.00
	Timely and accurate Advance Shipment Notifications			76.5	90.0	97.8	100.0

Consortium Tools

Benchmarking Tools – Dashboard

- The dashboard provides a top-down view of supply chain performance. It answers the question: ***How efficient and effective is my supply chain compared to others?***
- The dashboard operates on three levels – from a company’s total enterprise level down to the supply chain function and finally to the individual process or practice question level.

Print

Strategic Assessment Dashboard - Enterprise Summary - Current Year									
Disregard	Comparison versus "All" Foundation - Function	Top Quart	Variance	Your Score	Percentile	Quartile	Value	Opportunity Difficulty	Rating
<input type="checkbox"/>	Profile			425					
<input type="checkbox"/>	Supply Chain Profile	TOP		425	94%	●	H	H	<div style="width: 94%;"></div>
<input type="checkbox"/>	Plan		(5)						
<input type="checkbox"/>	Network Design and Optimization	TOP	(5)	50%	●	M	M	<div style="width: 50%;"></div>	
<input type="checkbox"/>	Source			237					
<input type="checkbox"/>	Supplier Collaboration and Relationship Management	TOP		213	76%	●	M	M	<div style="width: 76%;"></div>
<input type="checkbox"/>	Inbound Orders - Products/Components/Raw Materials	TOP		24	60%	●	M	M	<div style="width: 60%;"></div>
<input type="checkbox"/>	Transport		(111)						
<input type="checkbox"/>	Truck Transportation	TOP		125	83%	●	M	M	<div style="width: 83%;"></div>
<input type="checkbox"/>	Ocean Transportation	TOP	(98)	29%	●	M	L	<div style="width: 29%;"></div>	
<input type="checkbox"/>	Air and Parcel Transportation	TOP	(138)	13%	●	L	M	<div style="width: 13%;"></div>	
<input type="checkbox"/>	Store/Sort			988					
<input type="checkbox"/>	Operations	TOP		227	100%	●	M	M	<div style="width: 100%;"></div>
<input type="checkbox"/>	Functional Practices	TOP		321	100%	●	M	L	<div style="width: 100%;"></div>
<input type="checkbox"/>	Labor Management	TOP		172	100%	●	M	M	<div style="width: 100%;"></div>
<input type="checkbox"/>	Outsourced Distribution Centers	TOP		138	86%	●	M	L	<div style="width: 86%;"></div>
<input type="checkbox"/>	Warehouse Management Systems	TOP		130	72%	●	M	M	<div style="width: 72%;"></div>
<input type="checkbox"/>	Control/Technology			111					
<input type="checkbox"/>	Process Management Technology	TOP		89	84%	●	H	M	<div style="width: 84%;"></div>
<input type="checkbox"/>	Status Tracking	TOP		22	79%	●	L	H	<div style="width: 79%;"></div>
Summary									
Combined Functional Score				1,645	na	na			

(Show All) (Hide Checked) (Reload Report)

Reports

Focused Reports and *Hot Topic* Surveys*

Focused reports are published for each core topic throughout the year to highlight key survey findings on benchmarks and best practices.

2010 Report Schedule	
Publish Date	Report Topic
January 2010	International Transportation
February 2010	Supply Chain Planning - SIOP
March 2010	Supplier Management
April 2010	Supply Chain Organization
May 2010	Manufacturing Quality
June 2010	Domestic Transportation
July 2010	Financial Metrics
August 2010	Leadership Forum – No Report
October 2010	Security
November 2010	Environmental / Sustainability
December 2010	Core Benchmarks

* For a free sample of a Focused Report, click [here](#).

Hot Topic surveys address topics identified by Consortium members that are of immediate interest to supply chain leaders.

2009/ 2010 Hot Topic Reports	
Publish Date	Report Topic
December 2009	Transportation Sustainability
January 2010	Facility and Building Sustainability
February 2010	Retail Peak Season Strategies
March 2010	Waste and Recycling Sustainability
April 2010	Inventory Management Practices
May 2010	SI&OP
December 2010	Uncertainty is Certain

* For a free sample of a Hot Topic Report, click [here](#).

Education & Networking

Supply Chain Leadership Forum - August 30- 31, 2011

Walt Disney World® Resort, Lake Buena Vista, FL

- Meet colleagues and exchange ideas at a **special kick-off event with shippers and LSP members Tuesday, August 30.**
- Participate and get results from the **live interactive survey**, built with questions predetermined by you.
- Learn about **new practices and ideas** in education sessions on sustainability, sourcing in China, inventory planning, network optimization & modeling, and much more.
- **Gain insight** from presentations by top supply chain professionals.



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To learn more about the Leadership Forum, visit www.supplychainconsortium.com

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Next Steps

Potential Follow-up Steps

- View this document in slideshow format and click on the links to the Supply Chain Consortium website, reports and the Leadership Forum
- Ask for an guest ID/Password to view the existing database of questions
- Setup a GoTo Meeting to view survey capabilities
- Sign up as a consortium member

Appendix

Supplemental Information

Active Consortium Members

Service Providers

- Acme Distribution Centers
- Americold Logistics
- APL Logistics
- Arishiya International
- BNSF Logistics
- CEVA
- Chainalytics
- Chep International
- DB Schenker
- DHL International UK
- DHL Europe
- DHL Mexico
- Exel
- Expeditors International
- Federal Companies
- Fiege Nv
- Idaho National Laboratory
- Limited Logistics
- LXP Logistics
- Metro Canada Logistics
- McKinney Travers
- Mercury Logistics
- Nationwide Transportation
- NYK Line (North America) Inc.
- OH Logistics
- Overland Storage Inc
- Penske Logistic
- People Services
- Prologis
- R&L Carriers
- ROI
- Schneider Logistics
- SCI Logistics, Inc.
- Shippers Commonwealth
- Sub Con Industries
- The Jacobson Companies
- Transportation Management Center
- Vision Logistics Holding
- WOW Logistics

Active Consortium Members

Apparel, Fabric & Accessories

- 1888 Mills, LLC
- Academy Sports & Outdoors, Ltd.
- Adidas Group
- American Eagle
- Aramark
- Carhartt
- Charlotte Russe
- Charming Shoppes
- Columbia Sportswear Company
- Deckers Outdoor Company
- DFS Galleria
- Eddie Bauer Fulfillment Services
- Famous Footwear
- Footlocker
- GAP Inc.
- Garan, Incorporated
- Lands End
- Laura Ashley Holdings
- Levi Straus
- Limited Brands, Inc.
- Maidenform
- New Breed
- New York & Company, Inc.
- Non-Woven Fabrics Industry
- Orvis
- Packers Stores
- Polo Ralph Lauren
- Priscilla of Boston
- Sole Technology
- The Children's Place
- The Designtex Group
- The Men's Wearhouse
- The Timberland Company
- The Walt Disney Co.
- Things Remembered
- Tiffany & Company
- VF Corp
- Western Stone and Metal (Shane Co)
- Wet Seal

Active Consortium Members

Automotive, Truck and Vehicle

- Albar Industries
- BP
- Cadence Innovation
- Canada Tire
- Continental Tire
- Delphi Corp
- Detroit Diesel Corporation
- Exxon Mobil
- Fiat
- Ford Motor Company
- Freudengerg NOK
- Harley Davidson
- International Brake Industries Inc.
- Keystone Automotive
- Kubota Tractor Corp
- Mercury Marine
- Polaris Industries
- Prestolite
- Saab USA
- Shell Motiva
- The Pep Boys
- Toyota Motor Company
- Tripp-Lite
- Volvo (China) Investment Company
- Yamaha Motor Company
- Zanini Auto Group

Active Consortium Members

Beauty, Health and Wellness

- 1-800-CONTACTS
- Amway – Puerto Rico
- Apria Healthcare
- Avon Products
- BD
- Beiersdorf Inc
- Burts Bees
- Church & Dwight
- Elizabeth Arden, Inc.
- GNC
- Independence Australia
- Invacare Canada
- L'Oreal
- Medicia
- Medtronic
- Micro Systems Engineering
- Philips Electronics North America Healthcare
- Proctor & Gamble
- Proctor & Gamble Europe
- Riteaid
- The Clorox Company
- Ulta
- Unilever Home & Personal Care USA

Active Consortium Members

Department Store and Discount

- 99 Cents Only Stores
- Army and Air Force Exchange Service (AAFES)
- Big Lots
- eBay
- Family Christian Stores
- Fingerhut
- Idhasoft
- J.C. Penney Company, Inc.
- Kohl's
- Landmark Group
- Meijer, Inc.
- Myer Holdings Limited
- Navy Exchange Service Command
- Nordstrom
- Ocean State Job Lots
- Ollies Bargain Outlet
- Pamida Holdings Corporation, Inc.
- Shopko Operating Company, LLC
- Target Corporation
- The Bon-Ton Stores, Inc.
- Tuesday Morning
- Wal-Mart Canada

Active Consortium Members

Electronics and Electricals

- Advanced Micro Devices
- Anchor Electicals
- Arrow Electronics
- Atlantic Tele-Network
- Avnet, Inc.
- Blockbuster Inc.
- Border States Industries
- Canon USA
- Celestica Inc.
- CommSolv
- Comwar International Ltd.
- Dell Computers
- Diebold, Inc
- Eaton Corp
- Group II Communications Inc
- GSI Communications
- Hastings Entertainment
- HeathCo LLC
- Hewlett-Packard Company
- Imaje USA
- Ingram Micro Inc.
- Intel – India
- Intermatic Corporation
- Intuit
- Iomega Corporation
- JOS Circuits
- Lenovo
- Leviton
- Maxim Integrated Products
- Netgear
- OFS Fitel
- Oracle
- Panasonic
- Panasonic Industrial Europe
- Pitney Bowes UK
- Plexus
- Raytheon
- Rogers Communication Inc
- Samsung Electronics America, Inc.
- Sanyo Denki
- Siemens Corp
- Shure
- Somerset Entertainment
- Sony Logistics America
- Sony Canada
- South California Edison
- Southern Companies
- Southwire
- Standard Electric Supply
- Timex
- Tyco Electronics
- Verifone
- Vincor
- Warner Brothers Entertainment

Active Consortium Members

Food and Beverage

- Agropur Natrel
- Ahold
- Barilla
- Bar-S Foods Company
- Behshahr Salvola Company
- Birds Eye Foods
- Blommer Chocolate Co.
- Bob Evans Sausage Company
- Bunzl USA
- C&S Wholesalers
- Cadena Commercial Oxxo
- Campbell Soup Company
- Cargill
- Citrus World
- Conagra
- Corwin Beverage Co.
- Culvers
- Delmonte
- Desert Glory, Ltd
- Diago North America
- Dole Foods
- Dreyers Ice Cream
- Driscoll Strawberry
- Freshens
- Frito-Lay
- General Mills
- Hatfield Quality Meats
- J&B Distributing Company
- Johnsonville Sausage LLC
- Kellogg
- Kenpal Farms Products Inc
- Keystone Foods
- King's Hawaiian
- Kraft Foods, Inc.
- Lagasse Inc
- Lancaster Colony
- Landmark Group
- Leaf International
- Liquer Control Board of Ontario
- Loblaw Companies Limited
- Mars Candy
- Marzetti Company
- McCain Foods
- Miller Brewing Coors
- Mother-Parkers
- New World Pasta
- Nonni's
- Northside Foods
- PA Liquor Control Board
- PepsiCo
- Perdue Farms Incorporated
- PetSmart
- Piggly Wiggly Midwest
- Popeyes
- Premier Beverage
- Roundy's
- Safeway
- Sargento Foods
- Schreiber Foods
- Schwan Food Company
- Sobey's
- Stop and Shop
- The Coca-Cola Company
- The Dannon Company
- The Great Atlantic & Pacific Tea Company
- The JM Smucker Company
- The Saudi Goody Products Co
- Tyson Foods, Inc.
- Unilever Bestfood
- United Food Group
- United Natural Foods
- Ventura Foods Inc.
- Vincor International
- WAWA Foods Market

Active Consortium Members

Hardware and Home Improvement

- Ace Hardware
- Amerock
- Armstrong World Industries, Inc.
- Blue Linx Company
- Fabral
- Globe Electric
- Home Hardware Stores Limited
- Hunter Douglas
- Husqvarna
- InPro Corp
- Interface
- Kale Holdings
- Kidde Safety
- Kohler
- Leviton Manufacturing
- Masco Corporation
- National Gypsum
- OMG, Inc
- Orgill Inc.
- PPG Industries
- Shaw Industries
- Southern States Cooperative
- Stanley Works
- Stihl
- The Black & Decker Company
- Toro
- Toto USA
- Tractor Supply
- TrueValue Company
- W.W. Grainger, Inc.

Active Consortium Members

Hobby, Toys, Arts and Crafts and Sporting Goods

- American Girl
- Beretta USA Corporation
- Berwick Industries LLC
- Clam Corporation
- Contour Technologies
- Corporate Express, Inc.
- Crayola LLC
- Current USA
- CYBEX International
- Dick's Sporting Goods, Inc.
- Foranzi
- Hallmark Cards Inc.
- Henry Modell & Company, Inc.
- Hibbetts
- Hobby Lobby
- Indigo Books
- Jo-Ann Stores, Inc.
- Life Fitness
- Mattel
- MEC
- Michaels
- Miles Kimball
- Mizuno USA
- Partylite World Wide
- Radio Flyer
- REI
- Sony Pictures Entertainment
- Sportcraft
- Toys R Us

Active Consortium Members

Home Products / Furniture / Appliances

- Bernina USA
- Bissell Homecare
- Carrier Corporation
- Dory Ventures LLC
- Demco
- Ethan Allen Furniture
- Haworth
- Hosley International
- Kelsan Inc.
- KI Furniture
- Lifetime Brands
- Mannington Mills Inc.
- Pier 1
- RE Michel
- Restoration Hardware
- Robb & Stuckey
- Rooms To Go
- Singer Sewing Company
- Sleepy's
- Soprano
- SP Richardson
- Steelcase Inc.
- SVPWorldwide
- The Manitowoc Company
- Tupperware
- US Luggage Company
- Whirlpool Company
- Williams-Sonoma

Active Consortium Members

Industrial Commercial Manufacturers

- American Insulated Wire Corp.
- Appleton Paper
- Atul, LTD
- Ball Europe
- Battele Energy Alliance
- BP North America
- Caterpillar
- Cisco
- Clariant Corp
- Corning Incorporated
- Danaher Corporation
- Demco
- Donaldson Company
- DTE Energy
- Duro Bag Manufacturing
- EnerSys
- Foamex International
- FuelQuest
- Gantrade
- Georgia Pacific Belgium
- Hexaprint
- Huhtamaki Americas Inc.
- Illinois Tool Works
- IMI Cornelius
- Ingersoll-Rand Company
- International Specialty Products
- ITT Defense
- Johnson Controls Power Solutions
- Joy Global
- Kaman
- KLA-Tencor
- Kone
- Kontane Inc.
- Marsh Company
- Milliken
- Modine Manufacturing Co.
- Motiva Enterprises LLC
- NewPage Corp
- Nordson Corp
- Nypro Inc.
- OFS Fitel USA
- Parker Hannifin Corp
- Pentair Corp
- Pfister Hybrid Corn Co
- Pittsburgh Glass Works
- Raytheon
- Reliance Industrial limited
- Rembrandtin Lack GmbH
- Rhodia Polimida LTD
- Rockwell Automation, Inc.
- Rockwood Pigments
- Sealed Air Spain
- SI Group
- Sigma-Aldrich Corporation
- Smurfit-Stone
- Sonoco Products Company
- Soprano
- Spirit Aerosystems

Active Consortium Members

Industrial Commercial Manufacturers - Continued

- Superior Essex
- SupplyNet (Viking)
- Syngento
- TAS-Technic Corp
- Tata Technologies
- TGW-Ermanco
- The Boeing Company
- The Manitowoc Company
- Thermadyne
- Thilmany
- Timken
- Timken Europe
- TPI Composites
- Tredegar Corporation
- Unifi Inc
- Unifrax
- Universal Forest Products
- UPM-Kymmene
- US Gypsum
- Valmont Industries
- Varian
- Venture Industries
- Weatherford International
- Wireco World Group
- WorkflowOne

Active Consortium Members

Pharmaceutical, Drug and Healthcare

- Abbott Labs
- Amgen Europe BV
- Bayer Material Science
- Becton Dickinson
- Biovail
- Bristol-Myers Squibb
- British American Tobacco
- Cleveland Clinic Healthcare
- Covidien
- Dr. Reddy's
- Eli Lilly and Company
- E-Z-EM
- Genzyme
- GlaxoSmithKline
- Henry Schein, Inc.
- Kaiser Permanente
- Mayo Foundation
- McKesson Canada
- Merck & Co
- Merial Limited
- Novant Health
- Otto Bock Healthcare
- Pfizer
- Philips Electronics North America Healthcare
- Professional Veterinary Products
- Sanofi Pasteur
- Sanofi Aventis
- Sardoz International
- Siemens Healthcare
- Sisters of Mercy Health Systems
- Sunrise Medical
- Tetthys Biosciences Brazil
- Teva Pharmaceuticals
- The Harvard Drug Group

Active Consortium Members

Specialty

- A-dec, Inc
- All the Children are Children
- American Family Insurance
- Blockbuster Canada Co
- Cirque du Soleil
- Compass Minerals International
- CUNA
- Deluxe Corporation
- Fellowes, Inc.
- Geon Group
- Graco
- Harlequinn Books
- Indian Institute of Technology
- Lifeway
- LTD Commodities
- Multimax Academy
- Northwestern Mutual
- OfficeMax, Inc.
- Oracle
- Princess Cruises
- RR Donnelley
- Simon & Schuster Co
- Staples
- University of Idaho
- University of Virginia
- University of Wisconsin