

# REJUVENATION®

Manufacturers and purveyors of period  
reproduction lighting and house parts

[www.rejuvenation.com](http://www.rejuvenation.com)

# Who we are...

- Founded in 1977 as an architectural salvage store
- Currently, we have 3 facilities -- retail stores in Portland and Seattle, and manufacturing/administration in Portland
- 230 employees with 165 in the Portland manufacturing/administration facility
- Nationwide mail order operations mail approximately 1,000,000 catalogues/year
- We manufacture approximately 90,000 light fixtures/year
- Annual sales are approximately \$28,000,000/year

# Why sustainability?

- Natural extension of our existing efforts
- We viewed sustainability as a tool to take our environmental performance to the next level
- The social equity component of The Natural Step was/is a good fit with other corporate activities, such as BSR
- Human care and environmental care

# How we jumped in...

- DEQ partnership
- Aspects analysis -- a good environmental *and* business tool

***The Natural Step***  
**Four System**  
**Conditions**

**In order for society to be sustainable, nature's functions and diversity are not systematically:**

**Extraction**

**1) ...subject to increasing concentrations of substances extracted from the Earth's crust;**

**Persistency & Toxicity**

**2) ...subject to increasing concentrations of substances produced by society; or**

**Biodiversity**

**3) ...impoverished by overharvesting or other forms of ecosystem manipulation.**

**Efficiency & Social Equity**

**4) And, resources are used fairly and efficiently in order to meet basic human needs worldwide.**

**Frequency of Activity**

**What is the frequency of the activity during an average work day?**

Point	Extraction	Persistency	Toxicity	Biodiversity	Efficiency	Social Equity	Frequency
1	100% Recycled	Biodegrade < 1 day	Base Mat'l Non-Toxic	Sustainably Harvested Ecosystem Complex	Local Source Small % Landfilled High energy efficiency	Min Range "Fair Pay" Final Geog Disposition Close to Source	Rarely
2							
3	Mixed	Biodegrade ≤ 1 month	Moderately Toxic	Mixed	Mixed	Mid Range "Fair Pay"	Occasionally
4							
5	Mined	Biodegrade > 1 month	Acutely Toxic	Nature is consumed Ecosystem Simplified	Distant Source High % Landfilled Low Energy Efficiency	Max Range "Fair Pay" Final Geog Disposition Far From Source	Continuously

# How we jumped in...

- DEQ partnership
- Aspects analysis -- a good environmental *and* business tool
- Our ISO/TNS EMS
- All this is great, but now we need to do something -- action plans

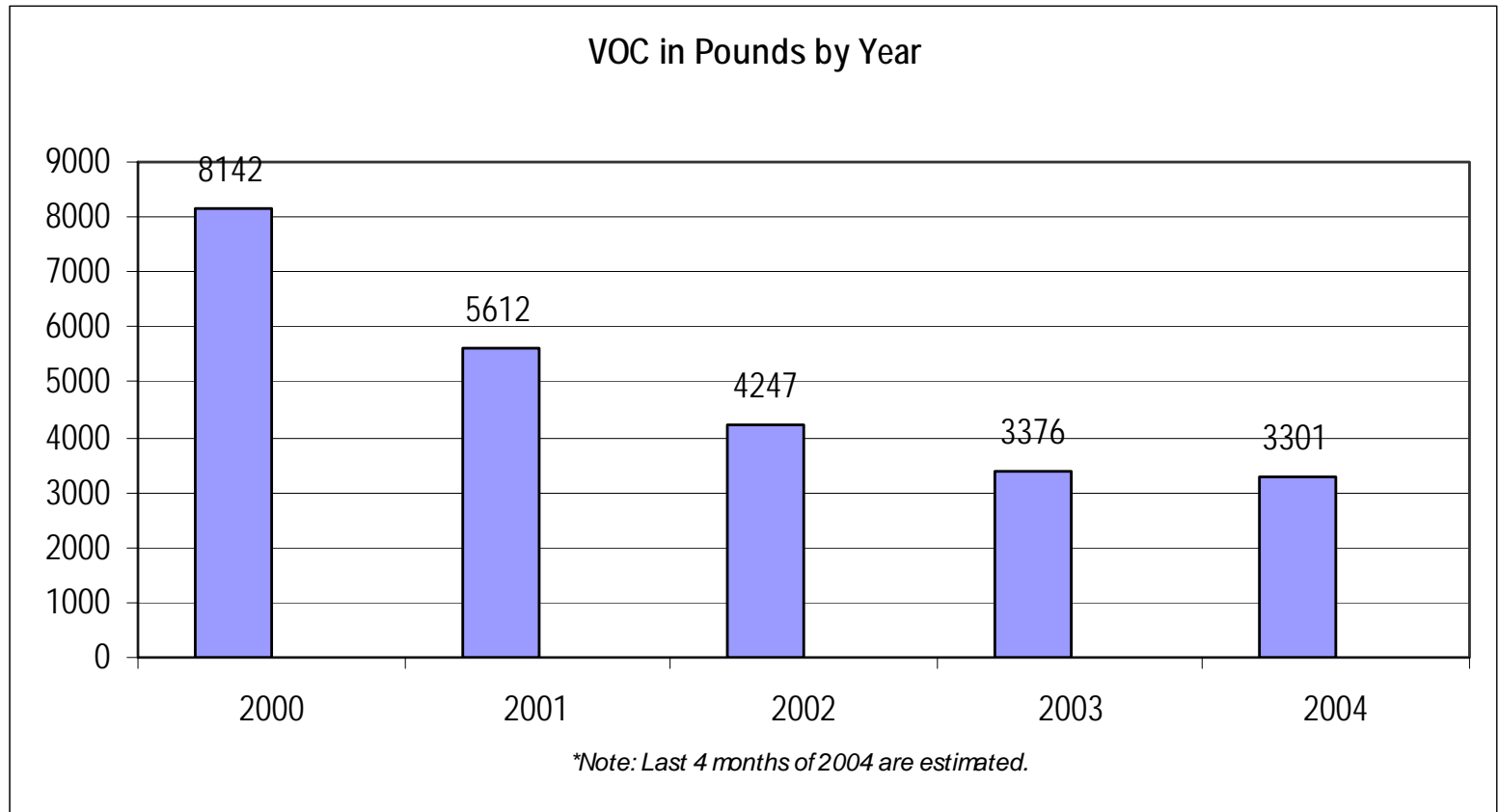
# How we've evolved...

- Annual aspects analysis
- Actual change, and the changing action plan
- Extension to administrative activity
- Extension to retail store
- Embedding sustainability

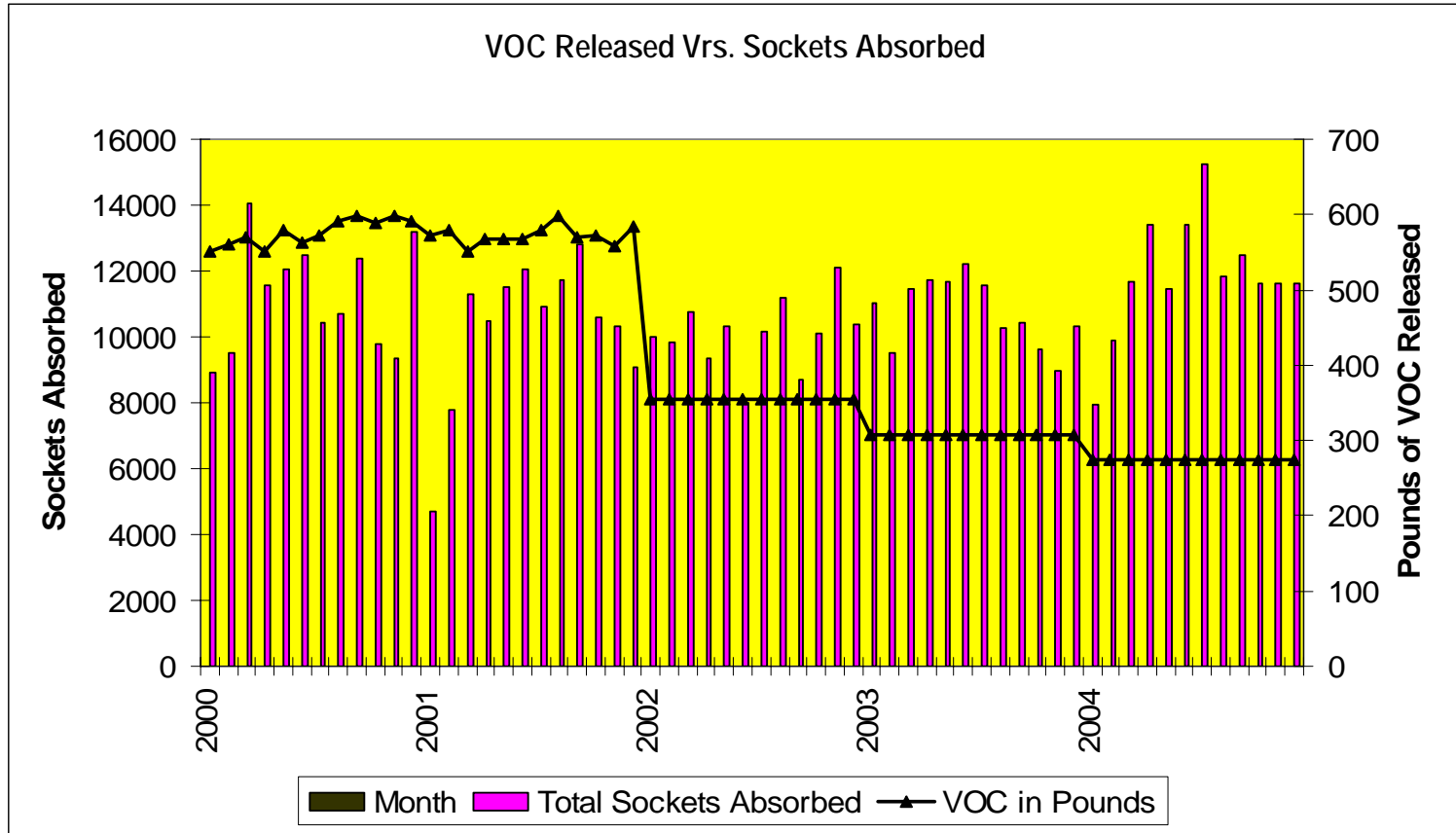
# What we've done...

- Successes:
  - VOC reduction

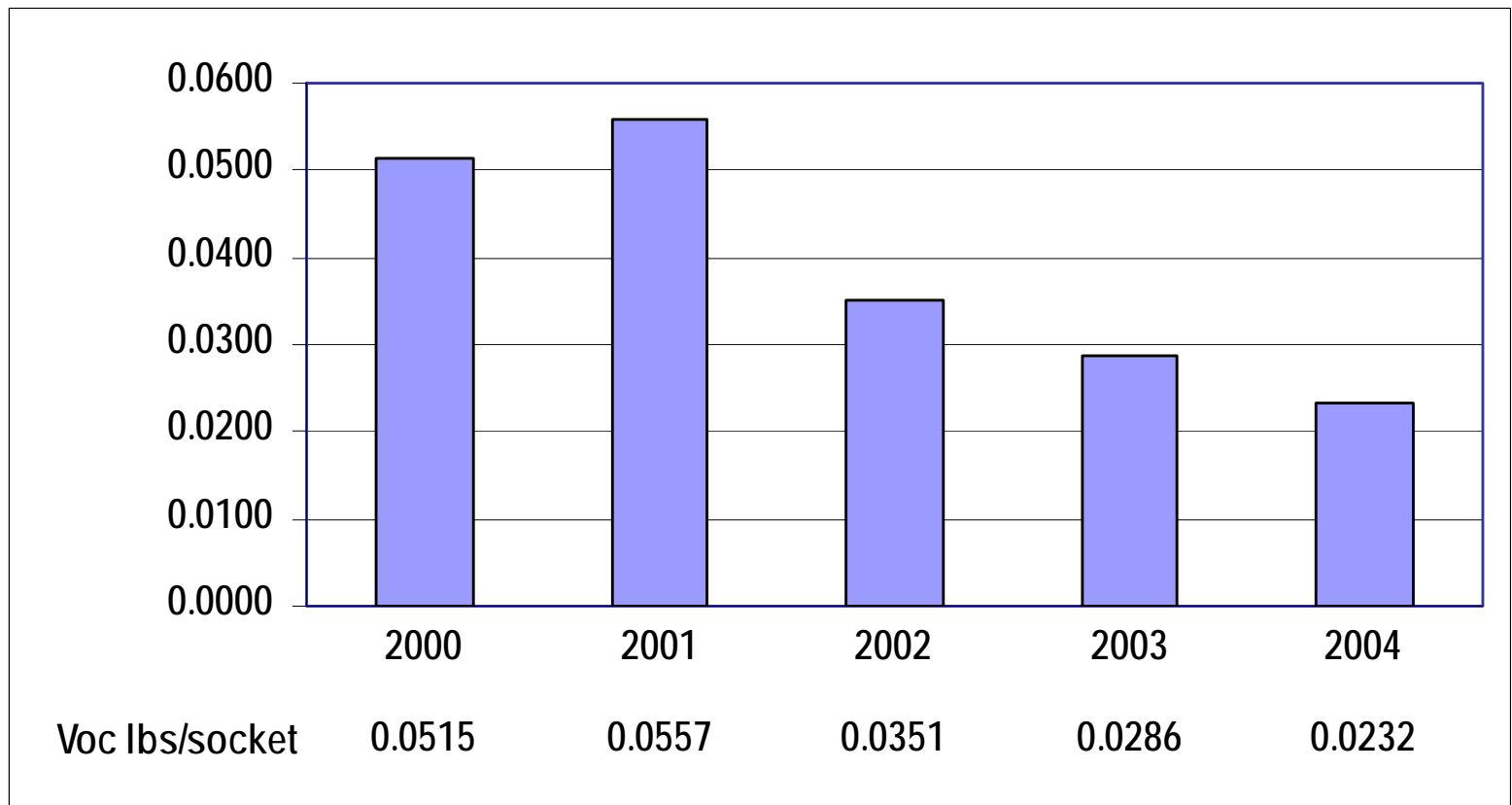
# Total VOC output



# VOC output and product output



# VOC output/product output



# What we've done...continued

- Successes:
  - selenium isolation/process water recycling
  - process improvements
  - responsible outsourcing
- Less than successes:
  - building a “ground up” organizational understanding
  - extension to retail

# What we're working on now...

- Process improvements
- Carbon footprint
- Evaporator
- Buffing waste
- Stormwater project w. BES