



Cut from the Same Cloth



Steve Mayer, CFO of Mayer Fabrics, and Diane Goodwin of UPS Customer Solutions discuss sustainability and ways UPS can help better serve Mayer's customers.

“We try to stay on top of things from not only an environmental standpoint but also what our partners are doing,” says Steve Mayer, chief financial officer of Mayer Fabrics in Indianapolis.

When he and his company heard about the new UPS carbon neutral service, they became one of the very first businesses to sign up.

Eco commitment

After just one glance at Mayer Fabrics' website (www.mayerfabrics.com), it's clear that environment is a top priority. In fact, the company professes its commitment to sustainability in its vision statement. And through its EcoSystem® brand, begun in 2001, it offers an entire line of textile products made from 100 percent recycled materials.

The new UPS carbon neutral option, which enables companies to offset the impact of the carbon dioxide emissions associated with their shipments, matched Mayer's objectives like well-coordinated boardroom upholstery.

“It is a great fit for us,” Steve says. “Offsetting carbon involved in the transportation of our products allows us an opportunity independent of product development to strengthen our commitment to reducing our environmental impact.” Mayer Fabrics now has an agreement with UPS to offset the carbon associated with its small package shipments.

Like-minded innovators

“Mayer is an example of a UPS customer that is always eager to discover a new way of doing things,” says Diane Goodwin of UPS's Customer Solutions team, who has worked with Mayer Fabrics for several years. “They

request to be a beta-test customer every year when we have upgrades to our UPS WorldShip® software,” she says. The company has integrated UPS WorldShip and it also uses Quantum View® Manage and UPS Billing Analysis Tool to streamline its customer service and trim waste. When Mayer Fabrics sought to expand its Canadian sales, the UPS team introduced the company to UPS World Ease®, helping it reduce its customs clearance costs.

The relationship between the companies spans two decades. “It's a give-and-take type thing,” Steve explains. “We're always bouncing ideas off UPS, and UPS is always bouncing ideas off us,” he says. “We want them to be environmentally conscious, and we want them to be a profitable company. We're like-minded companies.”



UPS carbon neutral— All Along the Supply Chain

UPS is an expert at efficiency. The company uses its experience, technology, and sustainability efforts to reduce its own as well as customers' impact on the environment.

The latest sustainable effort is an expanded UPS carbon neutral offering. UPS carbon neutral is available on UPS shipping systems in 36 countries. In the United States, it costs customers as little as five cents per ground package and 75 cents for a worldwide package. Internationally, the rate is similarly low. UPS uses the money to purchase carbon offsets, which ultimately can fund environmentally responsible projects such as reforestation, wastewater treatment, and methane and landfill gas destruction.

See a video about another customer using UPS carbon neutral, Toto, at Compass Online. Link to it from the InsideUPS Online page at UPSers.com.