

## MAKE IT RESPONSIBLY

### Make it with Lectra

How upholstered furniture manufacturers can operate more responsibly.





**Today’s consumers are more environmentally and socially aware than ever. Not only do they want more options, lower prices and faster delivery times – they also want furniture which has been produced responsibly. In addition, globalization means that manufacturers are now obliged to comply with regulations. But, what does that mean in reality?**

**In recent years, issues surrounding corporate and social responsibility have found their way into the media spotlight and into consumers’ hearts. Consumers are now savvier about sustainability; from ethical labor to environmental footprints and waste reduction. They care if you use too much packaging, want to know if the wood in their sofa comes from sustainable forests and whether the cushions use polyurethane foam. And they aren’t the only ones piling the pressure on manufacturers.**



**More challenges, more opportunities**

Industry bodies and local governments are enforcing increasingly tougher standards for manufacturing, creating more rules, regulations and challenges as a result. But, as we’ve learned in our 30 years of working with upholstered furniture manufacturers, this is also a source of opportunity. In fact, there are benefits that come with being a more sustainable manufacturer – and we want to work with you to help you realize them.

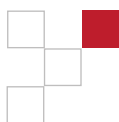
In this lite paper, we’ll discuss the top challenges facing manufacturers looking to operate more responsibly and how you can improve your processes to overcome them, satisfy your consumers’ demand for sustainability, and, at the same time, maximize your profits.

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**FAST FACT**

In the US, environmentally-friendly furniture outsells furniture “Made in the USA”.  
(Source: The American Furniture Industry: 2014 Industry Watch Update)

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## Reduce **waste**

### Cut your waste – and your costs

Reducing waste is a priority for upholstered furniture manufacturers. It's not just beneficial to the environment, it also minimizes your costs – and that means increasing your profit margins.

Waste can be incurred at every stage of manufacturing, from design through to final dispatch. Our experts can evaluate each of these processes, and the interactions between them, to see where improvements can be made.

Minimizing the number of physical prototypes you create reduces the amount of raw materials you consume by optimizing the use of fabric, hides, wood and foam.

For full production, we've developed powerful algorithms to find the most efficient use of material. You can also produce two or more different models in the same fabric or leather at the same time and so further reduce your material consumption and waste.

Efficient cutting starts with efficient spreading. Our Brio spreader is so precise, you don't have to worry about wastage. Optimize material use with guaranteed perfect alignment and tension-free fabric laying, whatever the spread height. And, get the most from your stock through automatic fabric roll end management.

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## FAST FACT

Lectra has helped customers reduce waste leather by up to 8%.

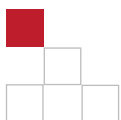
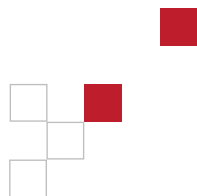
(Source: Ekornes, Norway)

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### Be more energy efficient

It's not just material waste we can help with. Our solutions can also reduce energy consumption by up to 30%. The Vector cutting solution uses state-of-the-art, innovative technology, such as a built-in vacuum auto-regulator which controls the material hold across the cutting surface. It automatically adapts so that it only works on areas where it's needed – and therefore only uses the energy it needs.

Finally, our experts can also work with you to optimize the lifetime of your hardware by ensuring you're getting the best quality and performance from your consumables and guarantee better efficiency for longer.



## Traceability and standards

### Meet strict standards - every time

When it comes to strict standards and regulations, few industries can compete with manufacturing. There are many global and local requirements to adhere to - you need to be sure you're meeting them all.

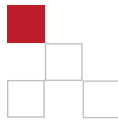
All Lectra's hardware complies with global safety and environmental norms, ensuring that you meet the expected industry standards. In combination with this, our experts can also create a phased plan for achieving traceability between your enterprise resource planning systems and production systems to meet compliance regulations. With an integrated, streamlined manufacturing process you can trace complete hides, fabric and cutting orders as they move from pre-production through to offloading after cutting.

ISO 26000 is the international standard for social responsibility. An ISO 26000 accreditation can guide you in building and delivering a long-term social responsibility strategy, addressing everything from working practices to environmental policies, sustainable development and your impact on local communities. It also shows everyone that you're an ethical manufacturer, which is an attractive selling point to retailers and consumers - and this can increase the perceived value of your furniture.

*"Operation of Versalis is very intuitive and requires a minimal amount of experience. Nevertheless, Lectra provided us with a number of implementation training sessions. Lectra's experts have many years of experience. We use the knowledge from these sessions in our daily work."*

**Tomasz Mazurowski**  
Manager of the Leather Department,  
DFM





## Employee safety and satisfaction

### The human factor

In the global furniture industry, the upholstered furniture sector is the most labor-intensive as it still performs many of the production processes by hand, requiring specific skills and know-how. Many manufacturers are finding it increasingly hard to attract a new generation of tech-savvy workers to such manually-intensive, highly-skilled jobs.

And what about staff turnover? It takes between six months and a year for new team members to become fully operational, a major investment for you in terms of time and money. Automating as many of your manual processes as possible provides a career path for employees, as well as freeing experienced workers from repetitive tasks so that you can re-deploy them to other value-adding activities that are more attractive, make better use of their skills, and improve productivity.

To help you maintain a skilled and knowledgeable workforce, we can also provide internal training events. Each worker will have a tailored training path which offers them the opportunity to develop their career and gives them the motivation to achieve it.

### Serious about safety

In manufacturing there are lots of potential hazards to protect workers from. It is not only a legal obligation, it is also key to keeping your company running smoothly.

Lectra's manufacturing solutions have built-in safety devices, ensuring there is no risk of injury. We are compliant with all safety standards and meet the strict standards for the US market (UL) and European markets (EU).

As one of the main suppliers to the car seat and airbags market – an industry where safety is absolutely paramount to both employees and consumers – Lectra's experts help manufacturers meet even the most stringent safety standards, with a dedicated team to help ensure compliance.

### Responsible. Ethical. Successful.

At Lectra, we believe that responsibility and sustainability are a real opportunity for upholstered furniture manufacturers. Consumers are forcing the market to become more innovative and competitive than ever before and – thanks to the latest technologies, expertise and best practices – manufacturers are able to rise to these challenges.

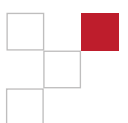
There's no doubt that, moving forward, responsibility will become a key requirement for achieving success, ensuring long-term economic growth, improving human wellbeing and social equity, and improving the management of the earth's natural resources. We'd be happy to share our experience and to discuss your challenges in more detail. Our global approach is all about sharing and working in partnership with manufacturers, to drive rapid and long-term results. So, you can remain competitive, profitable, and manufacture responsibly – no matter what challenges you face.

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## FAST FACT

By 2020, 50% of the workforce will have been born after the year 2000.

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*"Lectra's experts are not only cutting room consultants; they also offer highly valuable industry expertise... their savoir faire in leather is unmatched in the market"*

**Przemysław Majoczyk,**  
Plant Manager,  
Polipol, Poland.

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## GET IN TOUCH

To discuss any of the issues covered in this Lite Paper in more detail, contact us at:

<https://www.lectra.com/en/contact>

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### About Lectra

For forward-looking companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is committed to crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands and manufacturers from design to production, providing them with the market respect and peace of mind they deserve. Supporting the furniture industry, Lectra offers CAD software, cutting room solutions and expert services dedicated to upholstered models. Founded in 1973, today Lectra has 32 subsidiaries across the globe, serving customers in over 100 countries. With more than 1,700 employees, Lectra reported revenues of \$333 million in 2018. Lectra is listed on Euronext (LSS).

**LECTRA**