

Why **Green** Purchasing Counts!



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Responsible Purchasing Network

Connecticut Green Purchasing Forum

June 17, 2014

RPN



Nonprofit network dedicated to advancing sustainable procurement



RPN Mission

“Promote and practice responsible purchasing by identifying best practices, developing effective purchasing tools, educating the market, and using our collective purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.”

ENVIRONMENTALLY PREFERABLE PURCHASING (EPP)

Environmentally Preferable Purchasing (EPP) is the procurement of goods and services by state agencies that have a reduced impact on human health and the environment as compared to other goods and services serving the same purpose. Environmentally Preferable Products are long lasting, high-quality, less toxic products that also use less materials, water and energy, minimizing the impact on our environment.



Photo by Jon Manzo



Why Are Public Agencies Going Green?

Progress towards:

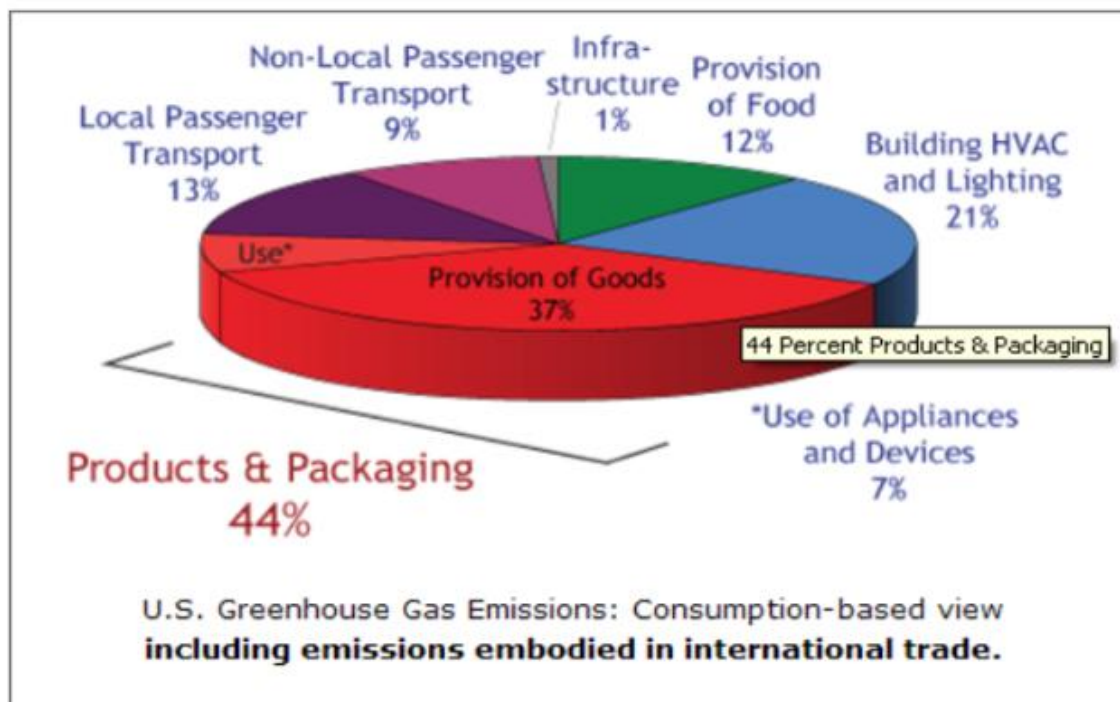
- Climate action commitments
- Reducing water and air pollution
- Minimizing toxic chemical exposures
- Protecting Natural Resources
- Meeting “Zero Waste” goals
- Securing green building (LEED) credits
- Life-cycle cost savings
- Creating local “green” jobs



Lead by Example for State Agencies

Lead
by Example

44% of GHGs Linked to Products



Source: *Products, Packaging and US Greenhouse Gas Emissions*, Product Policy Institute, 2009; www.productpolicy.org



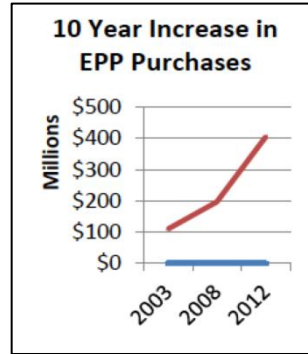
Many **Green** Products Save Money



- Lower upfront costs
- Conserve energy or water
- Reduce paper or fuel use
- Lower maintenance costs
- Reduce replacement costs
- Avoid disposal/cleanup costs
- Support the local/regional economy
- Offset environmental and health program costs

Massachusetts Green Purchases and Savings

**Environmentally
Preferable Products (EPP)
Procurement Program**
 EPP Program Annual Report Fiscal Year 2012
 Strategic Sourcing Services

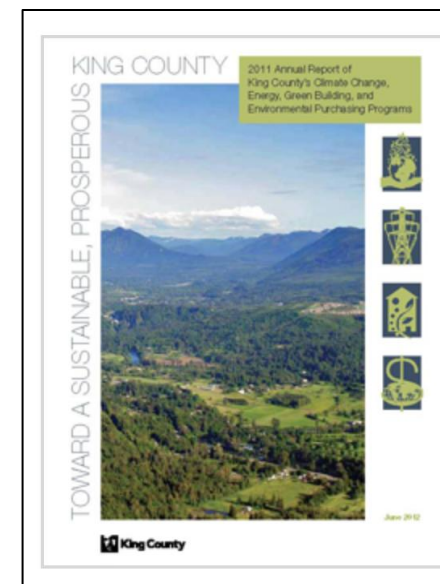




FY2012 Summary: CFLs, Office Equipment, Computers and Remanufactured Toner Cartridge Purchases	
Cost Savings	
Compact Fluorescents (CFLs) (savings / less energy use)	\$1,239,512
CFLs (savings / reduced labor)	\$903,467
Office / Computer Equipment (savings / less energy use)	\$566,847
Remanufactured Cartridges (savings / lower cost)	\$799,523
TOTAL COST SAVINGS for FY2012	\$3,509,349

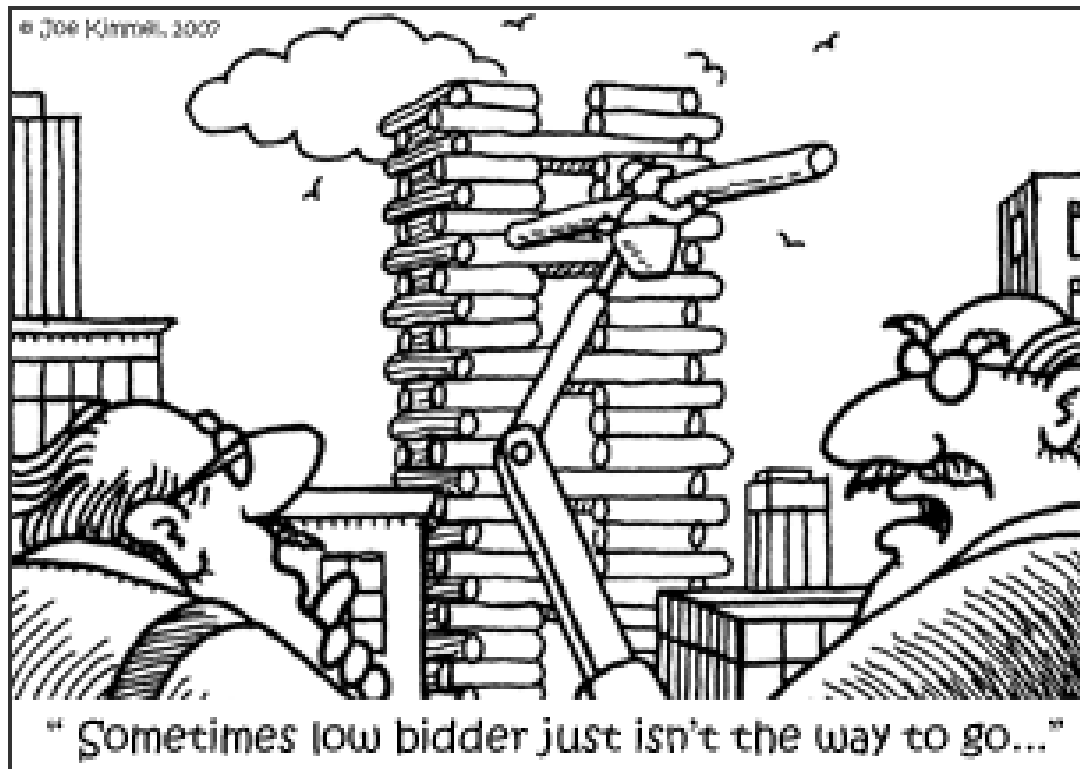
King County, WA Green Purchases and Savings

CASE STUDY: King County, WA purchased ~\$60 million in environmentally preferable products, saving ~\$1.5 million.

KEY COMMODITIES	2011 Savings
Remanufactured Toner Cartridges	\$544,964
Recycled Road Aggregates	\$300,000
Green Cleaners	\$161,496
Tire Retreading	\$136,320
Paper Reduction	\$118,265
Electronics Recycling	\$97,875
EPEAT/ENERGY STAR Computers	\$91,875
TOTAL	\$1,541,213



Low Bidder vs. **Best Value**



Best Value Procurement

Considers overall (life-cycle) costs of ownership:

- Initial price
- Utility costs (energy, water)
- Maintenance costs (labor and replacement)
- End-of-life costs (disposal and recycling)



Energy-Efficient Equipment Saves Money

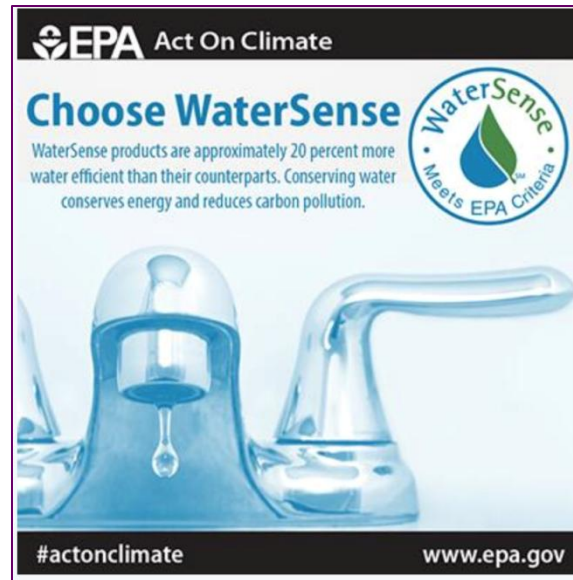


CASE STUDY

Chicago, IL public housing authority cut its annual electricity bill \$500,000 by purchasing 10,000 ENERGY STAR-rated refrigerators

Water Conservation Products Save Energy and \$

Running hot water for 5 minutes
= 60 watt bulb for 14 hours



Health Hazards of Cleaning Products



- Cancer
- Reproductive harm (**infertility, defects**)
- Endocrine system interference (**hormone “mimicking” and blocking**)
- Damage to immune and nervous systems
- Poisoning of organs (**heart, kidneys, liver**)
- Chemical burns (**skin, eyes**)
- Asthma

Green Cleaners Yield Economic, Health & Environmental Benefits



An Environmental Services employee cleans the floor with a microfiber mop at HCMC.

CASE STUDY: Hennepin County, MN medical center switched to green cleaners, non-corrosive (peroxide) disinfectant, and microfiber mops

- 7% reduction in cost of cleaners
- 80% reduction in chemical injuries



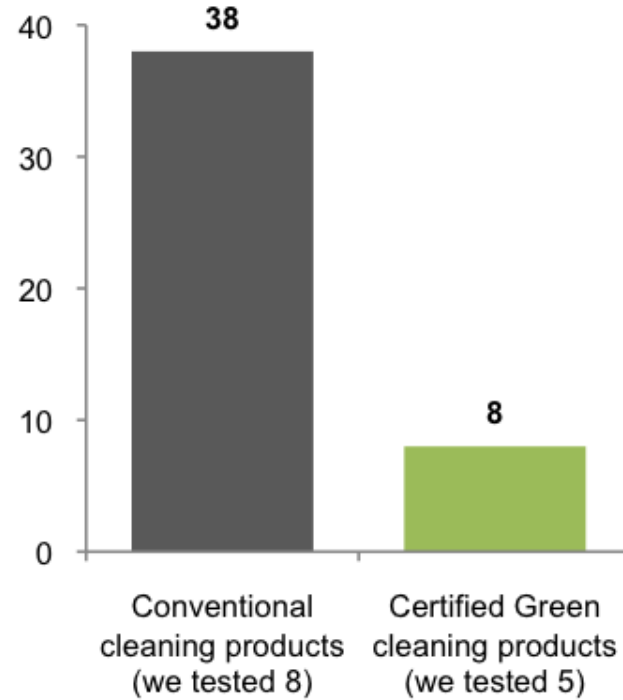
*Pilot test financed by Hennepin County
Leading by Example Fund*

Greener School Cleaning Supplies = Fresh Air + Healthier Kids



 ENVIRONMENTAL WORKING GROUP

Average number of air contaminants



General purpose cleaners

Recycled Paint



CASE STUDY

**Portland, OR found locally-made
100% recycled paint:**

- **costs 75% less than virgin latex paint**
- **meets high performance standards**
- **can be tinted to match specifications**



Many **Green** Products Reduce Replacement & Labor Costs



Some **Green** Products Are Comparably Priced

CASE STUDY

Multnomah County, OR bought 45% local produce and eggs for its county jail at no extra cost





Time-Saving Strategy

Use Multi-Attribute Certifications



“Suppliers citing environmentally preferred product claims shall provide proper certification or detailed information on environmental benefits...”

*Source: University of California
Policy on Sustainable Practices*



Cost-Saving Strategy

Green Your Market Basket List

Add “green” products to your core/market basket lists so they become eligible for vendor’s deepest discounts



Remove non-green products from core/market basket list (or contract) to get better price breaks on green products

Include **Green Specs** in Bid Sheet

CATEGORY #	ITEM #	GENERIC PRODUCT DESCRIPTION	Unit of Measure (UOM, e.g., CASE)	Sample Product Description (including name, size, etc.)	Sample Product Manufacturer	Sample Product SKU/OEM Product Number	Description (Including name) of Product Offered	Manufacturer of Product Offered	SKU/OEM Product Number of Product Offered	Green Product Certification/ Recognition/Standard (Green Seal, EcoLogo, DFE) (per Specification in Attachment D)
1A: AIR FRESHENERS AND DEODORIZERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA's Design for the Environment Program										
1A	1	Deodorizer, RTU, Trigger Spray; Quart Bottle	CASE	Green Logic Odor Neutralizer; 32 oz; trigger spray	Core Products, Co.	GLON Quart	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1A	2	Liquid Enzyme Cleaner and Deodorizer, RTU, 1 gallon; 4 per case	CASE	Enviro Chem Liqui Bac; 1 gallon; 4 per case	Rochester Midland	11767927	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1A	3	Urinal screens and blocks (non-paradichlorobenzene)	CASE	Green Earth BioActive Solutions Urinal Toss Blocks; 72 blocks per bucket; 3.5 oz per block	Betco	26094-00	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1B: BATHROOM CLEANERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA's Design for the Environment Program										
1B	1	Restroom Cleaner, Non-disinfecting, Minimum concentration 1:16	CASE	Crew Bathroom Cleaner and Scale Remover (#44); 2.5L, 2 per case	Diversey	3172650	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1B	2	Dilution System for Restroom Cleaner; wall-mount	EACH	J-Fill Duo Dispensing System, wall-mount	Diversey	4379	Proposer Input	Proposer Input	Proposer Input	
1B	3	Toilet Bowl/Urinal Cleaner, Non-disinfecting, RTU	CASE	Sustainable Earth Toilet and Urinal Cleaner; 32 oz; 12 per case	Coastwide Labs	SEB71032	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1C: CARPET, RUG AND UPHOLSTERY CLEANERS: Must Be Certified by Green Seal or EcoLogo OR Recognized by EPA's Design for the Environment Program										
1C	1	Carpet Cleaner; Minimum concentration = 1:16; 1 gallon	CASE	FacilPro Carpet and Upholstery Extraction Cleaner; 1 gallon; case of 4	Ecolab	14635	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1C	2	Dilution system for Concentrated Carpet Cleaner; single product; wall-mount	EACH	Single Product Dilution System for FacilPro Carpet and Upholstery Extraction Cleaner	Ecolab		Proposer Input	Proposer Input	Proposer Input	
1C	3	Carpet Spot Remover, RTU, Trigger Spray	CASE	Encapsulating Carpet Spotter (Structured by Nature); 1 Quart Trigger Spray; 12 per case	Nilodor	32SBN RTUSP	Proposer Input	Proposer Input	Proposer Input	Proposer Input
1D: DEGREASERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA's Design for the Environment Program										
1D	1	Cleaner/Degreaser; Minimum concentration 1:16	CASE	Solsta 143 Cleaner-Degreaser; 3 liters; 4 per case	Waxie	410056	Proposer Input	Proposer Input	Proposer Input	Proposer Input

Cost-Saving Strategy

Centralize Green Purchasing

- **Lowers prices by aggregating demand**
- **Easier to control/monitor purchases**
- **Simplifies education process**
- **Saves time on ordering, book-keeping**

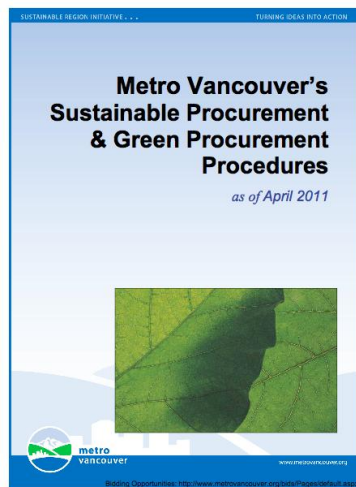
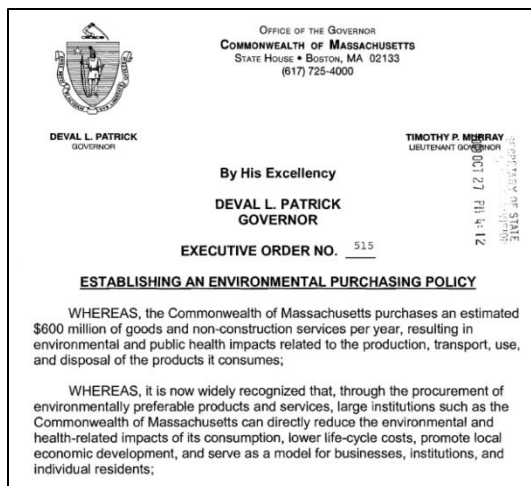


Time-Saving Strategy

Institutionalize



- ✓ **Policy**
- ✓ **Program**
- ✓ **Prioritization**
- ✓ **Promotion**
- ✓ **Document Progress**



Time-Saving Strategy

Prioritize

- **Largest potential impact**
- **Ability to meet environmental/health goals**
- **Opportunities for change
(contracts re-bid)**
- **Ease of implementation
(use existing specs and
certifications)**
- **Potential to save money/create local jobs**



Low-Hanging Fruit Require Service Providers to Use Green Products



- **Construction**
- **Pest Management**
- **Landscaping**
- **Custodial Services**
- **Painting**
- **Building Maintenance**
- **Food Services**
- **Printing**
- **Lodging**
- **Fleet Maintenance/Rental Car Services**
- **Recycling**





ServiceMaster Professional Janitorial Services
Waterford, Connecticut

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Green Cleaning

Experience the benefits of going green

Still using traditional cleaning methods to maintain your facility? ServiceMaster Clean®, a certified leader in green cleaning services, offers an eco-friendly, equally effective solution to your building’s maintenance needs. Our patented Capture and Removal Cleaning® system gives you:

- **Higher efficiency, lower costs**
We use a team cleaning approach that cuts cleaning time by up to 25%. That’s a direct boost for your bottom line.
- **Superior removal of toxins and contaminants**
Capture and Removal Cleaning takes away as much as 55% more airborne particulates than traditional methods. Improved air quality can mean a healthier, more productive workplace.
- **Better protection of the environment**
Certification by independent environmental agencies gives you confidence that you’re making an eco-friendly choice. Our green cleaning:
 - Meets all environmental and performance requirements of the [Green Seal](#) Environmental Standard for Cleaning Services (GS-42)



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What Our Customers Are Saying

“ The people assigned to our buildings seem to genuinely care about the quality of their service and always aim to please. Any minor problems that we have had have been handled ... ”

Patti
RATING: 9/10
[More reviews](#)

Time-Saving Strategy

Choose Green Products on Existing Price Agreements



DEPARTMENT OF ADMINISTRATIVE SERVICES FEBRUARY

BuyLines - The GREEN Issue

IMPORTANT NEW CONTRACT ANNOUNCEMENT!
New! 09PSX0049
CLEANING CHEMICALS – GREEN CLEANING PRODUCT PROGRAMS EQUIPMENT AND SUPPLIES

On October 1, 2007 the use of green cleaning products in all state buildings was dated (see page 2) and in June of 2009 a bill stipulating the use of green cleaning products in schools was signed by Governor Rell (see page 3). To ensure that agencies are provided with a comprehensive selection of products at the most competitive pricing, DAS Procurement, through its association with the National Association of Procurement Officers (NASPO), entered into a cooperative contracting scenario with several New England states.

- Contracts
- PIR For Fire Alarms
- Clean State Buildings
- Clean Schools



State of Connecticut STATE CONTRACTING PORTAL

Current User: Search Results Biznet Menu Log In/Out

Search

SCP Search

State Contracting Portal Search

>Search Contracts/Results

Active Expired No Award SBE/MBE DBE EPP CTRRecovery

Organization: All

Contract Number: [input]

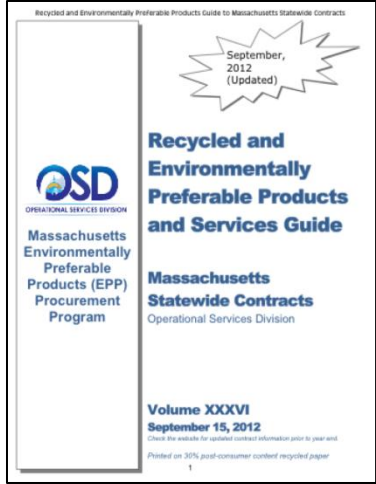
Keyword: [input]

Vendor Name: [input]

Industry: All

All Activity [dropdown]

Search Contracts



Recycled and Environmentally Preferable Products Guide to Massachusetts Statewide Contracts

September, 2012 (Updated)

Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts

Operational Services Division

OSD OPERATIONAL SERVICES DIVISION

Massachusetts Environmentally Preferable Products (EPP) Procurement Program

Volume XXXVI
September 15, 2012

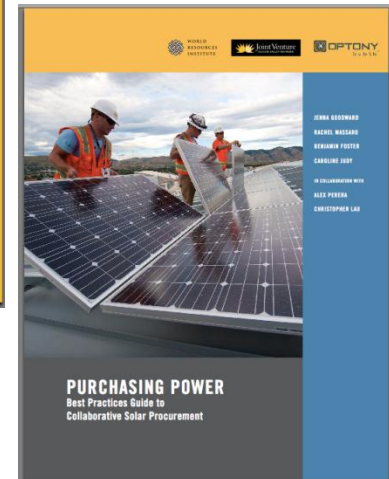
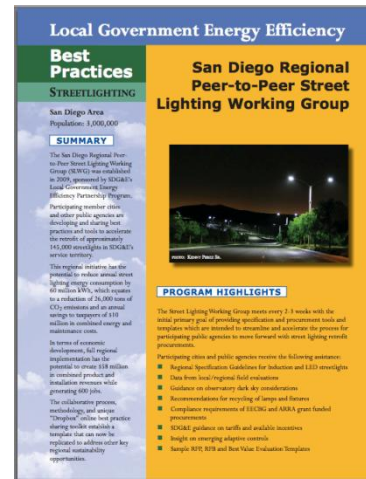
Check the website for updated contract information prior to year end.
Printed on 30% post-consumer content recycled paper

Cost-Saving Strategy Purchase Cooperatively

Collaboration among public agencies can:

SAVE TIME by not reinventing the wheel” by sharing research, specifications, bid solicitation documents, and vendor lists to create new green contracts

SAVE MONEY by aggregating demand from multiple entities



Piggy-back on Other Jurisdiction's Contracts

CASE STUDY: Santa Clara County, CA is saving ~\$40,000 annually by procuring API-certified re-refined motor oil using a contract issued by neighboring City of San Jose



Track and Report **Green** Purchasing Activities & Benefits

Meet reporting requirements

Measure success!

- **Determine quantities of “sustainable” goods & services used by your facilities**
 - Document progress for LEED, policy goals
 - Identify challenges and opportunities
 - Plan for future efforts
- **Identify cost impacts**
 - Measure cost savings and increases
 - Demonstrate the financial case for a Responsible Purchasing Program



EPPNet List Serve



NERC | Northeast Recycling Council
Ten states united for environmentally sustainable materials



Recycling Market Development | Documents | EPPnet | Conferences | Advisory Members

- State Information
- Projects
- Topic Areas
- Policy Positions
- Tools
- Membership

EPPnet

SUBSCRIBE TO NERC's ENVIRONMENTALLY PREFERABLE PRODUCTS PROCUREMENT LISTSERV (EPPnet)

The EPPnet listserv was established by the Northeast Recycling Council, Inc. (NERC) in 1998. EPPnet links federal, state, and local environmental officials; and private procurement specialists charged with purchasing green products and services and developing policies for the procurement of these products. EPPnet is intended to provide subscribers with quick access to information, such as: availability of

nerc.org/eppnet

- Product specifications
- Vendors of green products
- Pricing information
- Strategies to meet green procurement goals

Not available for private vendors

RPN Resources

Green Purchasing Opportunities and Best Practices




Green Purchasing Best Practices: Compostable Food Service Ware



Green Purchasing Best Practices: Architectural Paints and Coatings




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Responsible Purchasing Network

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Responsible Purchasing Network (RPN) is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. Our membership program and consulting services provide institutional purchasers with cutting edge procurement tools and resources designed to save money, conserve resources, reduce waste, and improve efficiency.

To learn about membership benefits and consulting services, please [click here](#).

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RPN Highlights

Register Today for RPN's Upcoming Webinar on Jan. 19!
The New and Prospective Member Orientation and Sustainable Purchasing 101 webinar will cover RPN's membership resources and important first steps for your green purchasing program that shouldn't be missed. [More](#)



Purchasing for Climate Protection Webinar, featuring Carbonfund.org Now Available
RPN Members now have access to the webinar slides and recording, which featured useful strategies on how to cut greenhouse gas emissions through purchasing. [More](#)

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Look Who's Joined RPN
Ontario Lottery And Gaming
County Of Santa Clara
[View All Members](#)

Responsible Purchasing Resources: For Public Agencies and Institutions

Eco-Labels	
	Biodegradable Products Institute is an organization which certifies that plastic products with "biodegradable" claims will safely break down in a typical commercial composting facility. www.bptiworld.org
	Chlorine-free Products Association is a nonprofit organization that certifies chlorine-free products such as copy paper, envelopes and tissue products. www.chlorinefreeproducts.org
	EcoLogo is Canada's environmental product certification program. It has issued standards for over 300 product categories (such as flooring, paint, electricity, cleaners, office equipment, and paper products), many of which are sold in the United States. www.ecologo.org/en/
	Electronic Products Environmental Assessment Tool (EPEAT) is an independent program that certifies "green" electronic equipment such as computers, monitors and laptops. www.epeat.net
	ENERGY STAR is a joint program of the US Department of Energy and US Environmental Protection Agency that allows its label to be used on energy-efficient products (such as light fixtures, CFLs, LEDs, appliances and office equipment). www.energystar.gov
	E-Stewards is a program that certifies recyclers of electronic equipment that adhere to the highest standards of environmental responsibility and worker protection. The e-Stewards Standard for Responsible Recycling Reuse of Electronic Equipment® can be found at http://e-stewards.org/certificationoverview/
	Forest Stewardship Council certifies lumber and other building products made with sustainably harvested wood or that reduce wood consumption. www.fscus.org
	Green-e is a labeling program established by the nonprofit organization, Center for Resource Solutions, which verifies that electricity has been generated using renewable sources such as solar and wind. www.green-e.org
	GreenGuard is a nonprofit organization which certifies products that improve indoor air quality. Find products (such as flooring, paints, furniture, and cleaning products) with low VOCs and other emissions. Some are certified for use near children. www.green-guard.org
	Green Seal is a nonprofit organization that sets standards for products (such as janitorial cleaners, floor strippers, and paints) and certifies products that meet those standards. www.greenseal.org

RPN Profile of CT



Green Purchasing State Profile State of Connecticut



The State of Connecticut has been practicing environmentally preferable purchasing (EPP) for over two decades. Supported by the adoption of several state laws, Connecticut has added environmental specifications to bid solicitations for several product categories that are explicitly covered by the state's green purchasing policies (such as green cleaners and energy-efficient appliances) as well as other product categories that are not specifically mentioned in its green purchasing policies (such as low-toxicity paints and compostable food service ware). In addition, the State actively publicizes the availability newly greened contracts to state agencies, municipalities, and other contract users using its website, *BuyLines* newsletter and other methods.

Green Purchasing Accomplishments

The CT Department of Administrative Services (DAS) has partnered with other state agencies to help reduce energy consumption in state facilities through **Connecticut's Lead by Example Program for State Agencies**. DAS is helping to facilitate the procurement of energy-efficiency upgrades under this program by pre-qualifying companies that can offer energy-savings performance contracting services, which was specifically authorized by state law. This has enabled state agencies to undertake cost-savings upgrades to their lighting or HVAC systems or add solar-powered systems to their facilities without paying any upfront costs.

Lead by Example for State Agencies

Lead
by Example

www.responsiblepurchasing.org/resources/state_profiles/connecticut.pdf



Questions? Comments?



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