



# Tools for Green Purchasing

National Academies Workshop

December 8, 2011





# Green Purchasing Needs



**Sustainability  
Professional**



**Procurement  
Staff**



**Everyone  
Else**



**Contract  
Writing**



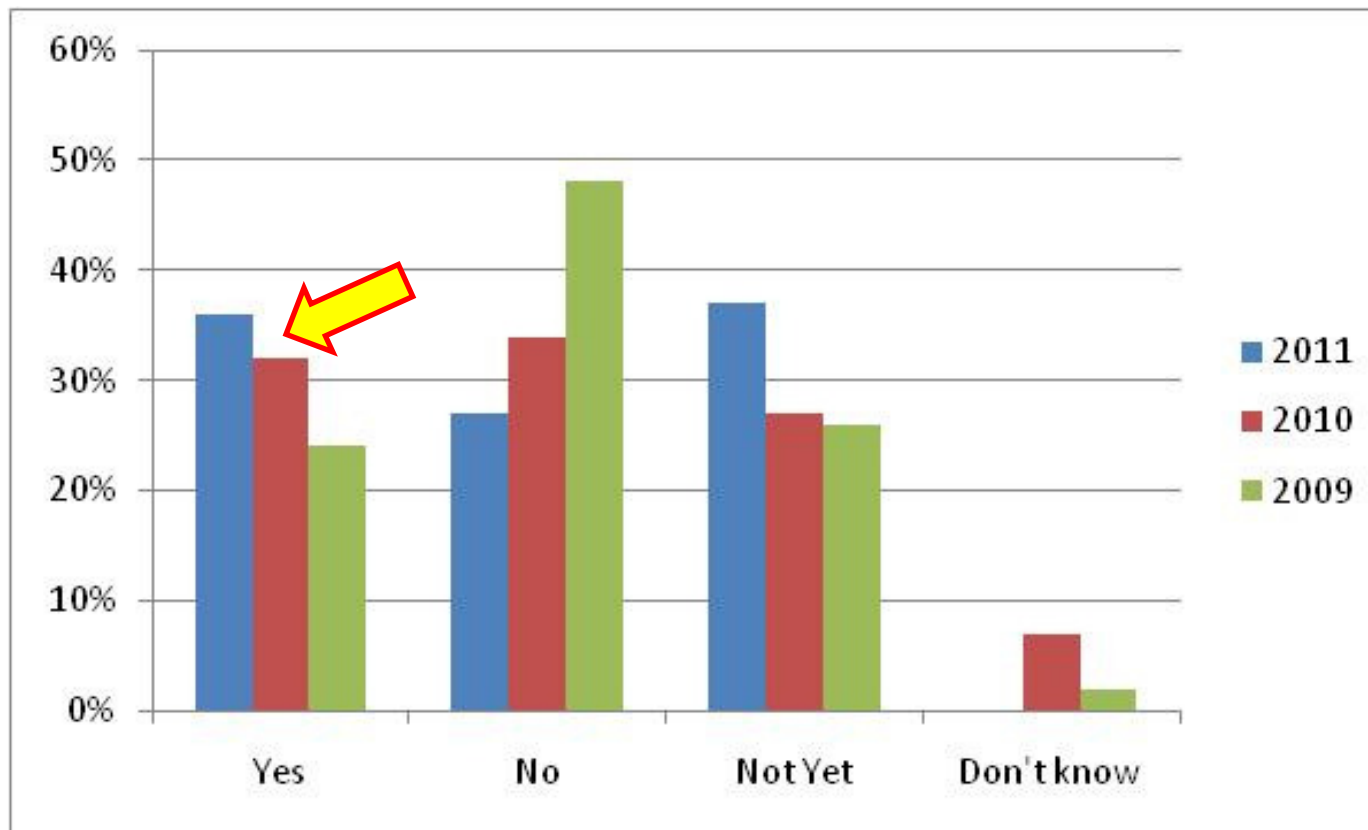
**Buying  
Products**



**Compliance &  
Reporting**

# Green Purchasing Policies

## Higher Education institutions with a formal Green Procurement Policy



Source: 2011 NAEP Green Procurement Survey

# Green Purchasing Policies

## RPN members with a Green Procurement Policy

“Three out of four (78%) of survey respondents have either a formal (54%) or an informal (24%) responsible purchasing policy”

# Challenges

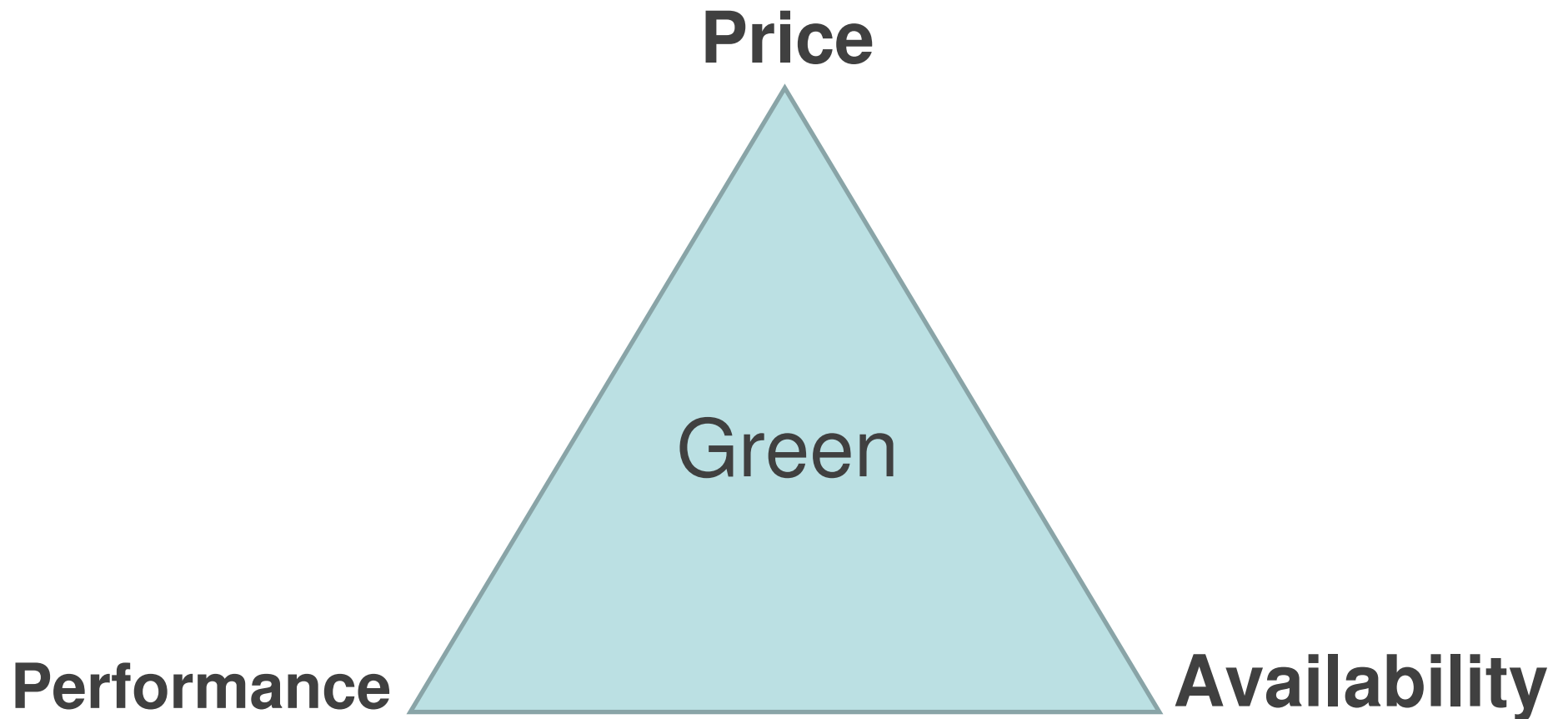
## Key Green Purchasing Challenges

- Information overload
- Incorporating tradeoffs
- The Big Data Problem
- Disconnected tools & systems
- Measurement & Compliance

# Information Overload



# Product Specifications



# The BIG Data Problem



*"Let's never forget that the public's desire for transparency  
has to be balanced by our need for concealment."*



# Multiple Systems

**GRAINGER**  
Sign In | New Customer? Register Now | Help  
Catalog | Find a Branch | Cart Contains: (0) Items

PRODUCTS RESOURCES SERVICES WORLDWIDE REPAIR PARTS

Enter keyword or part number

**Product Categories**

- Adhesives, Sealants and Tape
- Cleaning
- Electrical
- Electronics, Appliances, and Batteries
- Fasteners
- Fleet and Vehicle Maintenance
- Furniture and Furnishings
- HVAC
- Hand Tools
- Hardware
- Hydraulics
- Lighting
- Lubrication
- Machining
- Material Handling
- Meters
- Office Equipment
- Outdoor Equipment
- Painting
- Plumbing
- Pneumatics
- Power Tools

**Real Time Product Availability**

Find out instantly if the products you're looking for are available and when you can expect them to arrive.

**Order Now**

Type it in:

Qty:  Granger Item #

**Recommended For You**

CFL, 11W, Globe G25, Medium GE LIGHTING  
CFL, 11W, Globe G25, Medium GE LIGHTING

**GREEN SEAL**

about green seal green living green business green governments & non-profits news, events & initiatives find green seal products & services

find green products & services

Search Site

Filter by:  Category:

Search by:

our standards

Cleaning Services  
Homes and Lodging Properties  
Products

Paints & Coatings (GS-11, GS-43)  
Printing & Writing Paper (GS-7, GS-10, GS-15)

**Office DEPOT**  
Taking Care of Business

Store Locator  Shop by Catalog

Office Supplies  Ink & Toner  Technology  Furniture  Our Services  My Account

SEARCH

**SAVE UP TO \$15 on Downloadable Software**

**Deck the Halls with Savings on Furniture & Seating**

Big & Tall High-Back Bonded Leather Chair **\$159.99** plus **50%** on seating & furniture  
Save \$120

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Paper Buyer's Guide  
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FREE Delivery on Custom Business Cards  
Custom Stamps  
Promotional Products

**Tech DEPOT**  
Services  
Software  
Networking  
Notebooks

**Business Resource Center**  
Important Legislation Affecting Your Small Business  
Free Business Forms  
Website  
NEW! Office Depot Merchant Services

**Purchase Order**

Vendor: S-CL4001  
Name: CLARENDON PRESS LTD.  
Contact Person:  
Vendor Ref. No.:  
Local Currency:

No.: 16  
Primary: 0  
Status: Closed  
Posting Date: 17.07.06  
Delivery Date: 17.07.06  
Document Date: 17.07.06

Contents Logistics Accounting

Item No.	Item Description	Quantity	Tax Code	Total (LC)	Whse
1	B1000 BOND PAPER	450	I2	NGN 1,200.00	FG STORE

**SF Approved List**  
Products that meet San Francisco's Health and Environmental Requirements

Green Your Home/Organization About Products, Services News Contact

Search Products  
Hit Enter to Search  
Advanced Search

Browse Products

- Directory
- Adhesives & Caulks
- Air Fresheners
- Arts supplies
- Automotive Fluids
- Automotive Supplies
- Bags: Compostable
- Batteries
- Building Materials
- Cleaning Chemicals
- Electronics
- Electronics Cleaners
- Food

Join 3,000 people on our email list

Latest Products

- VARIOUS compostable Category: Batteries Created: Nov 11, 2011
- Carpet that meets... Category: Flooring, Carpet Created: Oct 1, 2011
- Various Certified and... Category: Bags, Compostable Created: Jul 5, 2011
- LED for Traffic &... Category: LEDs Created: May 23, 2011
- Various LEDs that meet... Category: LEDs Created: Apr 1, 2011

Choosing the right product is easy when you have the City's help. In keeping with San Francisco's commitment to the Precautionary Principle, the Board of Supervisors passed legislation in 2005 requiring City staff to buy from an approved list of environmentally preferable, or "green," products. San Francisco Department of Environment created the SF Approved List to share the best in authoritative green purchasing information within City government and with the world at large. To create the List, we review ingredients, recycled content, energy efficiency, product reviews from City staff, and more.

This is your one-stop shop for over 1,000 green products that:

**3M**

Products & Services Brands Technologies Our Company Partners & Suppliers

United States > Products & Services > Manufacturing & Industry > Commercial Care > Infection Control > 3M™ Neutral Quat Disinfectant Cleaner Concentrate

**3M™ Neutral Quat Disinfectant Cleaner Concentrate**

- Rinse-free, EPA-registered, hospital germicide formula disinfects and cleans
- Effective against HIV-1, MRSA, VRE, Herpes Simplex Types 1 and 2, and other pathogens
- Low-foaming, neutral pH formula can be used with auto scrubbers and won't dull or damage floor finish
- For use on hard, non-porous surfaces such as floors, walls, metal, painted surfaces, exterior bowl surfaces, basins, showers and more
- Available as Twist™ Fill System Cleaner #23 in high flow for dispensing into buckets and low flow for spray bottles 2-liter bottle use gallons
- Available in 1 gallon, 2.5 gallon and 55 gal containers (dilution rate: 1:256)

**Active Ingredients:**  
Didecyl dimethyl ammonium chloride 9.70%  
n-alkyl (C14: 50%; C12: 40%; C16: 10%)  
dimethyl benzyl ammonium chloride 6.47%

**When applied as directed, effective against:**

- S. aureus (+MRSA)
- S. choleraesuis
- P. aeruginosa
- Acinetobacter
- Adenovirus Type 4
- Aspergillus niger
- Candida albicans
- Chlamydia psittaci
- E. coli
- Fusobacterium necrophorum
- VRE
- Herpes simplex Types 1 and 2
- HIV-1 (AIDS)
- Infectious bronchitis virus
- Listeria monocytogenes
- Pasteurella multocida
- Proteus spp.
- RSV
- Rubella virus (German measles)
- Vaccinia
- and much more

**Solutions**

- Restroom Image Enhancement Solutions
- Entrance Matting
- Help Prevent Slips and Falls
- Reduce Back and Leg Strain
- Infection Control
- 3M™ TB Quat Disinfectant Ready-To-Use Cleaner
- 3M™ HB Quat Disinfectant Cleaner Concentrate
- 3M™ Quat Disinfectant Cleaner Concentrate
- 3M™ Phenolic Disinfectant

# Reporting & Compliance



# Existing Toolbox

- Communication & Sharing
- Knowledge & Learning
- Product Selection
- Calculators & Reporting

# Communication

**YAHOO! GROUPS**

Search

EPPnet

joshgreencureme... · josh@greencurement.com | Group Member · [Edit Membership](#)

EPPnet

Search

Home

Messages

Post

Files

Photos

Links

Database

Polls

Members

Calendar

Promote

Groups Labs (Beta)

Applications

Chat

Info

Settings

Group Information

Members: 125

Category: Other

Founded: Oct 18, 2011

Language: English

Try Yahoo! Groups Chat Beta! Now available on the left menu. [Read more...](#)

**Home**

Activity within 7 days: 11 New Members - 4 New Messages

**Description**

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 product specifications, vendors of particular products, pricing information, and strategies to achieve recycled product procurement goals and federal procurement policies. Please note: Private vendors are precluded from joining the listserv. EPPnet is hosted by the Northeast Recycling Council, Inc. ([www.nerc.org](http://www.nerc.org))

**Most Recent Messages** ([View All](#))  
(Group by Topic)

Search:   [Advanced](#) [Start Topic](#)

**Furniture Reupholstering and Refinishing**

Good Afternoon, We are working on a solicitation for furniture reupholstering and refinishing and wonder if anyone has developed specifications for these

Posted - Tue Nov 29, 2011 2:09 pm

[heathernelson.eugene](#)  
[heathernelso...](#)  
 Offline  
 Send Email

**Green Cleaning Webinar**

Please excuse cross postings. Green Cleaning Webinar on December 13 at 10:30am PST Alicia Culver would like to invite you to attend a webinar on Green

Posted - Tue Nov 29, 2011 12:10 pm

[Mary Ann](#)  
[maryann@...](#)  
 Send Email

**Ban on BPA in business transaction paper - time sensitive**

Hello. NERC has been contacted by an Assemblyman in New York who is proposing legislation that would ban the distribution and use of business transaction

Posted - Tue Nov 29, 2011 9:57 am

[Lynn Rubinstein](#)  
[lynnrubinstein](#)  
 Offline  
 Send Email



# Knowledge



**RPN**  
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Sustainability 101 • Purchasing Guides

Overview »

Social & Environmental Best Practices

Cost, Quality, & Supply Policies

Specifications

Standards

Products

Calculator

Handy Facts

Definitions

Credits & Endnotes

**Feedback on this Guide**

Please contact us with corrections, additions, policies, or questions.  
[Submit Feedback](#)

**Login**

Username (email):

Password (forgot?):

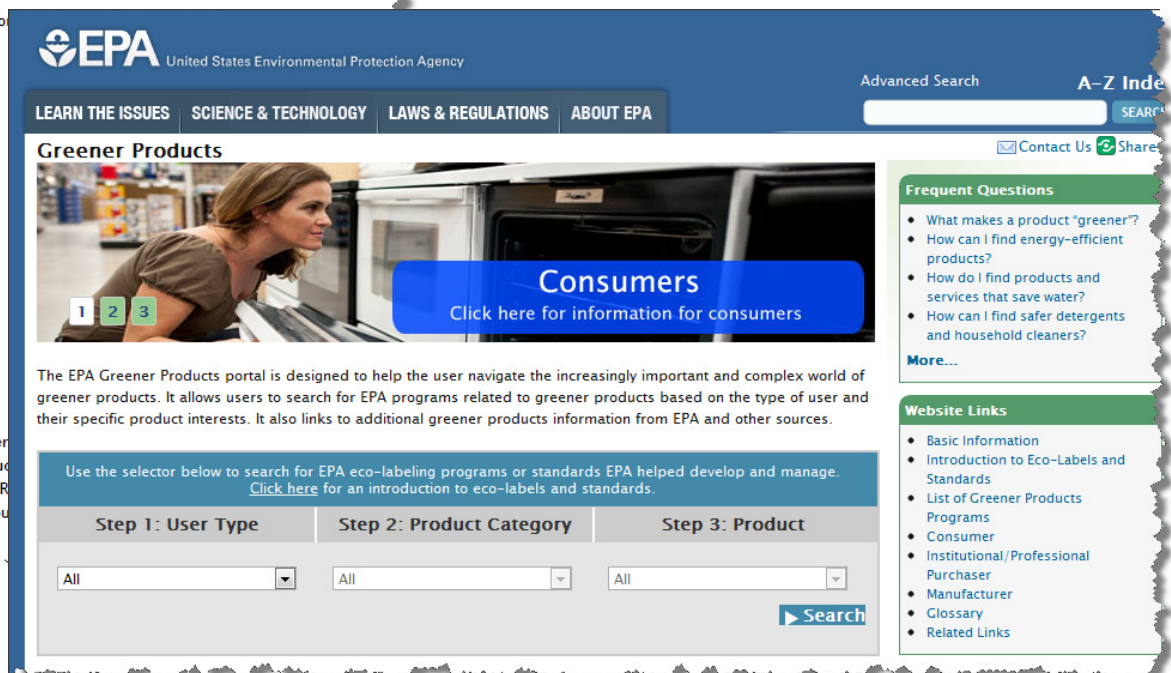
**Green 101: Overview**

RPN produces Purchasing Guides for a range of products and services, including: Bottled Water, Carbon Offsets, Cleaners, Computers, Copy Paper, Fleets, Food Services, Green Power, Light-Duty Tires and Wheel Weights, Lighting, Office Electronics, Paint, and Toner Cartridges.

Each Purchasing Guide includes the following sections:

- Overview
- Social & Environmental Issues
- Best Practices
- Cost, Quality, & Supply
- Policies
- Specifications
- Standards
- Products
- Calculator
- Handy Facts
- Definitions
- Credits & Endnotes

Purchasing Guides are a benefit available to Members. Each Purchasing Guide includes a searchable product database. They are also available to non-Members for purchase on RPN. Get started > select a Purchasing Guide from the pulldown menu.



**EPA** United States Environmental Protection Agency

LEARN THE ISSUES | SCIENCE & TECHNOLOGY | LAWS & REGULATIONS | ABOUT EPA

**Greener Products**

**Consumers**  
Click here for information for consumers

Advanced Search A-Z Index

[Contact Us](#) [Share](#)

**Frequent Questions**

- What makes a product "greener"?
- How can I find energy-efficient products?
- How do I find products and services that save water?
- How can I find safer detergents and household cleaners?

[More...](#)

**Website Links**


- Basic Information
- Introduction to Eco-Labels and Standards
- List of Greener Products Programs
- Consumer
- Institutional/Professional Purchaser
- Manufacturer
- Glossary
- Related Links

Use the selector below to search for EPA eco-labeling programs or standards EPA helped develop and manage. [Click here for an introduction to eco-labels and standards.](#)

Step 1: User Type	Step 2: Product Category	Step 3: Product
All	All	All

[Search](#)

# Product Selection



HOMEWHO ARE YOU?WHAT IS EPEAT?LEARN MORERESOURCESSEARCH THE REGISTRY

PRODUCT SEARCH

Product Search

\* PRODUCT TYPE

☐ DESKTOPS☐ DISPLAYS☐ INTEGRATED DESKTOP COMPUTERS☐ NOTEBOOKS☐ THIN CLIENTS☐ WORKSTATION DESKTOPS☐ WORKSTATION NOTEBOOKS

PRODUCT

\* MANUFACTURER

All companies  
Ace Computers  
Acer Inc.  
Action S.A.

\* COUNTRY/REGION

Select a country  
United States  
Australia  
Austria

**NOTE:**  
To select more than one manufacturer,  
hold down the "Ctrl" key and click the  
manufacturer names

**NOTE:**  
To select more than one country/region,  
hold down the "Ctrl" key and click the  
countries/regions

# Calculators

## Green Cleaning Pollution Prevention Calculator

[Home](#)
[Building Info](#)
[List Products](#)
[Changes](#)
[Report](#)

[<==back](#)
[next==>](#)
[reset](#)

### Enter Building Information

Name of Building:   
Title of Your Estimate:   
Address:

#### Approximate Building Size

*If you don't enter a number, the default amounts will be used.*

**Your Building**

Hard Floor Area (Square Feet)

Carpeted Area (Square Feet)

Total Area (Square Feet)

#### Special Cleaning?

*[If you don't check a box, the default answer is "no".]*

**Your Building**

Many interior glass partitions ☐

Large amounts of metal trim ☐

Building more than 25 years old ☐

## Environmental Paper Network

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### Paper Calculator

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### Welcome to the Paper Calculator

This tool will help you quantify the benefits of better paper choices. The Paper Calculator shows the environmental impacts of different papers across their full lifecycle.

**Why do paper choices matter?**  
 By using less paper, increasing recycled content, and making other improvements, you can save wood, water and energy, and cut pollution and solid waste.

**See the environmental benefits**  
 Create an easy-to-read report, to help your company, community, non-profit or other organization make better paper choices and measure the environmental results.

☐ I agree to cite Environmental Paper Network ([sample citation](#)) when using information provided by the Paper Calculator, and accept the [Terms & Conditions](#) associated with the use of this site.

**Compare individual papers**  
 For example, compare the impacts of a specific paper to alternatives with higher recycled content.

**Compare paper groups**  
 For example, compare the combined impacts of several different papers you use today to one or more sets of recycled alternatives.

# Building Example



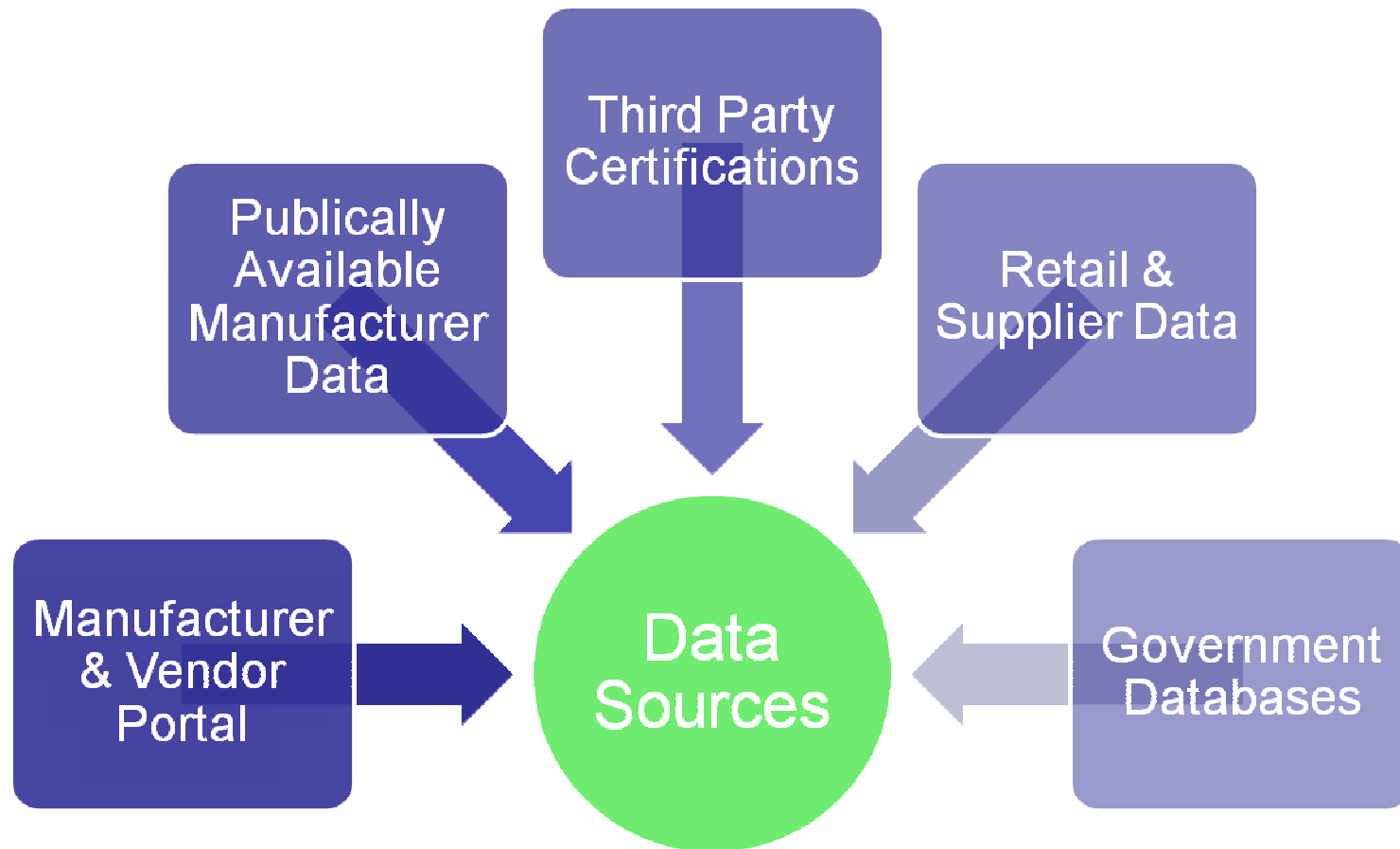


# Greencurement



***Greencurement*** provides environmental and health information about products, making it easier to find products that meet an organization's green requirements

# Data Sources



Greencurement collects and aggregates data from dozens of sources; including first, second and third party sources. Cross-referencing multiple sources where possible ensures data quality and accuracy.

# What can you do with Greencurement?

**Find, Search, Filter by specific product or environmental criteria**

## Example

Find all Computers that meet FEMP low standby power requirements, are EPEAT Gold registered and have at least 10% post-consumer recycled content

## Benefits

- Use before writing an RFP or contract to determine number of available products that meet criteria
- Find products that meet your particular specifications

# What can you do with Greencurement?

**Create policies or recommendations for all users within an organization**

## Example

Set a policy requiring products to be energy efficient and contain no hazardous substances for all users within a federal agency. The only products shown to users are products that comply with the policy.

## Benefits

- Help with enforcement and compliance of regulations
- Make it easier on employees to purchase compliant products



# What can you do with Greencurement?

**Share, communicate and learn about environmentally preferable purchasing**

## Example

Find out what specifications or policies another organization has implemented for electronics

## Benefits

- Share and learn best practices with other institutional purchasers
- Quickly and easily get questions answered
- Educational information for staff that aren't sustainability experts

# Screenshot Example

**Greencurement** BETA Logged in as

[Home](#) [Advanced Search](#) [Browse Products](#) [Community](#) [Education Center](#) [Public Policies](#)

## Advanced Search

**Category:**

**Subcategory:**

**Search Criteria:**

CRI	Greater Than	55	%	✗
Watts	Greater Than	20	W	✗
Lumens: Initial	Greater Than	1200		✗
Maximum Mercury	Less Than	4	mg	✗
Certification	Equals	ENERGY STAR		✗

[+Add Criteria](#)

[Search](#) **Search Name:**  [Save Search](#)

**Greencurement** BETA Logged in as Josh Saunders (logout)

[Home](#) [Advanced Search](#) [Browse Products](#) [Community](#) [Education Center](#) [Public Policies](#)

## 224964

[Does this product look inaccurate?](#)

**Model:** Med EL/MDT6.5K 1CT  
**SKU:** 224964  
**Manufacturer:** Philips  
**Category:** Lighting > CFL

Looking for an energy saver that does not look like one? The Philips EnergySaver family provides energy efficient lighting options that don't just provide similar light as your standard incandescent light bulb, they also have the same classic shapes. Try the Philips EnergySavers and see how they truly provide advanced lighting designed around your needs.

**Certifications**  
ENERGY STAR

Product Details		Environmental Details	
Watts	13 W	Maximum Mercury	3 mg
Nominal Length	4.21 in	Lead-free Solder	Y
Equivalent	40W Incandescent	Lead-free Glass Envelope	Y
Volts	120 V		
Avg Rated Life	10000 Hrs		
Base Type	E26/24		
Overall Length	4.4 in		
Lumens: Initial	900		
Lumens: Mean	700		
Efficacy	53.8 Lumens/Watt		

# Key Takeaways

1. Collaborate to develop better tools for green purchasing in public & private sector
2. Work together to increase data availability
3. Make green purchasing easier & more accessible for all stakeholders

# Greencurement

Josh Saunders

Co-founder & CEO

Greencurement

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