

Sustainable Purchasing Best Practices



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Responsible Purchasing Network

National Academies Workshop • December 7, 2011
Washington, DC

RPN

Nonprofit network

- States
- Local governments
- Federal agencies
- Colleges & universities
- School districts
- Businesses
- Non-profit partners



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.”

Why is Public Procurement Important?

Public agencies have massive buying power

✓ 20% GNP -- ~\$1.5 Trillion annually for goods & services

Federal specifications often replicated by municipalities, school districts, universities, colleges, etc.)



✓ Manufacturers design products to meet government “specs” (e.g., recycled paper, cars with airbags)

Sustainable Procurement Policy Goals

“...minimize negative impacts on human health and environment while supporting a diverse, equitable, and vibrant community and economy...”

City of Tacoma, WA Resolution No. 38248



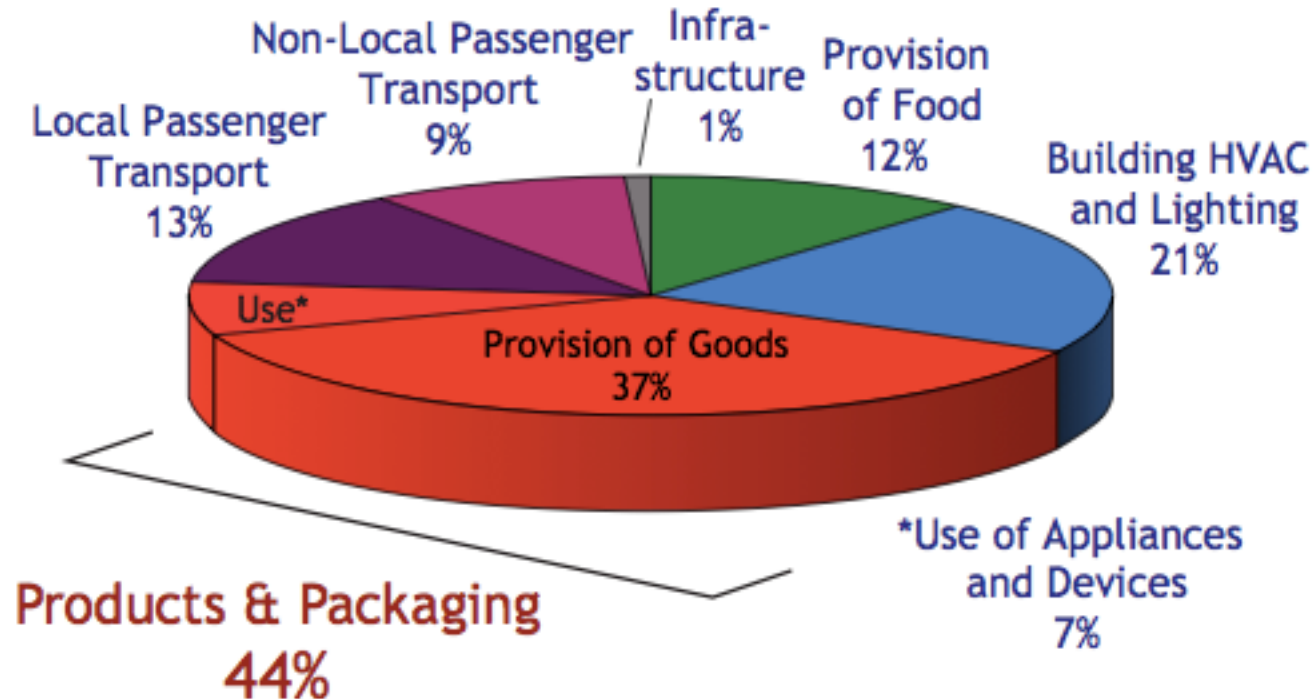
Unsustainable Products



- Hazardous ingredients
- Poor energy, fuel or water efficiency
- Wasteful (rapidly disposable, little or no recycled content, difficult to recycle)
- Unsustainable production, use, transportation, and disposal impacts



Products & Packaging Cause Significant Climate Impacts



*US Greenhouse Gas Emissions (a systems-based view)
Product Policy Institute (2009)*

Why **Sustainable** Procurement is an Important Strategy

- “Leading by Example”
- “Proving Ground” for sustainable products
- Strengthening markets
- Rewards product redesign
→ market transformation
- Cleans up the supply chain



Sustainable Purchasing Benefits



Progress towards:

- **Climate action commitments**
- **Solid waste reduction goals**
- **Reduction of water and air pollution**
- **Minimization of toxic chemical releases and exposures**
- **Creation of “green” jobs**
- **Earning green building credits**
- **Life-cycle cost savings**

Manufacturer-created Eco-Labels



Retailer-created Ecolabels



Best Practice

Require Claims to be Verified

“Suppliers citing environmentally preferred product claims shall provide proper certification or detailed information on environmental benefits, durability and recyclable properties.”



Environmental Claims Validated Mark




*Source: University of California Policy
on Sustainable Practices*

Multi-Attribute Certifications

search

EcoLogo[™] Program
 Third-party certification of environmentally-preferable products

[▶ Green Products](#) |
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Our Standards

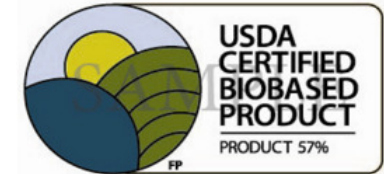
The EcoLogo Program: Scientifically Rigorous Standards. Meet ISO 14024 standards for eco-labelling. Open, public, transparent stakeholder standard-setting process

[▶ Click here to view our criteria...](#)



www.ResponsiblePurchasing.org

Single Attribute Certifications



GREENGUARD ENVIRONMENTAL INSTITUTE

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WELCOME TO THE GREENGUARD ENVIRONMENTAL INSTITUTE PRODUCT GUIDE
 The world's largest guide for selecting low-emitting products and materials.
 (This guide is developed by GEI, an industry-independent non-profit organization that is not affiliated with any manufacturer of a product that GEI certifies.)

Product Category: Flooring Sub-Category: Resilient Type: Rubber

Manufacturer: --ALL--

QUICK PRODUCT SEARCH
 Keyword:

Search

Click "Search" button to view results.

GREENGUARD Indoor Air Quality Certified® Products

Your search returned 42 products. Display 20

1 2 3

Advance
 Mondo America Inc.
 GREENGUARD Indoor Air Quality Certified
 Certification Status: CERTIFIED
 Restrictions: NONE
 Certification Period(s): 04/2009- 04/2010
[Printable Certificate for Indoor Air Quality](#)

Geode MD
 Mondo America Inc.
 GREENGUARD Indoor Air Quality Certified
 Certification Status: CERTIFIED
 Restrictions: NONE
 Certification Period(s): 04/2009- 04/2010
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Harmoni
 Mondo America Inc.
 GREENGUARD Indoor Air Quality Certified
 Certification Status: CERTIFIED
 Restrictions: NONE
 Certification Period(s): 04/2009- 04/2010



(logo shown with optional carbon content amount)

Product Rating Systems



- **US DOE/EPA ENERGY STAR Program (energy-efficient appliances, office and lighting equipment)**



- **EPEAT (“green” computer equipment)**



- **US EPA Design for the Environment (DfE) Program (low-toxicity cleaners)**

Look for the label!

Best Practice

Institutionalize

- Get top level support
- Assess your internal resources
- Assemble a “Green Team”
- Create a process for working together
- Adopt EPP policy with goals and reporting requirements
- Establish communication and outreach strategies



Best Practice

Centralize

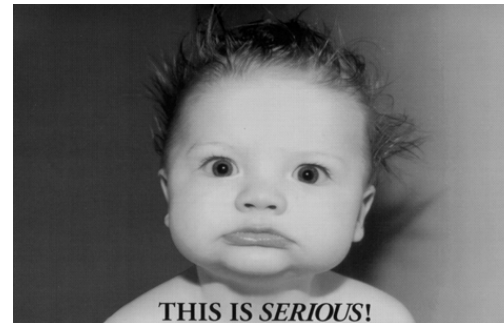
- **Lowers prices by aggregating demand**
- **Easier to control/monitor purchases**
- **Simplifies education process**
- **Saves time on ordering, book-keeping**



Best Practice

Prioritize Opportunities

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



Best Practice

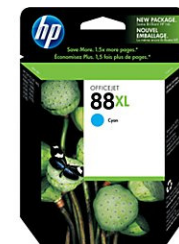
Focus on Products that Save Money



- 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

Toner and Ink Cartridges

- Evaluate toner/ink costs **BEFORE** purchasing imaging equipment
- Remanufactured toner and ink cartridges cost **30-60%** less per copy than “virgin” cartridges
 - ✓ Need strict performance standards
 - ✓ Can support local jobs
- Require vendors to take-back empties to reduce disposal costs (ask for rebates)
- XL toner and ink cartridges reduce replacement costs

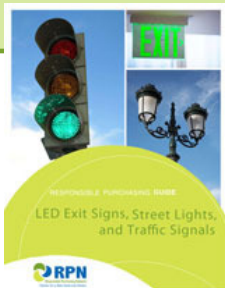


“Best Value” Procurement Favors Efficient Products

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 STAR-rated LED Lamps



- **Energy-efficient**
(75% more efficient than incandescents)
- **Long life (15X longer than incandescents;
≥25,000 hours rated life)**
- **Mercury-free (unlike CFLs)**



Qualified list: www.energystar.gov

**US DOE: LEDs can save enough electricity
to replace ~24 large power plants by 2030**



Best Practice Race to the Top

Products Recognized as ENERGY STAR Most Efficient in 2011



ENERGY STAR Most Efficient Designation Graphic



top ten USA
Energy-saving products. Because efficiency counts.

Search Top Ten USA

Home | How We Evaluate | Rebates | About Us

Refrigerators | Freezers | Televisions | Computers | Vehicles | Dishwashers | Clothes Washers | Monitors

Save energy. Lower your bills. The **most efficient products** you can buy. Click any category to see the Top 10.

Supported By: EEA, WWF, SMUD, PPR

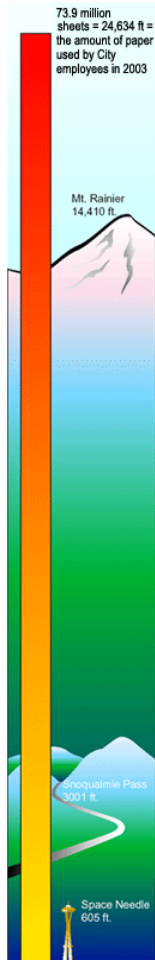
- Top Ten Medium Televisions
- Top Ten Large Refrigerators
- Top Ten Laptop Computers
- Top Ten Large Televisions
- Top Ten Dishwashers
- Top Ten Freezers
- Top Ten Small Televisions
- Top Ten Small Clothes Washers
- Top Ten Large Clothes Washers

Best Practice

Aim for the Bottom

Seattle's Paper Cuts Program

- Set 30% paper reduction goal (vs. 2004)
- Established duplex printing standard
- Copy paper spec = 100% post-consumer recycled content/processed chlorine-free
- 2009 => 28% reduction;
cost savings = <\$80,000



Best Practice Performance Test



- Engage end-users early
- Set performance criteria
 - ✓ Should be no trade-off
- Request product samples
- Conduct pilot tests
 - ✓ Try innovative products
- Approve only what works



Best Practice

Green Your Market Basket List



- Add “green” products to your core/market basket lists so they become eligible for vendor’s deepest discounts (or spec green only)
- Remove non-green products from core/market basket list (or contract) to get better price breaks on green products

Best Practice

Direct Suppliers to...

- **Clearly label products that meet YOUR EPP criteria (using data from eco-labeling organizations)**
- **Require “greenest” products to be listed first via online searches**
- **Substitute (or suggest) EPPs when conventional items ordered**
- **Periodically report \$ amount of compliant/ non-compliant purchases sold on your contract**



Best Practice

Reduce Transportation Costs

- **Avoid overnight shipping, whenever possible**



- **Ask vendors to offer incentives for reducing the frequency of deliveries**



- **Factor in transportation costs, impacts**

Best Practice

Reduce Packaging Costs

- Encourage vendors to offer reusable and recyclable packaging
- Purchase “concentrated” products



Best Practice

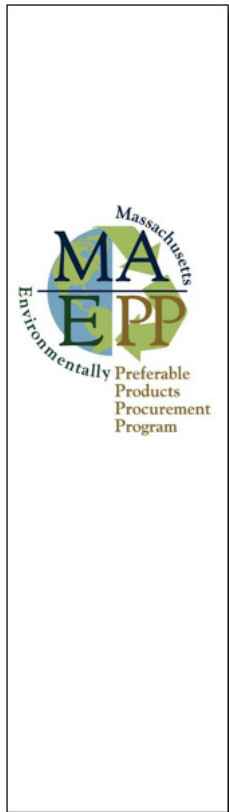
Require Vendors to Recycle

- Saves time/money by shifting responsibility for recycling to manufacturers and distributors
- Creates infrastructure for efficient recycling
- Encourages manufacturers to redesign their products to be safer, more durable and more easily recyclable



Best Practice

Publicize Sustainable Products on Contracts



Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts
Operational Services Division

Volume XXXVIII
February 1, 2011

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Beyond Waste

[Beyond Waste home](#) > [EPP](#) > [Product Fact Sheets](#) > Electronic Products

Environmentally Preferable Purchasing

Electronic Products

This product fact sheet provides information on purchasing desktop computers, notebooks, and monitors based on their environmental attributes.

[Computers and Computer Equipment](#)

For further EPP assistance and resources, contact

Karin Kraft Email: kakr461@ecy.wa.gov (360) 407-6693
Tina Simcich Email: tisi461@ecy.wa.gov (360) 407-7517

Automotive Products & Vehicles

Building Materials and Lamps

Cleaning Products

Electronic Products

Landscape

Best Practice

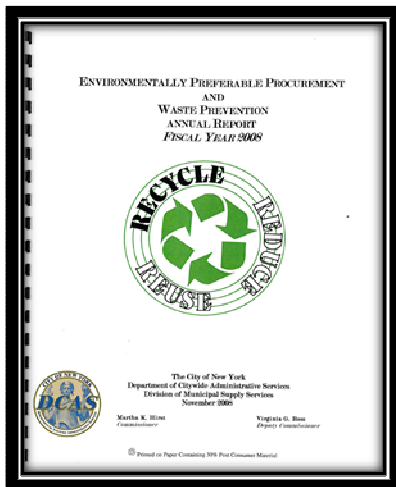
Track and Report



Meet reporting requirements

Measure success!

- Determine quantity 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



Best Practice

Use Existing Calculators


Lifecycle Environmental Impact

The following is a break down of the environmental impact of your choices for different grades of paper.

Recalculate	Baseline Paper	100% Recycled Paper
Paper	Uncoated Freesheet (e.g. c)	Uncoated Freesheet (e.g. c)
Quantity per year	1000 Pounds	1000 Pounds
% Postconsumer	0	100
Wood Use	2 tons	0 tons 2 tons less
Net Energy	15 million BTU's	11 million BTU's 4 million BTU's less
Greenhouse Gases	2,941 lbs CO ₂ equiv.	1,711 lbs CO ₂ equiv. 1,230 lbs CO ₂ equiv. less
Wastewater	11,109 gallons	5,186 gallons 5,924 gallons less
Solid Waste	954 pounds	595 pounds 360 pounds less



Kaiser's Environmental Benefits from EPEAT

Measure:	How much?	Equivalent to:
Energy use reduced	55,185,675 kWh	The electricity needed to power 4,866 households per year
Greenhouse gases avoided	4,332 MTCE	removing 3,438 cars from the road /year
Hazardous waste reduced	169.4 metric tons	
Toxic material use avoided	10,398 pounds	
Money saved	\$4,784,598	

Green Electronics Made Easy: www.epeat.net



Best Practice Collaborate

Don't try to do it on your own!

Use specifications developed by other public agencies

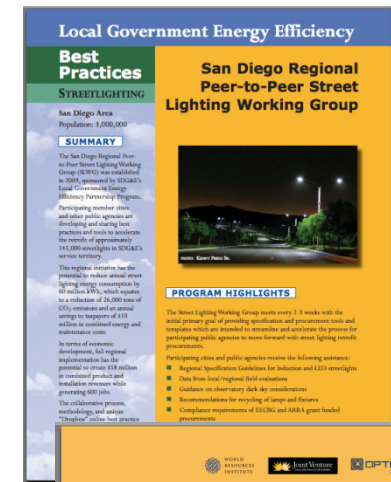
✓ EPPNet List-serve

“Recycle” outreach materials

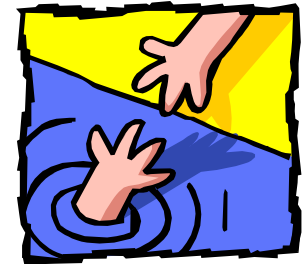
✓ State-level EPP websites

✓ Case studies from other sectors (e.g. higher education, health care, etc.)

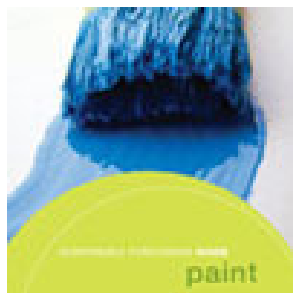
Purchase cooperatively, if practical



RPN Resources



- *Responsible Purchasing Guides* for 15 product categories



- Webinars on “green” procurement issues
- Quarterly newsletter highlighting “green” purchasing activities and resources



- Sustainable purchasing policies and specifications
- *Model Responsible Purchasing Report*
- Calculators and other tools

RPN-EPA

Green Building Webinars



- Water Efficiency (posted)
- “Green” Lighting
- Collaborative Solar Procurement
- “Green” Cleaning
- Purchasing for LEED

<http://www.responsiblepurchasing.org/buildings/>

Thank You!

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