Green Purchasing Institute

Provides technical assistance to government agencies, businesses and institutions that want (or are required) buy products that have a positive impact on human health and the environment.
Role of Ecology

Ecology will provide:

- Trainings on EPP to state and local government
- Technical assistance on EPP products
- Help with language in new EPP contracts
- Toolkit on the website
This presentation will demonstrate how environmentally preferable goods and services can sometimes offer the “best value” by:

- Saving you money
- Saving you time
- Out-performing conventional products
What are EPPs?

Environmentally preferable products (EPPs) are goods and services that have a lesser or reduced effect on human health and the environment when compared with other products that serve the same purpose.

- Federal Executive Order 13101

Green Purchasing Institute

November 2, 2006
What are Environmentally Preferable Products?

- Made with recycled content
- Highly energy efficient
- Designed to be long lasting
- Recyclable or compostable
- Made from renewable resources
- Less toxic than conventional products
EPP Simplified

EPP = Environment + Price + Performance
King County's Environmental Purchasing Policy states, for example:

All Departments, office and Agencies shall use, and require their contractors to use, environmentally preferable products whenever cost effective and to the extent practicable.

"Practicable" means satisfactory in performance and available at a fair and reasonable price.

Source: King County Environmental Purchasing Policy, www.metrokc.gov/procure/green/policy.htm.
In 2005, King County Washington purchased $30.5 million worth of environmentally preferable products and saved $675,000 compared to the cost of conventional products.

King County Environmental Purchasing Program:
“Best Value” Procurement

Considers overall (life-cycle) costs of ownership including:

- Initial price
- Utility costs (e.g., energy, water, etc.)
- Maintenance (labor and replacement) costs
- End-of-life disposal and recycling costs
Green Building Yields Economic Benefits

WA Executive Order 05-01, *Establishing Sustainability and Efficiency Goals for State Operations*, states:

“...the use of green building practices can improve employee productivity, improve building operational performance, reduce building operational costs...”
Reduce Energy Usage

Executive Order 05-01 directs WA State agencies to

- use all practical and cost-effective means available to reduce energy purchases by 10% from FY 2003 levels.
- meet LEED Silver (green building) standards on major construction projects

See EO 05-01 “Establishing Sustainability and Efficiency Goals for State Operations”

www.governor.wa.gov/execorders/ eoarchive/eo_05-01.pdf
Compact Fluorescent Lights

- Cut energy use by 60-75%
  - 26-watt CFL replaces a 100-watt incandescent light bulb
  - Save up to $30 in energy costs annually

- Last about 10 times longer than incandescent bulbs
  - Reduce replacement, installation and recycling costs
Compact Fluorescent Lights

CASE STUDY: New York City recently adopted a policy to eliminate all incandescent light bulbs in their buildings whenever there is a drop-in CFL replacement available.

Find CFLs on WA State lamps contract (#00802) and WCSA Grainger contract (#11305)
Energy-Efficient Equipment

- Appliances (contract #04405; only some models are Energy Star-certified)
  - Stoves and refrigerators
  - Washers and dryers

- Office Equipment
  - Computers (EPEAT-certified)
  - Copiers
  - Printers
Executive Order 05-01 directs WA State agencies to

- take all reasonable actions to achieve a target of 20% reduction in petroleum use in state vehicles by September 2009
  - Freeze use of SUVs unless >30 mpg
  - Prioritize hybrids & fuel-efficient vehicles

- See EO 05-01 “Establishing Sustainability and Efficiency Goals for State Operations”
  [www.governor.wa.gov/execorders/ eoarchive/eo_05-01.pdf](http://www.governor.wa.gov/execorders/eoarchive/eo_05-01.pdf)
Hybrid Electric Vehicles

Cost more initially but save $ by:
- Cutting fuel use by up to 50%
- Having lower maintenance costs
- Having a higher resale value

WA was first state to award a contract for hybrid vehicles in 2000; over 600 purchased. See www.ga.gov/vehreq/vehacq.html

For more info on hybrids, see http://www.newdream.org/procure/hev.pdf
Reduce Paper Use

- Executive Order 05-01 directs WA State agencies to
  - take all reasonable actions to reduce the life cycle impacts of paper products
  - reduce use of office paper by 30% from FY 2003 levels

See EO 05-01 “Establishing Sustainability and Efficiency Goals for State Operations”
www.governor.wa.gov/execorders/eoarchive/eo_05-01.pdf
Duplexing Printers & Copiers

- Save money on paper, postage and document storage.

  - CASE STUDY:
    Columbia University saved $105,000 in one year by defaulting to duplex printing in its computer center.

  - Require vendors to ship with duplex default on and train employees to use duplexing equipment.
Buy Remanufactured Equipment

- Toner and ink cartridges
- Office Furniture
- Retread tires
- Re-refined motor oil and anti-freeze

Be aware that remanufactured energy-using products may not be efficient.
Remeanufactured Toner and Ink Cartridges

- Used in laser and ink jet printers and copiers
- Cost 30-60% less per copy than “virgin” cartridges
  - CASE STUDY: King County, WA saved $300,000 in 2005 buying 7,250 remanufactured toner cartridges
    - See www.metrokc.gov/procure/green/tonecart.htm
- Remanufactured laser toner cartridges available from WA Central Stores
Buy Reusable Items

- Avoid single-use items such as disposable cutlery & other food service items
- Use microfiber mops instead of paper towels
- Use hard plastic food storage containers, not wrap or bags
- Invest in a water filter rather than buying bottles of water
Rechargeable Batteries

- Can be “recharged” up to 1000 times
- Reduces replacement and disposal costs
- Can be recycled free by the industry-financed Rechargeable Battery Recycling Corp. (RBRC) Call2Recycle Program
  www.rbrc.org/call2recycle/community/index.html
- Can be found on the WSCA Grainger contract (#11305) and Washington’s Electrical Supplies contract (# 07400)
Buy Less-Toxic Products

- Lower hazardous waste disposal costs
- Possibly lower liability, disability and insurance costs
- Avoid need for training to handle hazardous materials
- Minimize hazardous material spills
- Prevent problems such as poor indoor air quality, chemical burns, and asthma
Injuries to Janitorial Workers

Injuries Per Year (per 100 Janitors)

- Workers’ Comp. Claims: 2 per 100
- Unreported: 4 per 100

Average Cost Per Claimed Injury

- Lost Time: $350
- Medical: $375
- $725

Source: Washington State • Dept. of Labor & Industry
Green Cleaning Products

- Screen out toxic chemicals that can cause cancer, birth defects, eye and skin irritation
- Prohibit ingredients that are toxic to fish, deplete the ozone layer, or persist in the environment
- Are available on two WA contracts
  - WSCA Grainger Industrial Supplies (#11305)
  - WSCA Green Cleaners Contract (pending)
Reduce Packaging

- Buy in bulk, if feasible.
- Choose concentrates, then dilute.
- Avoid individually packaged items.
- Choose reusable or recyclable packaging.
CASE STUDY: State of Washington recently required their computer equipment to be delivered in reusable shipping containers.

- All packaging is reusable (and shipped back to Dell) or easily recyclable (e.g., corrugated cardboard).

City of Seattle has similar arrangement with Gateway.
Specify Recyclable Products and Packaging

- Use white, rather than colored paper
- Specify packaging that accepted in your recycling program.
- Avoid PVC and other difficult-to-recycle packaging.
- Avoid aerosol containers.
Compostable Food Service Items

If reusable food service items are not practical, use biodegradable food service items and compost them

- Cutlery
- Plates and bowls
- Cups (hot and cold)
- Bags
Close the Loop: Buy Recycled

- Creates markets for recyclable materials
- Creates jobs
- Manufacture often uses less energy, water and toxic chemicals
Recycled-Content Products on WA State Contracts

- Copier paper and other office supplies
- Janitorial paper products and trash bags
- Carpeting and other flooring products
- Re-refined motor oil and antifreeze
- Retread tires
- Reprocessed latex paint

Find recycled products in Central Stores, WA contracts and WSCA contracts (Grainger)
Re-refined Lubricants (Motor and Hydraulic Oils)

- Meet performance standards of petroleum-based products
- Are competitively priced
- Are on WA contract (#09005)
- Model specs available from King Co.

See [http://www.metrokc.gov/procure/green/oil.htm](http://www.metrokc.gov/procure/green/oil.htm)
CASE STUDY
King county purchased over 15,000 gallons of antifreeze made with concentrated re-refined ethylene glycol in 2005. They paid $50,000 and saved over $13,000.

See www.metrokc.gov/procure/green/antifrz.htm
Manage Surplus

- Don’t overbuy.
- Assess needs carefully.
- Track product usage and waste. (Require vendors to report sales.)
- Re-purpose equipment if possible.
- WA State Surplus sells used items to government entities and nonprofits; see www.ga.wa.gov/surplus/surplus.htm
Lease, Rent and Share Equipment

- Reduce amount of equipment purchased & managed at end-of-life
- Can apply to computers, copiers, vehicles, appliances, etc.
- Include recycling clause in lease agreements
- Establish & utilize “tool lending” library
- Procure services instead of products
Encourage “Take-Back” in Purchasing Contracts

- Saves time by shifting responsibility for recycling to manufacturers and distributors
- Stimulates infrastructure for efficient recycling
- Encourages manufactures to redesign their products to be more durable, more easily recyclable, and less toxic
Specify Independently Certified “Green” Products

Look for independent third-party certifications such as:

- Green Seal (US EcoLogo)
- Environmental Choice (Canada)
- Energy Star (Energy efficiency only)
- Forest Stewardship Council
- USDA Organic/Fair Trade
- Green Guard (Low-VOC only)
- Scientific Certification Systems (verification of “green” claims only)

November 2, 2006
Beware of Industry Self-Certified “Green” Products

- Industry standards are usually weaker than those set by independent third party organizations.
- Some industry-based certification programs include:
  - Green Globes
  - CRI (Carpet and Rug Institute)
State EPP Resources


Search contracts by going to

www.ga.wa.gov/purchase/search-contracts.htm
For assistance from Ecology, contact:

Karin Kraft 360-407-6693
kakr461@ecy.wa.gov

Tina Simcich 360-407-7517
tisi461@ecy.wa.gov
Coming this spring: Ecology’s brand new EPP Website

- Product bulletins
  - Automotive
  - Cleaning products
  - Electronics
  - Paper products
  - Furnishings
  - Grounds maintenance
  - Green building products

- Government regulations
- Standards
- Model policies and language
- Contracts with EPP
- Success stories
- Toxins in products bulletins
General Resources: “Green” Products & Specs

EPPNet

www.nerc.org/eppnet.html
Contains information on subscribing to a listerv dedicated to green purchasing issues

Center for a New American Dream
www.newdream.org/procure/index.html
Green purchasing clearinghouse, including policies, product alternatives, case studies, etc.


Green Purchasing Institute
State & Local Government EPP

Commonwealth of Massachusetts
www.state.ma.us/osd/enviro/enviro.htm
Includes specifications and fact sheets on less-toxic cleaners and other EPPs

City of San Francisco
www.sfgov.org/sfenvironment/aboutus/innovative/epp/purchasing.htm
Conducted a pilot program to test less-toxic chemical products in the municipal workplace.

King County, Washington
www.metrokc.gov/procure/green/
Excellent EPP fact sheets
Questions? Comments? Ideas?