

# Sustainable Purchasing Products and Practices that Save Time and Money



Alicia Culver

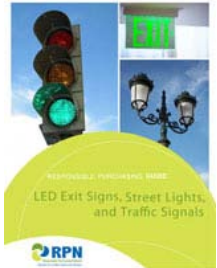
Responsible Purchasing Network

*Buying Green, Buying Smart Workshop*  
November 3, 2011

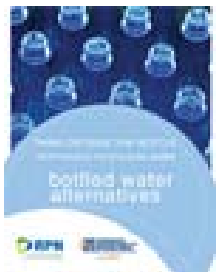


# Who is RPN?

**Nonprofit membership organization  
(government agencies, institutions, NGOs)**



***Responsible Purchasing Guides*  
covering 15 product categories**



**Monthly webinars, quarterly e-newsletter**

**Sustainable purchasing policies**



**Calculators and other tools**

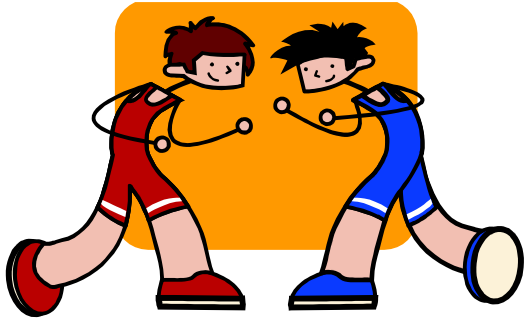
**[www.responsiblepurchasing.org](http://www.responsiblepurchasing.org)**



# What is Green Purchasing?

Procurement of products and services that have a **green** alternative, which meets **performance** requirements at a **competitive value**





# EPP Compatible with Procurement Procedures

**“Nothing contained in this policy shall be construed as requiring a department or contractor to procure products that do not **perform adequately** for their intended use, exclude **adequate competition**, or are not available at a **reasonable price** in a reasonable period of time.”**

*City of San Mateo Environmental Purchasing Policy*

# Sustainable Purchasing Benefits

## Progress towards:

- ✓ Climate action commitments
- ✓ Solid waste reduction goals
- ✓ Reduction of water and air pollution
- ✓ Protecting forests and biodiversity
- ✓ Minimization of toxic chemical exposures
- ✓ Creation of clean energy/environment jobs
- ✓ Earning green building credits
- ✓ Life-cycle cost savings



# How **Green** Products Can 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**

# “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)**





# Hand Dryers vs. Paper Towels

## Cost of Hand Dryers vs Paper Towels

### CALCULATE YOUR SAVINGS

Did you know that converting from paper towels to Hand Dryers could represent **COST SAVINGS**? No more repetitive paper towel purchases or labor costs to restock paper towel dispensers. No more cleaning up the towel mess or servicing the paper towel dispenser.

Fill in the shaded boxes and click "Calculate" to analyze the impact on your operation.

(\*If the form is not working properly click the [printable version](#) and print the form manually\*)

PAPER TOWEL COSTS	
<b>Number of Cases of Paper Towels Used Annually</b>	<input type="text"/>
<b>Cost per Case Delivered (Include Freight and tax)</b> (typically \$15.00 - \$25.00/case)	<input type="text"/>
<b>Number of Towels per Case</b> For example: 2,400/case for C-fold towels 4,000/case for Multi-fold towels 4,800 linear ft/case for Roll Towels	<input type="text"/>
<b>Your KWH Rate</b> (typically \$.10 per KWH)	<input type="text"/>
<b>Total Paper Towel Costs per Year</b>	<input type="text"/>
<b>Handling Cost (50% of item 3 - Includes the cost of generating requisitions and purchase orders, receiving, storing, servicing towel dispensers, collecting and disposing of used towels.)</b>	<input type="text"/>
<b>TOTAL COST OF USING PAPER TOWELS PER YEAR</b>	<input type="text"/>



HAND DRYER COSTS	
<b>6. Number of paper towels used annually (Item 1 multiplied by total sheets per case)</b>	<input type="text"/>
<b>7. Number of Hand Drying annually (Item 6 divided by 2.5 towels per hand dry)</b>	<input type="text"/>
<b>8. Hours of hand dryer usage (Item 7 divided by 120 hand dries per hour) (Use 240 hand dries per hour for XLERATOR®)</b>	<input type="text"/>
<b>9. Cost of electricity per hour (2.2 KW multiplied by your KWH rate) (Use 1.5 KW for XLERATOR®)</b>	<input type="text"/>
<b>10. TOTAL ANNUAL HAND DRYER COSTS (Line 8 multiplied by Line 9)</b>	<input type="text"/>
<b>11. YOUR ANNUAL SAVINGS (Item 5 minus Item 10)</b>	<input type="text"/>
<b>COMPUTE YOUR % SAVINGS (Item 11 divided by Item 5)</b>	<input type="text"/>

CALCULATE YOUR PAYBACK	
<b>Cost of Each Dryer</b>	<input type="text"/>
<b>Installation Cost</b> (Typically \$50 - \$125/dryer)	<input type="text"/>
<b>Number of Hand Dryers Purchased</b> (See Note Below)	<input type="text"/>



# How to Pay for **Green** Products with High Initial Cost

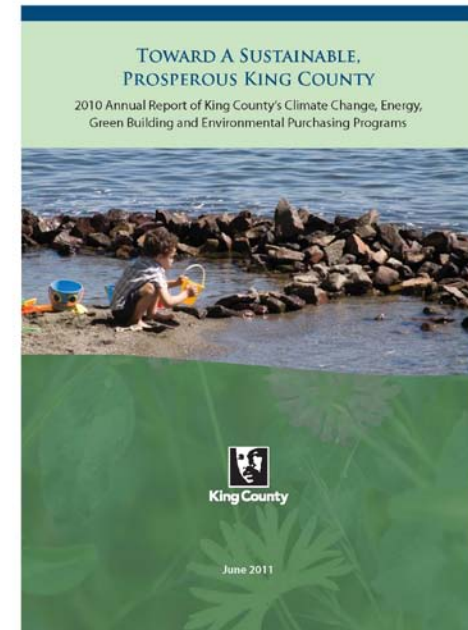
- ✓ Many “green” products less expensive upfront or competitively priced
- ✓ Reduce consumption
- ✓ Revolving loans
- ✓ Grants
- ✓ Utility rebates
- ✓ Energy conservation service agreements
- ✓ Life-cycle budgeting



# King County Green Purchases and Savings

**In 2010, King County, WA purchased \$41 million in environmentally preferable products, saving ~\$1 million.**

<b>Commodity</b>	<b>2010 Savings</b>
Aggregates	300,000
Tire Retreading	264,578
Toner Cartridges	222,830
Green Cleaners	132,735
Motor Oil	61,004
Antifreeze	17,175
<b>Total</b>	<b>\$998,322</b>



# 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



# Bottle-less Cooler Systems

- ✓ **Reduce monthly water costs 30-70% versus bottled water delivery**
- ✓ **Save time lost changing bottles, especially in larger offices**
- ✓ **Eliminate chance of employees hurting their back while lifting heavy water bottles**



*Santa Clara County paid >\$100,000/year for bottled water*

See RPN's free *Responsible Guide to Bottled Water Alternatives*



# Green Cleaners Save Money

## Hennepin County, MN Case Study

**County medical center switched to green cleaners, non-corrosive (peroxide) disinfectant, and microfiber mops**



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

- ✓ **7% reduction in cost of cleaners**
- ✓ **17% reduction in volume of cleaners**
- ✓ **80% reduction in chemical injuries**

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

# Microfiber Mops

- ✓ **Cost-effective (life-cycle basis)**
- ✓ **Reduce chemical use (~1/2)**
- ✓ **Minimize water use (up to 95%)**
- ✓ **Prevent injuries (chemical exposure, back strain, accidents)**
- ✓ **Improve performance (reduce dirt, avoid cross-contamination)**

[www.sustainablehospitals.org/PDF/tenreasonsmop.pdf](http://www.sustainablehospitals.org/PDF/tenreasonsmop.pdf)

[www.epa.gov/region09/waste/p2/projects/hospital/mops.pdf](http://www.epa.gov/region09/waste/p2/projects/hospital/mops.pdf)







# Recycled Paint



## CASE STUDY

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

- ✓ costs 75% less than virgin latex paint
  - ✓ meets high performance & environmental standards
  - ✓ can be tinted to match specifications
- 
- Three states (CA, OR, CT) have adopted Paint Product Stewardship Laws, CT)
  - CA DGS has a contract for Green Seal-certified recycled latex paint (Visions brand)





# Hand Soap



✓ **Foaming hand soap reduces soap and water usage up to 40% compared to liquid hand soap**

✓ **Green-certified hand soap is less expensive than antibacterial hand soap and as effective**



✓ **Push-operated hand soap dispensers eliminate battery purchase, installation and disposal costs associated with hands-free dispensers**

# Energy-Efficient Equipment

## CASE STUDY

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



# ENERGY STAR/Top Ten Most Efficient

## Products Recognized as ENERGY STAR Most Efficient in 2011



Clothes Washers



Refrigerators



Televisions



Heating & Cooling

## 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

EA WWF SMUD PRR

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



# Green IT Equipment



## CASE STUDY

**Kaiser Permanente was one of the first organizations to require its desk top computers, monitors and laptops to be EPEAT-registered.**



**Since July 2006, Kaiser purchased >135,000 units, saving nearly \$5 million**

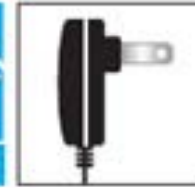


### Kaiser's Environmental Benefits from EPEAT

<i>Measure:</i>	<i>How much?</i>	<i>Equivalent to:</i>
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](http://www.epeat.net)

# Ancillary Equipment



Powered by an  
ENERGY STAR®  
qualified adapter  
for a better  
environment

## Power adaptors use >2% of US electricity

- ✓ ENERGY STAR-rated (80 PLUS) power adapters  
~30% more efficient than conventional models

## “Smart” Power Strips

- ✓ Detect whether user is present
- ✓ Eliminate phantom loads by cutting power to outlet





# Multi-Function Devices (MFDs)



**Consolidate several office electronics into one**

- ✓ **Save time needed to copy, scan and email documents**
- ✓ **Lower energy consumption**
- ✓ **Reduce replacement & maintenance costs**
- ✓ **Cut paper usage**

**CASE STUDY:** In 2009, the Illinois Department of Children and Family Services replaced its copiers, printers and fax machines with MFDs that can print, scan, copy and fax; this lowered maintenance/supply costs 15%, paper consumption 20% (530 cases/year) and electricity use. For full case study, see:

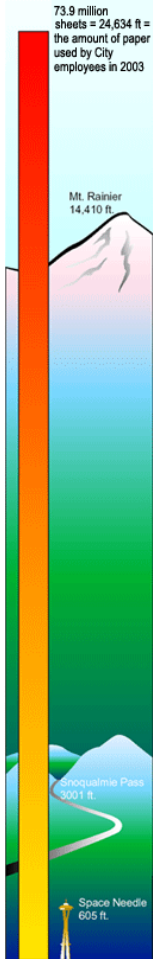
[http://www.responsiblepurchasing.org/publications/dcfs\\_case\\_study.pdf](http://www.responsiblepurchasing.org/publications/dcfs_case_study.pdf)

# Best Practice

## Reduce Paper Consumption

### Seattle's Paper Cuts Program

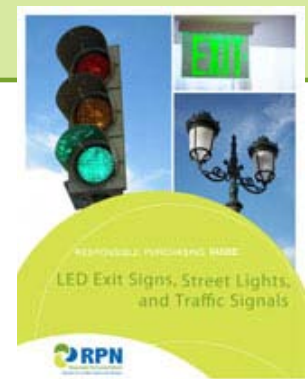
- ✓ Set 30% paper reduction goal (vs. 2004)
- ✓ Established duplex printing standard
- ✓ Copy paper spec = 100% post-consumer recycled content/processed chlorine-free
- ✓ 2009 => 28% reduction;  
cost savings = <\$80,000







# LED Street Lights



## Life-cycle cost savings compared to high-pressure sodium (HPS)/metal halide (MH) street lights

- ✓ Costs dropping ~20% annually (DOE)
- ✓ 35%-75% energy savings (more with dimming)
- ✓ 2-4X longer life; non-cycling (lower replacement/labor costs)
- ✓ No mercury disposal or UV exposure
- ✓ Improved visibility, security
- ✓ Can power with solar/wind (no utility cuts)
- ✓ Use existing specs/approved products from City of LA



# Countywide Lighting Retrofit

## CASE STUDY

**Alameda County's 52-building indoor lighting retrofit in 2009 is having the following benefits:**

- ✓ **30% less energy (3 million kwh), saving >\$350,000/yr**
- ✓ **Lamps last 6,000 hours longer, reducing labor costs in maintaining lighting**
- ✓ **Eliminated 350,000 mg of mercury by specifying low-mercury lamps**



**For more information, including technical specifications, go to <http://www.acgov.org/sustain/what/purchasing/success/lighting.htm>**

# ENERGY STAR-rated LED Lamps

- ✓ **Energy-efficient**  
(75% less than incandescent)
- ✓ **Long life ( $\geq 25,000$  hours rated life**  
**=15X longer than incandescent;**  
**3X longer than CFLs**
- ✓ **Mercury-free**

*Qualified list: [www.energystar.gov](http://www.energystar.gov)*



# Water Conserving Products

*“The nation’s water and energy use are inextricably entwined. Energy is needed to pump, treat, transport, heat, cool, and recycle water.”*

*California Energy Commission*



Running hot  
water for  
**5 minutes**

=

60 watt bulb  
for **14 hours**



**Water conservation saves energy  
at ~60% of cost of energy conservation**

# Best Practice

## Reduce Battery Waste



- ✓ **Factor in battery replacement and disposal costs/impacts when ordering equipment**
- ✓ **Rechargeable batteries work well for many applications and have quick payback**
- ✓ **Pilot test rechargeable/long-life batteries (try hybrid/slow drain rechargeables)**
- ✓ **Use industry-financed battery recycling program**



# 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

## Reduce Transportation Impacts

- ✓ **Avoid overnight shipping, whenever possible**
- ✓ **Ask vendors to offer incentives for reducing the frequency of deliveries**
- ✓ **Reduce packaging, buy concentrated products**



# Best Practice

## Buy Local

**Support local and regional manufacturers and distributors**

- ✓ **Reduces transportation impacts (and costs)**
- ✓ **Contributes to local tax base**



## CASE STUDY

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



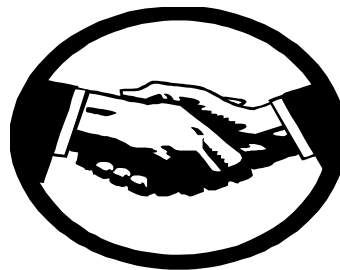
**Give preference to locally-certified Green Businesses**



# Best Practice

## Centralize Green Purchasing

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



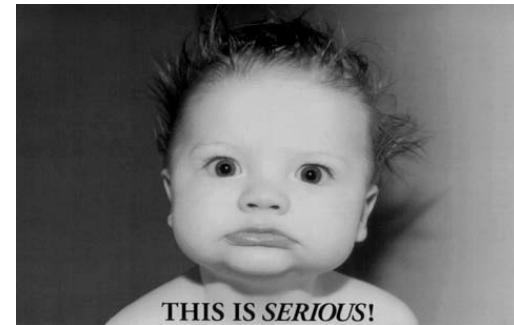
# Santa Clara County, CA Savings by Green Product

<b>Green Commodity</b>	<b>Savings 2010</b>
<b>Recycled-Content Trash Bags (State of CA-compliant)</b>	<b>\$55,000</b>
<b>Recycled-content Paper Towels (EcoLogo-certified)</b>	<b>\$8,700</b>
<b>Small Roll Toilet Paper (Green Seal-certified)</b>	<b>\$7,000</b>
<b>Green Cleaning Chemicals (Green Seal-certified)</b>	<b>\$2,800</b>
<b>TOTAL</b>	<b>\$73,500</b>

# Best Practice

## Prioritize Opportunities

- ✓ **Largest potential impact (by \$ or volume)**
- ✓ **Ability to meet environmental/health goals**  
**(esp. in jurisdiction's EPP policy/other policies)**
- ✓ **Opportunities for change**  
**(contracts being re-bid)**
- ✓ **Ease of implementation**  
**(existing specs, ecolabels)**
- ✓ **Likelihood to save money or create jobs locally**
- ✓ **Potential to transform the marketplace**



# 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.”*



*University of California Policy on Sustainable Practices*

# Best Practice

## Specify Green Services



- ✓ **Require pesticide applicators to be certified in IPM (EcoWise or Green Shield) and to use safer pesticides based on hazard prevention criteria**



- ✓ **Require landscaping service companies to be certified as Bay-Friendly Landscaping Professionals**

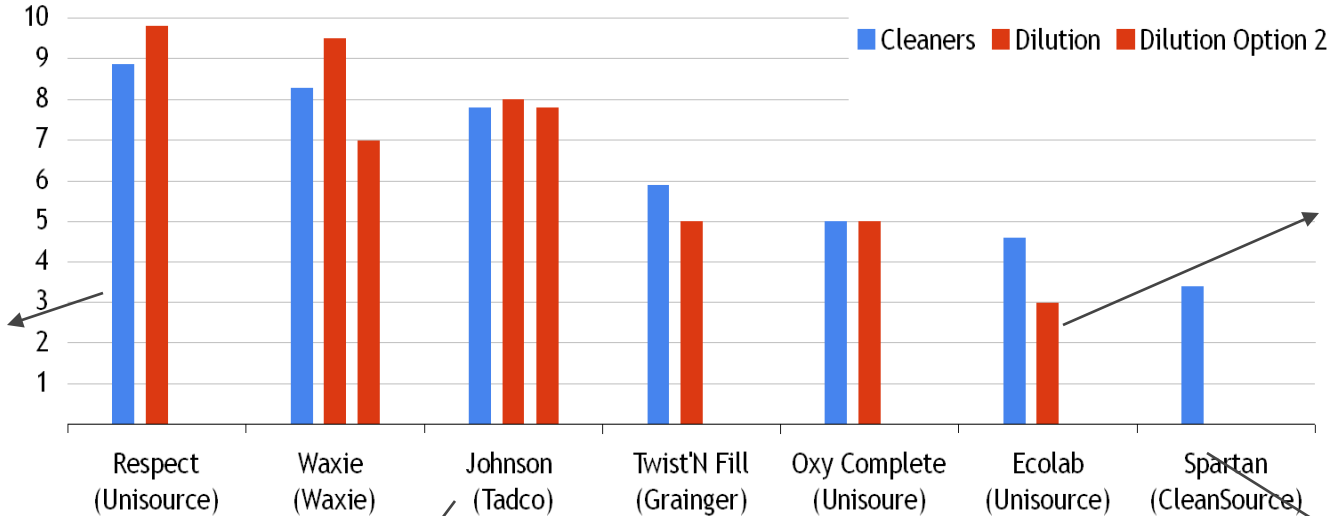


# Best Practice Performance Test

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

# Santa Clara County Green Cleaners Pilot Test Results

Average Rating of Cleaners & Dilution Equipment on 1-10 Scale



*"I loved the general purpose cleaner"*

*"I would definitely recommend using these products."*

*"The products are fine, but, the dilution system is a little difficult to use."*

*"The products smell too strong-- they gave me a headache."*

*The vendor did not set up dilution equipment for testing*

# 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**



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



# Best Practice Publicize Green Purchasing Policies & Products

Alameda County  
**SUSTAINABILITY**  
Local Action, Global Impact.

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Search this site...

Who we are   What we work on   How we do it   What's next   What you can do   News   Documents   Glossary

**Purchasing**

- Bids and Specifications
- For Vendors
- Purchasing Policy
- Resources
- Success Stories in Purchasing

What we buy has an impact on the world around us and our communities. Local governments, like Alameda County, purchase a large number of goods and services that they use to help them provide services to residents. Choosing less-toxic and recycled-content products can go a long way towards protecting our climate, preventing pollution, and preserving natural resources.

Alameda County makes a point of purchasing a wide range of products with environmental specifications—everything from office paper to vending machines to janitorial products. We make it a requirement. In our purchases, we provide opportunities for [small, local and emerging businesses](#). We also have found that sometimes the best purchase is one you don't make. Our [Property & Salvage department](#) reuses County furniture, technology, and other items.

**Policies**

- [Environmentally Preferable Purchasing Policy](#)
- [Other related policies](#)

**Success Stories**


- [Janitorial Cleaning Products Bid](#)
- [Level 3 Diesel Particulate Filters Bid](#)
- [Lighting Technical Specification](#)
- [Office Paper Bid](#)
- [Print Services Bid](#)

**Bids and Specifications**

- [Bid Excerpts](#)
- [Construction Specifications](#)
- [Tips for Piggybacking on Alameda County Contracts](#) (PDF - 297kb) \*

**Resources**

- [Information on the resources we use](#)
- [Responsible Purchasing Network's Resources and Certifications Factsheet](#) (PDF - 207kb) \*

 Photo credit: Cliff Fazio

Low-mercury lighting and low-emitting carpet and furniture with recycled content are featured in this Juvenile Justice Center courtroom, improving air quality and reducing toxins.

**Environmental Purchasing Bulletin**  
**Remanufactured Toner Cartridges**

June 20, 2008   King County IP Bulletin #108

**In This Issue**

- Introduction
- Remanufactured Toner Cartridges
- For More Information
- Vendor Information
- Environmental Purchasing Program

**Contact Us**

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Purchasing Program  
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3rd Floor  
Seattle, WA 98104  
Karen Hamilton  
(206)263-9294  
Eric Nelson  
(206)263-9300

• 2007 Annual Report

• Past EP Bulletins

Please e-mail Karen Hamilton if you have comments, suggestions, or questions about the bulletin, or would like your name removed from the mailing list.

**Introduction**

Purchasing remanufactured toner cartridges -- cartridges that have been used at least once and then disassembled, cleaned and had worn parts replaced and toner refilled -- can save buyers money while helping the environment. Typically, remanufactured cartridges save users from 30 to 60 percent off the price of new cartridges. And remanufacturing cartridges keeps them out of landfills and reduces the need for new materials in manufacturing.

**Remanufactured Toner Cartridges**

**SAVE MONEY AND RESOURCES!**

King County agencies  
**saved \$275,000 in 2007**  
by buying  
remanufactured toner cartridges

**King County Contract Summary**

King County has purchased remanufactured toner cartridges for laser printers and fax machines since 1991. Cartridges supplied under this contract must meet original equipment manufacturer's (OEM) standards and provide full performance guarantees. In 2007, the county purchased 3,900 cartridges, at a cost of approximately \$185,000. These purchases saved an estimated \$275,000, as the cost of new cartridges is, on average, 2.5 times more expensive than remanufactured cartridges on contract. King County's specifications require spent cartridges to be remanufactured and all components to be recycled when their useful life is over, reducing the landfill disposal of hazardous material.

**Contract Specifications (excerpts):**

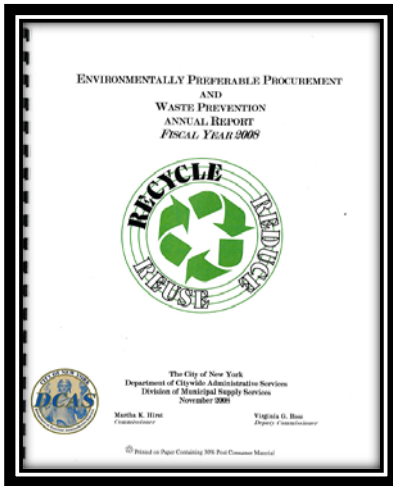
King County based their latest specifications on the great work that Alameda County, State of Texas and City of Seattle recently did.

# 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 <sub>2</sub> equiv.	1,711 lbs CO <sub>2</sub> equiv. 1,230 lbs CO <sub>2</sub> equiv. less
Wastewater	11,109 gallons	5,186 gallons 5,924 gallons less
Solid Waste	954 pounds	595 pounds 360 pounds less



# Best Practice

## Require Suppliers to...

- ✓ Periodically report \$ amount and % of compliant products sold on your contract (“green” spend) as well as cost savings
- ✓ Calculate environmental benefits of purchasing their green products
- ✓ Conduct training and outreach



# Best Practice Collaborate

**Don't try to do it on your own!**

**Use specifications developed  
by other jurisdictions**

- ✓ **EPPNet List-serv**
- ✓ **Local Government EPP Websites**

**“Recycle” outreach materials**

- ✓ **San Francisco's SF Approved List**
- ✓ **StopWaste.org Fact Sheets**
- ✓ **State-level EPP websites**



# Piggy-back on Other Jurisdiction's Contracts

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



# Consider **Green** Products on Cooperative Agreements

**U.S. COMMUNITIES™**  
GOVERNMENT PURCHASING ALLIANCE

**Going Green Program**

Public Services Alliance  
California Communities  
Canadian Communities  
Compliance Services  
U.S. Communities

SEARCH Green Products

Upcoming Events  
About Our Suppliers  
Resources  
Trainings/Seminars  
Best Practices  
Certifications & Standards  
New Supplier Inquiry

U.S. Communities Going Green Program is the one-stop source for public agency access to a broad line of responsible purchasing products, services and resources. In addition to our comprehensive contracts that offer eco-friendly products, agencies will find a wealth of valuable information and resources that will help lower your environmental impact within your community and will assist you in making educated decisions about the products your agency purchases.

**MAKING ENVIRONMENTAL PURCHASING SIMPLER!**

ZEP  
GENERIC VENUUE  
Office DEPOT  
HAWORTH

Think of **US** first for **PROVIDING SOLUTIONS**

**U.S. Communities SOLUTIONS**

Founding Co-sponsors  
ASB  
NADP  
NIGP

**OFFERING THOUSANDS OF "GREEN" BRANDS IN THE FOLLOWING CATEGORIES:**

School Supplies	Education Furniture
Office Supplies	Janitorial Supplies
Technology Products	Park & Playground
Electrical & Data Communications	Maintenance, Repair & Operating Supplies
Technology Solutions	Auto Parts & Accessories
Office Machines	Roofing Supplies & Services
Office Furniture	Synthetic Turf & Athletic Surfaces

**WHAT'S HOT! WHAT'S NEW!**

**RPN** U.S. Communities & Responsible Purchasing Network Partner to Promote Green Products on Cooperative Contracts.  
What do you get when you combine aggregated influences of over 87,000 buyers with Responsible Purchasing Network's green purchasing programs? A powerful new resource for finding and buying credible green products through competitively solicited contracts. [Full Details...](#)

**WSCA**  
Western States Contracting Alliance

SITE SEARCH:

WSCA Home NASPO FAQ Cooperative Purchasing Vendor FAQ WSCA Members Only

**CURRENT COOPERATIVE CONTRACTS**

**JANITORIAL SUPPLIES AND INDUSTRIAL PAPER (WSCA-OR) W20-2007**

**BASIC CONTACT INFORMATION - LEAD STATE**

**PARTICIPATING STATES:**

**Affiliation:** WSCA  
**Lead State:** Oregon  
**Lead State Contract Number:** 102-5031-5  
**Contact person:** Pam Johnson  
**Phone:** (503) 378-4731  
**Fax:** (503) 373-1626  
**Email:** [pam.johnson@state.or.us](mailto:pam.johnson@state.or.us)

[LINK TO LEAD STATE WEBSITE](#)

# Find Green Products on State Contracts

**BUYING GREEN** California's Guide for Sustainable Purchasing

» Procurement Home  
» Programs & Services  
» Forms  
» Resources  
» News & Events  
» About Us

Buying Green Home » Buying Green Guide for Buyers

## Buyers

Buyers should strive to procure goods and services that protect human health and the environment. The information provided in this guide is to help buyers understand environmentally preferable purchasing (EPP) – buying green. “Buy Green Now” is the gateway to EPP contracts.

- Laws and Regulations +
- Policy and Guidance +
- Specifications and Certifications +
- Striving for Best Value +
- References and Resources +

Print View

### Products and Services

BUYERS

Make a selection from the list below. Specific buyer information for individual products are organized by category.

- » Appliances
- » Building & Maintenance
- » Cleaning Supplies
- » Electronics
- » Food Service
- » Grounds Maintenance
- » Office Equipment
- » Office Supplies
- » Paper Products
- » Safety
- » Transportation



# Model Municipal Green Purchasing Collaborations

WORLD RESOURCES INSTITUTE | Joint Venture | OPTONY

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**PURCHASING POWER**  
Best Practices Guide to  
Collaborative Solar Procurement

## Local Government Energy Efficiency

### Best Practices

#### STREETLIGHTING

### San Diego Regional Peer-to-Peer Street Lighting Working Group

San Diego Area  
Population: 3,000,000

**SUMMARY**

The San Diego Regional Peer-to-Peer Street Lighting Working Group (SLWG) was established in 2009, sponsored by SDG&E's Local Government Energy Efficiency Partnership Program. Participating member cities and other public agencies are developing and sharing best practices and tools to accelerate the retrofit of approximately 145,000 streetlights in SDG&E's service territory.

This regional initiative has the potential to reduce annual street lighting energy consumption by 60 million kWh, which equates to a reduction of 26,000 tons of CO<sub>2</sub> emissions and an annual savings to taxpayers of \$10 million in combined energy and maintenance costs.

In terms of economic development, full regional implementation has the potential to create \$58 million in combined product and installation revenues while generating 600 jobs.

The collaborative process, methodology, and unique "Dropbox" online best practice sharing toolkit establish a template that can now be replicated to address other key regional sustainability opportunities.

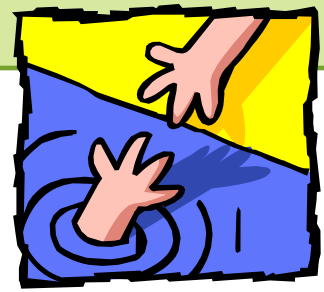
PHOTO: Kasey Paez St.

**PROGRAM HIGHLIGHTS**

The Street Lighting Working Group meets every 2-3 weeks with the initial primary goal of providing specification and procurement tools and templates which are intended to streamline and accelerate the process for participating public agencies to move forward with street lighting retrofit procurements.

Participating cities and public agencies receive the following assistance:

- Regional Specification Guidelines for Induction and LED streetlights
- Data from local/regional field evaluations
- Guidance on observatory dark sky considerations
- Recommendations for recycling of lamps and fixtures
- Compliance requirements of EECBG and ARRA grant funded procurements
- SDG&E guidance on tariffs and available incentives
- Insight on emerging adaptive controls
- Sample RFP, RFB and Best Value Evaluation Templates



# Public EPP System (PEPPS)

**Web-based tool through which public agencies can:**

- ✓ **Create collaborative solicitations for green products;**
- ✓ **Standardize on common green product specifications;**
- ✓ **Piggy-back on existing contracts with green products;**
- ✓ **Access current resources and save money!**

**Access the PEPPS database at <http://www.sv-pepps.org/>**

Welcome to PE

Username indicates you are logged on

Search this site:

 Search

Keelikolani.Lee@vta.org

- Bid Forum
- Polling Place
- Calendar
- Recent Posts
- Message Center
- Members
- My account
- Log out

Click on Bid Forum on the Menu Bar

## Bids

View posts by other agencies or [add your own](#). The star indicates a recent or new post. Bids are divided into 3 categories:

**Aggregation, Piggybacking, and Wish List.**

Mark All Read

Forum	Topics	Posts	Last post
<b>Aggregation</b> Goods and services that your agency is certain to purchase in the near future			
Cafeteria/Dining	0	0	n/a
ilities Maintenance (lighting, paint, flooring, furniture, waste/recycling receptades, etc.)	0	0	n/a
ice Equipment (computers, fax mach			
Office Supplies (printer/copier paper, e			
★ Transportation (vehicles, fuels, oils, lub	1 new	1 new	2010-08-12 15:14
★ Janitorial Supplies	1 1 new	1 1 new	Janitorial ... by Karen.Cook 2010-08-12 15:08
Landscaping Services (pest control, irrigation, etc.)	0	0	n/a

Bids are divided into Aggregate, Piggyback and "Wish List" categories. Folders keep bids organized by topic.

# New Green Purchasing Toolkit for Counties



<http://www.uscounties.org/GreenPurchasing/index.html>

# Upcoming RPN-EPA Green Building Webinars

- ✓ **Water Efficiency**
- ✓ **High-performance Lighting Equipment**
- ✓ **Renewable Energy**
- ✓ **Green Cleaning**
- ✓ **Purchasing for LEED EBOM**

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



# Bay Area Green Purchasing Network Goals

## Facilitate collaboration among Bay Area municipalities

✓ **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 jurisdictions



# Questions? Comments?



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