

# **Environmental Preferable Procurement for Public Agencies**



**Introduction to [www.sv-pepps.org](http://www.sv-pepps.org)**

***Presented By:***

**Tina Yoke, City of Mountain View**

**Lani Lee Ho, VTA**

# The Problem



- Public agencies want to go green, but budgets and staff time to test and identify products are limited.
- In some cases, environmental products are more expensive than traditional products, putting them out of reach of smaller agencies.
- There are purchasing opportunities through state and national level organizations, but what about the local level?

# The Solution

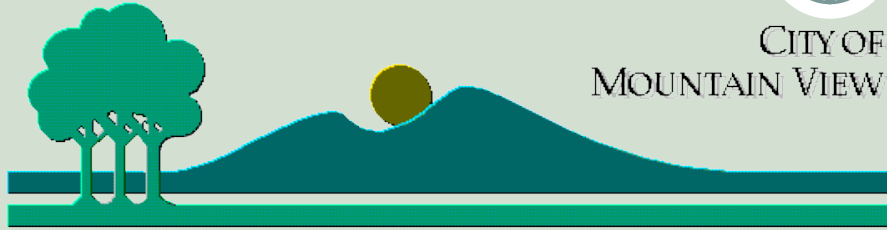


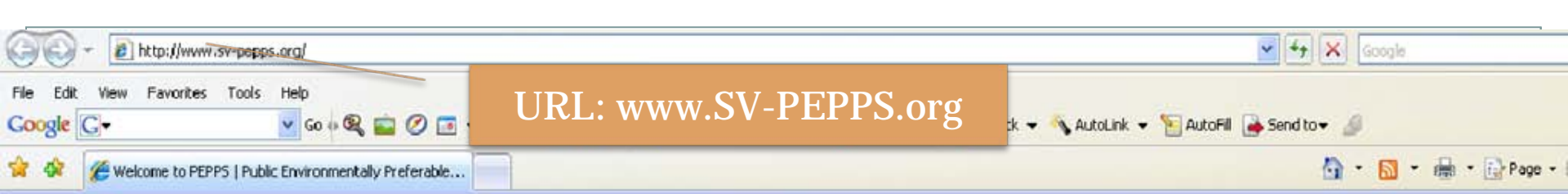
- Silicon Valley's Public Environmental Preferable Procurement System (PEPPS)
- A web-based tool and one-stop shop through which public agencies can:
  - Standardize on common green product specifications,
  - Create collaborative solicitations for green products,
  - Piggy-back on existing contracts with green products,
  - Access current resources and save money.

# Originated by local government sustainability and procurement staff:



CITY OF  
MOUNTAIN VIEW





URL: www.SV-PEPPS.org

# Welcome to PEPPS

## User login

Username or e-mail: \*

Password: \*

Log in

- Create new account
- Request new password



## The Public Environmentally Preferable Procurement System (PEPPS)

A networking website designed and operated by, public agencies, local governments and special districts in Silicon Valley. The purpose is to facilitate collaborative thinking and communication towards the pooled procurement of environmentally preferable products and services

This website was built in 2010 by four students at San Jose State University participating in the Gary J. Sbona Honors Program for Management Information Systems.

"It was

Christo

Alex Khajehtoorian

Adam Shamouel

David Sprinkle

Register for an account

The administrator will verify your account and send you an email saying it was approved.

Welcome to PEPPS 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
Facilities Maintenance (lighting, paint, flooring, furniture, waste/recycling receptades, etc.)	0	0	n/a
Office Equipment (computers, fax machines, etc.)			
Office Supplies (printer/copier paper, etc.)			
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.

	Transportation (vehicles, fuels, oils, lubricants, traffic signs, etc.)	1 1 new	1 1 new	Electric ... by Karen.Cook 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

### Piggybacking

A contract is already in place and is open for others to join

	Cafeteria/Dining	0	0	n/a
	Landscaping Services (pest control, irrigation, etc.)	0	0	n/a
	Facilities Maintenance (lighting, paint, flooring, furniture, waste/recycling receptacles, etc.)	0	0	n/a
	Office Equipment (computers, fax machines, printers)			n/a
	Office Supplies (printer/copier paper, envelopes, folders)			n/a
	Transportation (vehicles, fuels, oils, lubricants, traffic signs, etc.)	3 2 new	3 2 new	Re-refined ... by Svelez68 2010-08-12 14:28
	Janitorial Supplies	1 1 new	1 1 new	Trash Can ... by Karen.Cook 2010-08-04 10:40

New posts related to transportation are available to view!

### Wish List

Goods and services that your agency may be interested in procuring in the future

# Welcome to PEPPS

Home > Bids > Piggybacking

## Transportation (vehicles, fuels, oils, lubricants, traffic signs, etc.)

View posts by other agencies or [add your own](#). The star indicates a recent or new post. B categories: **Aggregation**, **Piggybacking**, and **Wish List**.

This post has been viewed 15 times. There are no replies.

Search this site:

Keelikolani.Lee@vta.org

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

	Topic	Replies	Views	Last reply
	Re-refined Oil Products RFB <b>new</b>	0	3	n/a
	Fuel	0	14	n/a
	Diesel Particulate Filters <b>new</b>	0	15	n/a

- No New Posts
- Hot Thread (No New)
- Sticky Thread
- New Posts
- Hot Thread (New)

Click here to read more about Diesel Particulate Filters





### Diesel Particulate Filters

Post Reply

Wed, 2010-08-04 10:22

**Karen.Cook**

Offline

Joined: 2010-02-05



**Item Description:** Diesel Particulate Filters

**Response Date:** Tuesday, May 1, 2012

**Post to Calendar:** Yes

**Contract Begin Date:**

Saturday, May 1, 2010

**Contract End Date:** Monday, April 30, 2012

**Bid Type:** Request for Quote

**Environmental Attributes / Specifications:**

USGBC LEED Rating

**Other:** CARB Certified

Includes purchase and install if DPF's. Contract has escalation clause for changes in CARB regulations moving forward.

#### Attachment

SSA-Cummins West (DPF's).pdf

Subscribe

Karen Cook  
Alameda County

Top

Reply

15 reads

Subscribe to: This post

Subs...

The RFQ is for CARB certified filters and it began on May 1, 2010. The last day for other agencies to respond is May 1, 2012. This date has been posted on the calendar.

A PDF of the RFQ is attached

Click here to Reply to Karen or Subscribe to this "thread."

Search

@vta.org

site is 100% powered!

replies

# Reply

Your name:

Keelikolani.Lee...

Subject:

Re: Diesel Particulate Filters

Comment: \*

**B** *I* U ABC [List Icons] [Link Icon] [Source Icon] Font [Dropdown] Size [Dropdown] Style [Dropdown] ABC ✓

[Large empty text area for writing a comment]

Reply directly to the author of the post to ask questions or request more information.

Do you want to be notified if there are changes or updates to this post? An email will be mailed to you according to your personal preference.

Disable rich-text

▶ Input format

▼ Notifications

Do not send notifications for this update.

Home

## Calendar

The calendar will display the bids from simply a visual representation of the [post](#) and [editing a bid post](#)

Year Month Week Day

September 2010								
Prev	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Next
36				1 Electric Vehicles	2	3	4	
37	5	6	7	8	9	10	11	
38	12	13	14	15 Janitorial Course	16	17	18	
39	19	20	21			24	25	
40	26	27	28					

The calendar is another way to view bids. Select the month/year you're interested in and click on the highlighted topic for more info.

Search this site:

Keelikolani.Lee@vta.org

- Bid Forum
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A pop-up window is displayed allowing you to view the post.

### Janitorial Paper Products RFQ

Thu, 2010-08-12 15:08 — Karen.Cook

**Item Description:** Janitorial Course Paper Products

**Response Date:** Wednesday, September 15, 2010

**Post to Calendar:** Yes

**Contract Begin Date:**

Wednesday, December 1, 2010

**Contract End Date:** Saturday,

# Welcome to PEPPS

Home > My account

Search this site:

 Search

Keelikolani.Lee@vta.org

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



## My account

View Edit **Notifications** Posts Subscriptions

**Overview** Subscriptions Author Content type Thread Add subscription

### Current status:

- You have 1 active sub
- Your default sending
- Your default sending

### You can:

- Administer your subscriptions
- Edit your notifications settings
- Temporarily disable all your subscriptions
- Cancel all your subscriptions

### or create a new subscription:

- Thread
- Content type
- Author

Click on "My Account" to change your settings. Delete or add subscriptions to topics. Manage your notifications to minimize incoming email messages.

# How is PEPPS different?



- Information is current and regionally specific
- Time efficient
  - Approximately 5-10 minutes to post on the bid forum
- Grassroots approach which relies on users to build content
  - Developed *by* and *for* sustainability and purchasing staff
  - By posting and sharing resources (such as existing contracts) we can help one another succeed



# *SF*Approved List

*& Fun Ways to  
Get People to Buy Green*

*Jessian Choy*



***SF***Environment

**Our home. Our city. Our planet.**

A Department of the City and County of San Francisco

People don't like to be told what to do



# How SF inspires people to change





Stand up if you think  
educating people  
on why & how to go green  
changes their behavior.

• **Education\***

• **Pointing out cost savings\***


... **alone do not**  
significantly change people's behavior.

\* Doug McKenzie-Mohr, Ph.D., founder of community-based social marketing

# Make it easy to do the right thing

## SFApproved.org: where to buy 1,000 green products

Admin's Inator Login [SHARE](#)

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

Home **What You Should Do** About Products & Services FAQ News Contact

Search Products

Hit Enter to Search  
Advanced Search

Join our e-mail list

- Hear a

**SF City Staff Checklist**

**SF Green Businesses**

**Manufacturers & Vendors**

**Homes & Small Businesses**

**Large Organizations**

Latest News

- NY Times, Fast Company on SF Approved

Latest Products

1. Sanitizers by EO

Many thanks to:



# CLICK to see vendors, green criteria, ingredients, MSDS

Search Products

Hit Enter to Search  
(Advanced Search)

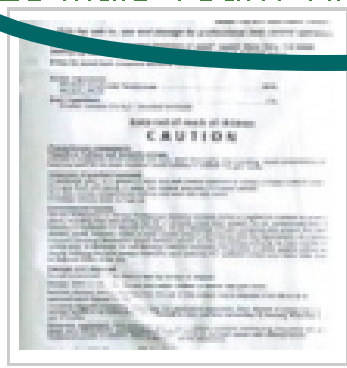
- Browse Products
- Directory
  - Automotive Fluids (14)
  - Automotive Supplies (7)
  - Batteries (6)
  - Building Materials (5)
  - Cleaning Products (77)
  - Electronics (7)
  - Electronics Cleaners (7)
  - Food (1)
  - Foodware (48)
  - Fuel (1)
  - Furniture (1)
  - Janitorial Papers (2)
  - Janitorial Supplies (2)

## Insecticides

### Listings

Results 1 - 20 of 35 << Start < Prev 1 2 Next > End >> [Print Summaries Below](#) | [Print Full Details \(Where to Buy, etc\)](#)

### 20 Mule Team Tim-Bor Industrial



Most pesticides contain toxic ingredients, some of which are hazardous on health and the environment. Manufacturers are not required to list all ingredients on the product label.

**Guide for SF City Depts.:** LIMITED USE product  
**Guide for SF Green Businesses:** Limited Use  
**When to use it:** First by Integrated Pest Management methods in which pesticides are used as a last resort.  
**Product Type:** Institutional product  
**Must use Pesticides Compliance Checklist for Properties Owned by the City.**

# 20 Mule Team Tim-Bor Industrial

SUMMARY

COST, VENDORS

ECOLABELS, LAWS, SPECS

INGREDIENTS

## PRODUCT SUMMARY

When to use it First try Integrated Pest Management methods in which pesticides are used as a last resort.

Product Type institutional product

Environmental & Health Issues Most pesticides contain "inert" ingredients, some of which are hazardous our health and the environment. Manufacturers are not required to list all inerts on the product label.

[More info on environmental & health issues](#)

## REQUIREMENTS FOR SF CITY DEPTS.

Guide for SF City Depts. LIMITED USE product

[Must use Pesticides Compliance Checklist for Properties Owned By the City.](#)

Only use on City-owned Properties In These Years • 2010

Pesticide Hazard Tier Most hazardous (Tier I)

Pesticide Use More Limited Use

## MSDS & PRODUCT NUMBERS

EPA Registration 162439

**Talk about  
other people  
that do the right thing**  
(because people tend to imitate others)\*.

\* NY Times best seller, *Influencer: The Power to Change Anything*, 2007

Lots of people are going green. Or our better half is.

## Therapists report increase in bickering between couples over how to go green.

NY Times, January 17, 2010



# Find out how green your audience is. Work with people most excited to be green.



**Cody**

**Gordon**

**Shelley**

**Kimu**

Prefers the way coffee tastes when it's in Styrofoam.

Recycles to "avoid scrutiny" from Shelley.

Gets "depressed" that Gordon loves to shop when she wants them to be less materialistic.

Accused by whales of preventing them from experiencing the sweet release of death.



# Help them feel what it's like to buy green

People don't recall facts & charts.

But people remember:

1. Vivid imagery in verbal & written communication.
2. Stories on real people that tried green products.
3. Vicarious experience- "Try it. You'll like it."

\* NY Times best seller, *Influencer: The Power to Change Anything*, 2007

# Auspen Refillable Whiteboard Markers



Bullet Nib



Chisel Nib



- **\$0.28/marker**
- **Used by several schools in CA.**
- **Refillable & 100% recyclable**
- **No hazardous solvent with odors that bother chemically-sensitive people.**

## 1 kit:

- **Equals 246 disposable whiteboard markers**
- **Keeps ~20 lbs of out of landfill.**

# China Markers Replace Permanent Markers



It says “non-toxic,” but it:

- About \$0.89/each.
- **Less-toxic.**
- **Contains hazardous solvents**
- Has odors that bother chemically-sensitive people.

# Rocket Air Blowers Replace Gas Dusters



- **\$9.95**
- **Just uses air.**
- **You just need one.**
- **Natural rubber.**



- **\$9.99**
- **You have to buy more.**
- **Has greenhouse gasses that contribute to climate change**



# Ask what they'd like (instead of telling them what to do)\*

SF requires depts. to host 1+ **consultation** / year:

- Give ideas to help the City buy green
- Learn how to win:
  - Green Purchasing Team of Year Award

\* NY Times best seller, Influencer: The Power to Change Anything, 2007

# Make it a game

Mayor hired **mimes** to **mock** jaywalkers.  
So popular, 400 mimes were trained.



# Make it a game

Get each dept. to do skit of:

1. Co-worker who insists on **not** buying green.
2. Green Champion that explain why & where to buy green.

Create fun **name**:

Green Team that's

"Greener than SF Dept. of Environment"



# Give small rewards to teams (not individuals)

**SF Green Purchasing Team of Year Award:  
1st Place: \$350 green products**



\* Reference: Influencer: The Power to Change Anything, 2007

# Tap into our passion of keeping up with the neighbors.\*

## Annual Report of Who Bought Green & Who Didn't encourages team accountability.

% REQUIRED Green Janitorial Bought in '09

Public Works: Benjamin Santana	0%	55%	\$ 415.80
Public Works: Brooks Fenton	0%		\$ 148.80
Public Works: Joel Prather	69%		\$ 2,019.30
Public Works: John Lee	100%		\$ 16,059.00
Public Works: Joseph Stelmak	84%		\$ 52,782.05
Public Works: Miguel Govea	72%		\$ 1,622.70
Public Works: Mohammad Khattana	57%		\$ 3,252.28
Public Works: Otis Williams	54%		\$ 13,593.10

\* Utilities Turn Their Customers Green, With Envy - NYTimes.com

# Place signs to remind people where to do the right thing\*

- Make message specific, easy to remember.
- People who committed to small request were more likely to commit to bigger one.
- Get commitment in writing in public.  
(More effective than verbal commitments).

\* Doug McKenzie-Mohr, Ph.D., founder of community-based social marketing

**I pledge to:**

1. Buy green which can = buy nothing
2. Shop at **SFAproved.org**
3. Post this reminder on my phone, computer, in our lunchroom.
4. Remind people to do the above.
5. Try this green idea: \_\_\_\_\_

\_\_\_\_\_

Name

\_\_\_\_\_

Signature

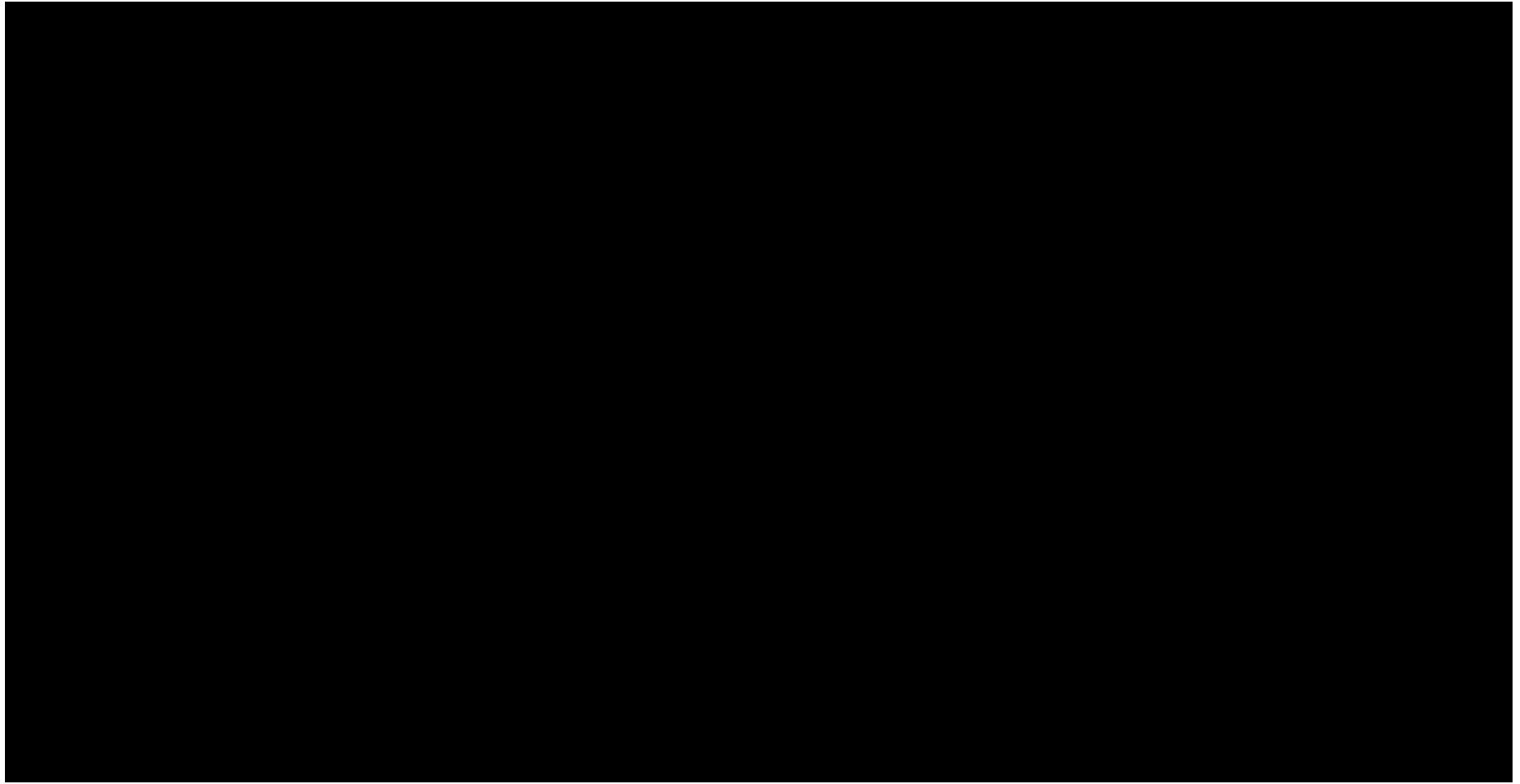
\_\_\_\_\_

Date

**Be creative together. Have fun.**



# What we can learn from Coke



Reference: Melinda Gates, Gates Foundation, Ted.com

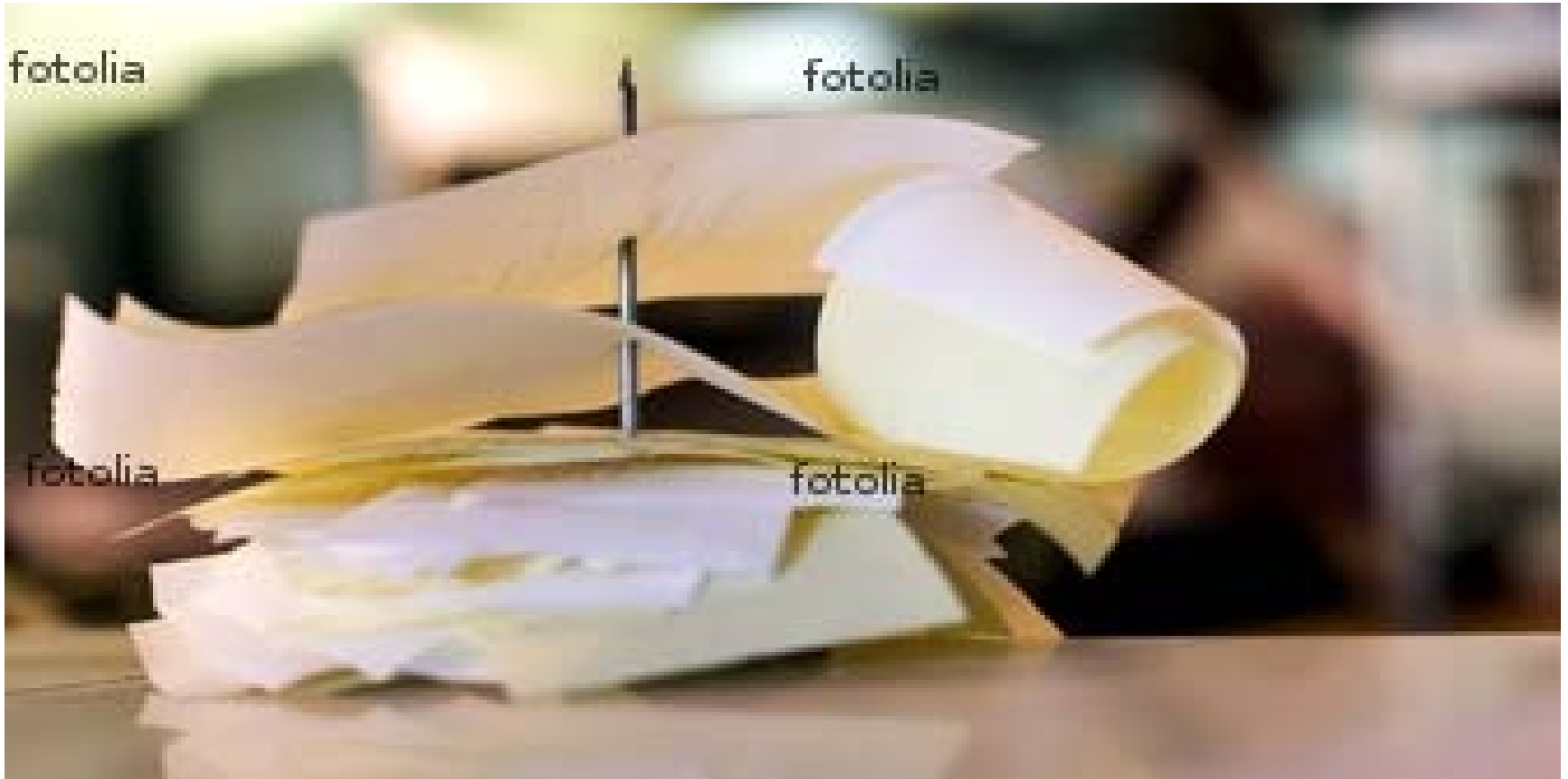
**“Real-time data turns on the lights.\*”  
Find out who’s buying what in-real time.**

**Purchasing programs like SAP.**

\* Reference: Melinda Gates, Gates Foundation, Ted.com



**If you can't change people,  
change procedures\*.**



\* NY Times best seller, *Influencer: The Power to Change Anything*, 2007



**The harder the  
struggle,  
the greater the  
triumph**

RPN's EPP Resources

**Buying Green ... Buying  
Smart II**

**October 20, 2010**

**Phillip Kobernick  
RPN Manager**

## About RPN

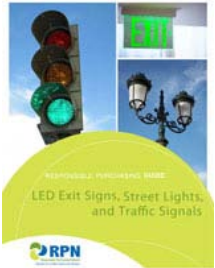
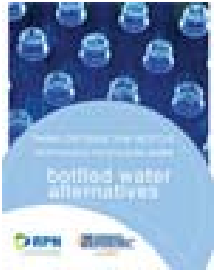
**>250 members**

- **State and local governments**
- **Federal agencies**
- **Colleges and universities**
- **School districts**
- **Businesses**
- **Non-profit organizations**



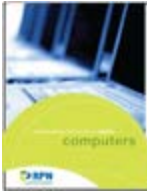
### RPN Resources

- *Responsible Purchasing Guides* for 15 product categories
- Webinars on green procurement issues
- Monthly newsletter highlighting green purchasing activities and resources
- Sustainable purchasing policies
- *Model Responsible Purchasing Report*
- Calculators and other tools

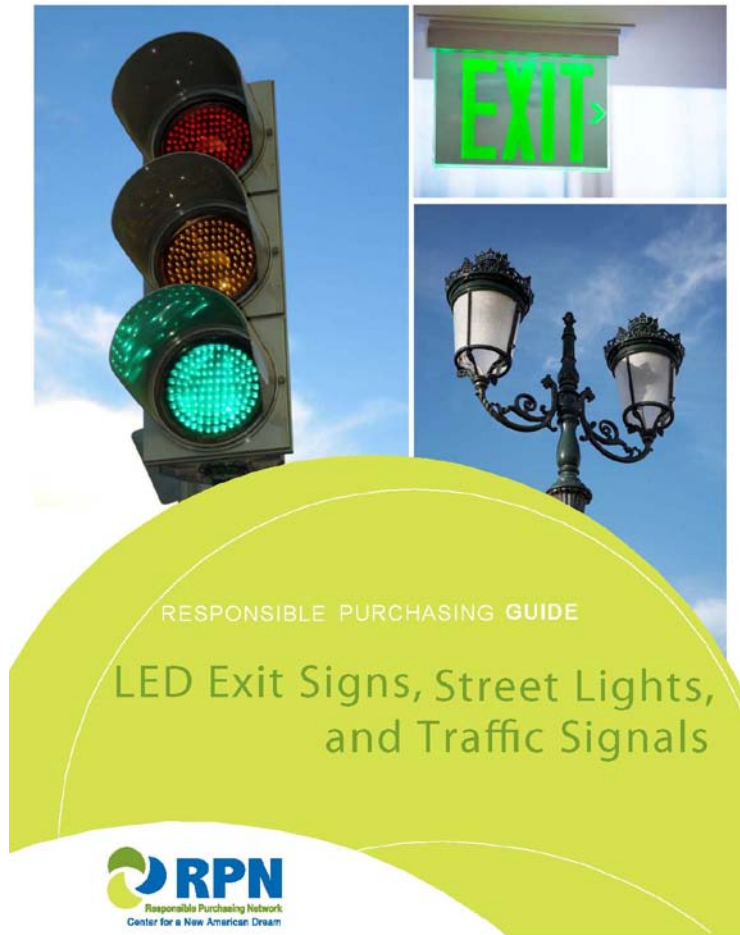


# RPN Purchasing Guides: Contents

- **Overview**
- **Social and Environmental Issues**
- **Best Practices**
- **Cost, Quality and Supply**
- **Policies**
- **Specifications**
- **Standards**
- **Definitions**
- **Case Studies**
- **Calculators**



# RPN Purchasing Guides: Product Categories



- **Bottled Water Alternatives**
- **Carbon Offsets**
- **Cleaners**
- **Computers**
- **Copy Paper**
- **Fleet Vehicles**
- **Fluorescent Lights**
- **Food Services**
- **LEDs**
- **Graffiti Remover**
- **Green Power**
- **Office Machines**
- **Paint**
- **Toner Cartridges**
- **Tires, Wheel Weights**

## Calculators

- **RPN calculators for: reman toners, bottled water, vehicles**
- **ENERGY STAR for electronics and appliances**
- **EPEAT for computers**
- **and many others...**





## Bottled Water: Calculator

This Bottled Water Calculator, developed by RPN, compares the cost and environmental impacts of 16.9 oz. bottles of water with tap water. Results are expressed in gallons of water, mega joules of energy, gallons of oil, pounds of CO<sub>2</sub>e, and dollars saved.

Edit the values below and click update.

### How much water do you drink?

Enter the total number of 16.9 oz. bottles of water purchased by your organization in a year:

Cost of Tap Water per Gallon (\$ per gallon):

(If you know your local cost, please enter - otherwise leave the national average.)

Cost of 16.9 oz Bottle of Water (typical is \$1.50):

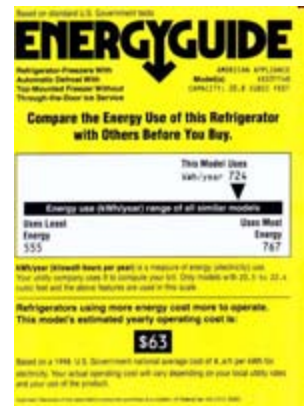
### Impact

Total Water Drank:	<b>1,563</b>	gallons
Extra Water Required for Production and Purification:	<b>3,125</b>	gallons
Energy Required for Manufacturing:	<b>1,006</b>	megajoules
Oil Required to Produce the Plastic Bottle(s):	<b>248</b>	gallons
CO <sub>2</sub> e to Manufacture Plastic Bottle(s):	<b>1,875</b>	pounds

**Your Extra Cost for Bottled Water: \$14,980.00**

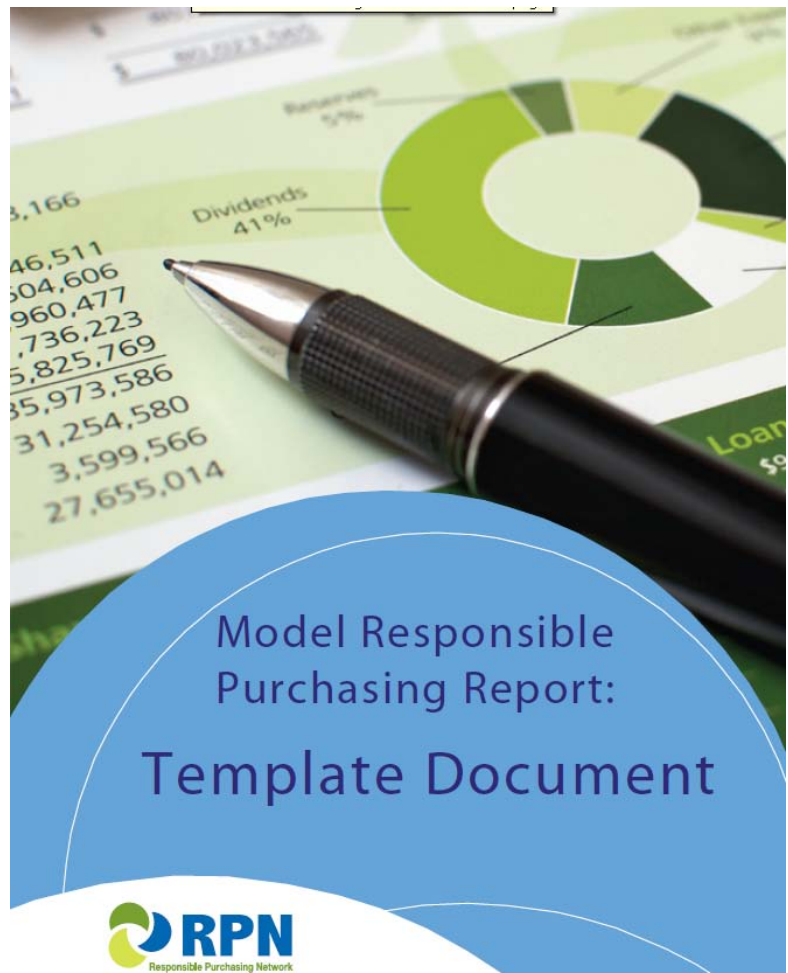
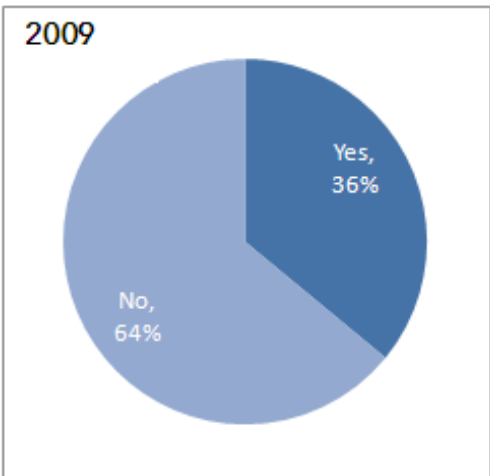
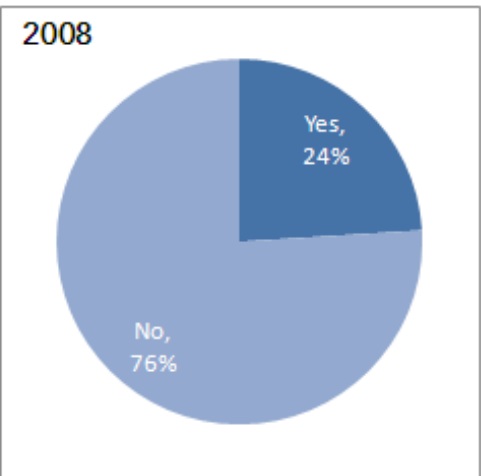


# Eco-Labels



# Model Responsible Purchasing Report

Does your organization publish a report on your green purchasing initiatives?  
Answers shown in percentages of respondents.



## Webinars

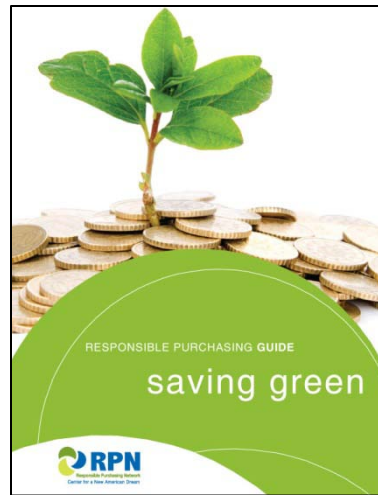
### Previous:

- RPN Trends Report
- ENERGY STAR Certifications Changes Q&A
- Tracking and Reporting



### In the works:

- Saving Green Guide
- CarbonFree Label
- Purchasing for LEED
- ... and many more!



## Forthcoming RPN Resources

### *Saving Green Guide*

### *LEED and Purchasing Reference Chart*

### Responsible purchasing webinars on:

- **Green Lighting Specifications**
- **Purchasing for Climate Protection Safer**
- **Safer Disinfecting Products/Practices**
- **Compostable Food Service Ware**
- **EPP Prioritization**
- **Making Rechargeable Batteries Work**
- **Sourcing Local and Sustainable Food**
- **Sweatshop-free Procurement**

... and more



## Survey

- **Focus specifically on Bay Area green purchasing**
- **Please fill out the question on today's evaluation form**
- **Thank you to everyone who has taken it so far!**





# Join RPN

**Because Every Purchase Matters.**

## **Membership Benefits:**

- ▶ **Model policies and specifications**
- ▶ **Green purchasing webinars**
- ▶ **Certified green products database**
- ▶ **Expert sustainability speakers**
- ▶ **Responsible Purchasing Awards**

## **Consulting Services:**

- ▶ **Custom green specifications**
- ▶ **Green purchasing policies**
- ▶ **Life Cycle Analyses**
- ▶ **Green office audits**
- ▶ **Cost-saving green practices**



Thank You!

**Phillip Kobernick**  
**1201 Martin Luther King Jr. Way**  
**Oakland, CA 94612**  
**510.547.5475**  
**phillip@newdream.org**