

# Responsible Purchasing Guide to Cleaners

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**Green Cleaners Webinar**  
**December 9, 2008**



# Social and Environmental Issues

Annual maintenance of buildings requires:

- ▶ 5 billion lbs of cleaning & coating chemicals
- ▶ 4.5 billion lbs of janitorial paper products
- ▶ 36 billion plastic trash can liners
- ▶ 20 million vacuum cleaners

-One Source

# Social Responsibility



- ▶ **Worker Health & Safety**
- ▶ **Vulnerable populations**

**6 out of 100 janitors are injured by the chemicals they use**

# Hazardous Substances

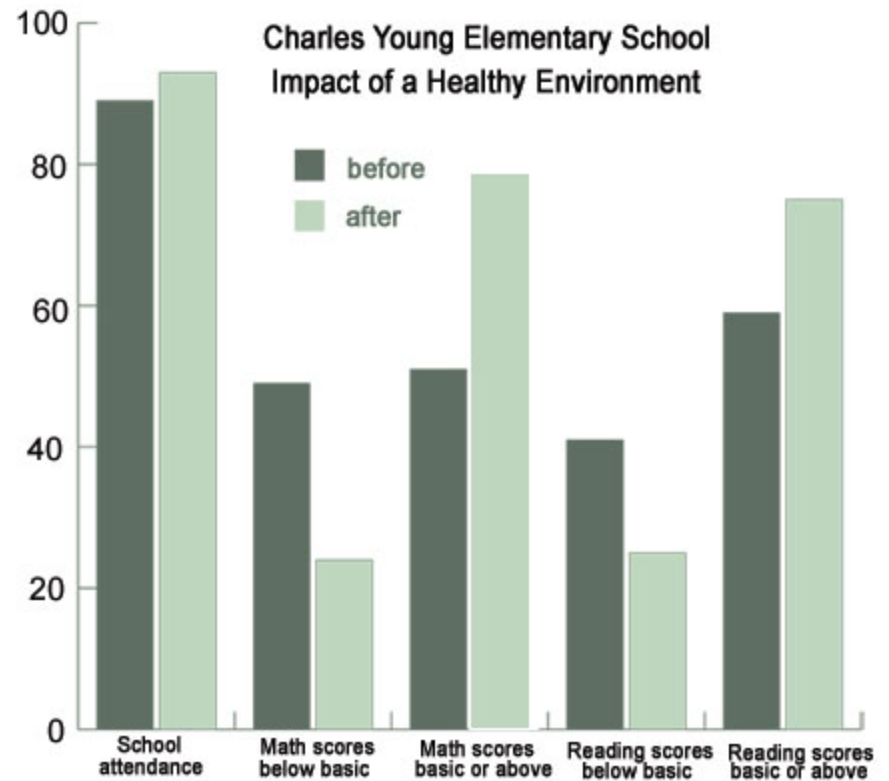
Many cleaners contain hazardous substances:

- ▶ Volatile Organic Compounds (VOCs)
- ▶ Corrosive Chemicals & Strong Irritants
- ▶ Fragrances
- ▶ Carcinogens
- ▶ Alkyphenol Ethoxylates (APEs)

# Air Quality

- ▶ Volatile Organic Compounds (VOCs)
- ▶ Health Risks
- ▶ Improved working and learning environments
- ▶ e.g. Charles Young Elementary School

Figure 2: Impact of Green Cleaners on Test Scores



Mc Morrow, 2002

# Water Quality

## Phosphates & Sodium

- ▶ Eutrophication
- ▶ 1 lb of phosphorous can fuel growth of nearly 700 lbs of algae!
- ▶ Bans on Phosphates
- ▶ High levels of salt effect soil & plant life
- ▶ Difficult to re-use water in a safe & affordable way



# Best Practices

- ▶ **Form a team**
- ▶ **Measure baseline**
- ▶ **Set goals**
- ▶ **Adopt a policy**
- ▶ **Evaluate standards & specifications**
- ▶ **Group contracts, e.g. U.S. Communities & ZEP**
- ▶ **Improve Practices**
  - **Streamline procurement processes**
  - **Improve employee training**
  - **Use better cleaning eqpmnt.**
  - **Clean by need, not schedule**
  - **Use recycled-content**
  - **Choose 3<sup>rd</sup> party certified, biobased products**
  - **Measure & Report Progress**

## JANITORIAL SUPPLIES CONTRACT

Solicited by County of Dallas, Texas

Contract Term: 2 years  
 Jan. 1, 2008 to Dec. 31, 2009  
 Extension: Ability to extend for 36 months .



[www.zep.com](http://www.zep.com)  
 Tel. No. (800) 972-4937  
 Fax. No. (404) 603-7742  
[uscommunities@zefpmfg.com](mailto:uscommunities@zefpmfg.com)

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### Contract Documents

- ◆ [Master Agreement No. 2007-118](#)
- ◆ [Master Agreement No. 2007-118 Attachment A](#)
- ◆ [Master Agreement No. 2007-118 Attachment B](#)
- ◆ [Master Agreement No. 2007-118 Price List](#)
- ◆ [Master Agreement No. 2007-118 Amendment](#)

### RFP Documents

- ◆ [Request For Proposal](#)
- ◆ [RFP Supplemental Documents](#)
- ◆ [RFP Posting Documents](#)

### RFP Posting Summary

No. of suppliers participated in the solicitation process:  
**141 invited; 3 responded; posted in the Internet**

- ◆ U.S. Communities: Upcoming Contract  
 Date Posted: July 30, 2007 to Aug 30, 2007

Username (email):  
  
 Password (forgot?):

Manufacturing  
 General Purpose Cleaner  
 Zep Manufacturing



een Seal and/or EcoLogo (see [Standards](#)), including degreasers, drains, hands, hard surfaces and other  
 The listings in this database are updated regularly, but  
 or the most updated list of certified products.

"Contracts" column are available on a U.S. Communities  
 PN update on July 9, 2008).

[Reset Display](#)

Product/Model	Standards	Contracts
Link Neutral Floor er	GS-37	U.S. Communities
Link Floor Finish	GS-40	U.S. Communities
Link Floor Stripper	GS-40	U.S. Communities
General Purpose Cleaner	Zep Manufacturing Multi-Clean Green	GS-37 U.S. Communities



# Cost, Quality and Supply

- ▶ Green cleaners are cost competitive & perform as well as conventional products
  - Increased worker performance and reduced liability
- ▶ Green Seal & EcoLogo require that green cleaners perform as well as conventional cleaners
  - Improved practices and technology
- ▶ The RPN database has over 1600 Green Seal, EcoLogo, DfE products

# Policies and Specifications

- ▶ Create & implement comprehensive green cleaning programs
- ▶ Model specs and policies:
  - New York Green Cleaning Law, 2005
  - Harvard University Specification for Green Cleaning Products, 2008

# Standards

## ISO Type I Ecolabels:



- ▶ Washington D.C. based nonprofit, independent standard setting organization



- ▶ Standards-based labeling system created by Environment Canada

# Standards cont.



- ▶ Design for the Environment (DfE) reviews ingredients and recommends safer alternatives



- ▶ ASTM International, standards development organization for commercial products, no verification



- ▶ GREENGUARD establishes indoor air standards for products and buildings, 3<sup>rd</sup> party testing



- ▶ LEED-EB Operations and Maintenance: earn 3 points by using certified Ecologo or Green Seal products

# Standards cont.

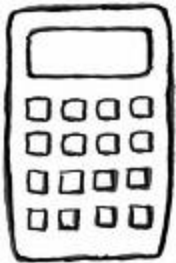


- ▶ NSF International, independent non-profit organization, certifies products & writes standards for manufacturers, 3<sup>rd</sup> party reviews of surfactant ingredients in cleaners, reviews products for aquatic toxicity & biodegradability



- ▶ Carpet and Rug Institute nonprofit industry assoc. of U.S. carpet makers; Seal of Approval identifies efficient spot removers & pre-spray cleaning products for carpets; Products must be Green Seal certified or DfE approved.

# Green Cleaning Pollution Prevention Calculator



Quantifies projected environmental benefits of purchasing & using “green” janitorial services & products

# Contact

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[www.ResponsiblePurchasing.org](http://www.ResponsiblePurchasing.org)