RPN New and Prospective Member Orientation & Sustainable Purchasing 101

January 19, 2011
Questions?

Submit questions by typing them into the Questions box in your Go2Webinar application and we will compile and answer them during Q & A at the end of the webinar.
Agenda

1) Welcome and Introduction
2) Sustainable Purchasing 101
3) RPN Resources
4) Membership Administration
5) Communications
6) Questions
Welcome and Introduction

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.”
RPN Members

>175 members

- State and local governments
- Federal agencies
- Colleges and universities
- School districts
- Faith-based organizations
- Non-profit organizations
- Businesses
Sustainable Purchasing 101

Alicia Culver
Responsible Purchasing Network

RPN Webinar • January 19, 2011

www.ResponsiblePurchasing.org
Overview

• What is sustainable procurement and why do it?

• What is “greenwashing”? What actions can you take to prevent it?

• What strategies can you use to set up an effective sustainable procurement program?
What are Environmentally Preferable Goods & Services?

“...products and services that have a lesser or reduced effect on human health and the environment when compared to competing products and services that serve the same purpose.”
EPP Simplified

EPP = Environment + Price + Performance
Sustainable Products are...

- Made with recycled content
- Highly energy efficient
- Designed to be long lasting
- Recyclable or compostable
- Made from renewable resources
- Less toxic than conventional goods
- Manufactured locally and responsibly
- Fairly traded
- Safely managed at the end of their life
Why Do Sustainable Purchasing?
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
Opportunities for Sustainable Purchasing

• Commodity contracts
• Service agreements
• Construction projects
• Purchase orders
• Credit cards
• E-procurement
Environmental Claims Increasing

- Eco-safe
- Environmentally friendly
- Earth friendly
- Earth smart
- Environmentally preferable
- Environmentally safe
- Essentially non-toxic
- Practically non-toxic
- Made with non-toxic ingredients
- Degradable
- Natural
- Environmentally safe
- CFC-free
- Ozone friendly
- Recyclable

Original Source: Kirsten Ritche, Gensler

According to the FTC: FALSE CLAIMS
7 “Sins” of Greenwashing

- **Fibbing**
  “Non-Toxic”

- **No Proof**
  “Just trust us”

- **Irrelevance**
  “CFC-Free”

- **Hidden Trade-Off**
  Compostable food containers with “Teflon” coating

- **Sin of Vagueness**
  “100% Natural”

- **Lesser of Two Evils**
  Organic cigarettes

- **Worshipping False Labels**
Manufacturer-created Eco-Labels
Manufacturer-created Eco-Labels

MATERIAL SAFETY DATA SHEET

SECTION 1 – CHEMICAL PRODUCT AND COMPANY IDENTIFICATION

Product Name: GOO GONE
Product Code: GG01, GG06, GG12, GG12C, GG12TB, GG12LN, GG12CNLN, GGP16A, GGP16CN, GG44, GG44TB, GG4472ST, GG447218, GG89, GG89AUST, GG89CN, GZ92, 1647, 1649, 1650, 175011480, 5011488, 77133
Supplier: MAGIC AMERICAN PRODUCTS
Address: 26901 CANNON ROAD, SUITE 190
BEDFORD HEIGHTS, OH 44146
Telephone: (800) 321-6330 M-F, 9-5 EST
Emergency: CHEMTREC 24 HR (800) 424-9300
Date: October 18, 2010

SECTION 2 – COMPOSITION, INFORMATION ON INGREDIENTS

<table>
<thead>
<tr>
<th>Ingredients</th>
<th>Percent</th>
<th>CAS #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distillates (petroleum), hydrotreated light</td>
<td>&lt; 95</td>
<td>64742-47-8</td>
</tr>
<tr>
<td>Tripropylene glycol methyl ether</td>
<td>1 – 10</td>
<td>25408-49-1</td>
</tr>
<tr>
<td>Citrus extracts blend</td>
<td>1 – 10</td>
<td>94266-47-4 / 8028-48-6</td>
</tr>
</tbody>
</table>
Retailer Eco-Labels
Multi-Attribute Certifications

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

Our Standards

Click here to view our criteria...
Single Attribute Certifications
Green Business Certification Programs
RPN Webinar: Sustainable Purchasing 101

e-Stewards
THE GLOBALLY RESPONSIBLE WAY TO RECYCLE YOUR ELECTRONICS

e-waste in Gulyu, China is often simply burned
resulting in severe pollution of ground, water, and air.

Latest News:
• Santa Clara County – Home of Silicon Valley now e-

Find an e-Stewards® Recycler

The Story of Electronics

www.ResponsiblePurchasing.org
Verification of Environmental Claims

CERTIFIED BIODEGRADABLE
SCS-BIO-01004
• Breaks down into carbon dioxide, basic minerals, and water

SCIENTIFIC CERTIFICATION SYSTEMS 1-800-ECO-FACTS

Sustainable Carpet
PLATINUM

SCS

Recycled Content
Minimum 75%
10% Post-consumer
65% Pre-consumer

SCS-0011

This product can be used to earn LEED MR Credits 4.1 and 4.2
Rating Systems

- US DOE/EPA ENERGY STAR Program
- EPEAT (green computer equipment)
- US EPA Design for the Environment (DfE) Program
- USDA BioPreferred
- EU RoHS Directive (Restriction of Hazardous Substances)
Consumer Reports’ Eco-Labels Center

Label search results

Label Report Card

1. However, the dolphin safe label is a partially certified claim since the NMFS only verifies tuna caught from a specific region and not all tuna that is labeled dolphin safe.

2. However, since the manufacturer can make the decision about labeling tuna when it is caught outside the verified region for dolphin safe, there can be conflict of interest.
Require Product Claims to be Verified

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

Specifically supports use of Green Seal and EPEAT

University of California Policy on Sustainable Practices
2.5 Use of Social and Environmental Product or Service Labels

City employees are encouraged to use independent, third-party social and/or environmental (eco) product or service label standards when writing specifications for, or procuring materials, products, or services, so long as such labels:

- Were developed and awarded by an impartial third-party;
- Were developed in a public, transparent, and broad stakeholder process; and
- Represent specific and meaningful leadership criteria for that product or service category.

City of Portland, OR Sustainable Procurement Policy
Multi-attribute Specifications: Green Lighting Equipment

- Energy efficiency
- Waste prevention (long life)
- Toxicity reduction (mercury, lead)
- Light quality
- Recycling ("takeback")

CA and MN adopted green lighting specs
Multi-attribute Specifications:
Green Cleaning Products

- Green Seal- or EcoLogo-certified cleaners
- Asthma-safe disinfectants
- Metered dilution system (to reduce exposure and save money)
- Pilot test, if possible
- Training and service
Shades of Green
How Much...

- Recycled content
- Bio-based content
- Mercury content (in fluorescent lamps)
- Energy or water consumption
Strategy: Block “Red Flag” Products

- Hazardous ingredients
- Poor energy efficiency
- Wasteful (disposable)
- Unsustainable production
Strategy: Institutionalize

• Don’t try to do it on your own.
• Get top level support
• Assemble a “Green Team”
• Establish communication and outreach strategies
• Adopt sustainable purchasing policy and/or administrative guidelines

See 10 Steps to Starting a Sustainable Purchasing Program on RPN website)
Strategy: Prioritize

• 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/create local jobs
Strategy: Cooperative Purchasing

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

BASIC CONTACT INFORMATION - LEAD STATE

<table>
<thead>
<tr>
<th>Affiliation:</th>
<th>WSCA</th>
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<tr>
<td>Lead State:</td>
<td>Oregon</td>
</tr>
<tr>
<td>Lead State Contract Number:</td>
<td>182-0031-5</td>
</tr>
<tr>
<td>Contact person:</td>
<td>Pam Johnson</td>
</tr>
<tr>
<td>Phone:</td>
<td>(503) 378-4731</td>
</tr>
<tr>
<td>Fax:</td>
<td>(503) 373-1626</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:pam.johnson@state.or.us">pam.johnson@state.or.us</a></td>
</tr>
</tbody>
</table>

LINK TO LEAD STATE WEBSITE

www.ResponsiblePurchasing.org

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.

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 NEW! WHAT’S NEXT!

U.S. Communities & Responsible Purchasing Network Partner to Promote Green Products on Cooperative Contracts. What do you get when you combine aggregated buying power 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...
Strategy: Publicize Sustainable Products Offered on Your Contracts

RPN Webinar: Sustainable Purchasing 101

Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts
Operational Services Division

www.ResponsiblePurchasing.org
Beyond Waste

What is Environmentally Preferable Purchasing?

Environmentally preferable purchasing (EPP), also known as green or responsible purchasing, is the procurement of goods and services that cause less harm to humans and the environment than competing goods and services that serve the same purpose.

This comparison may consider raw materials acquisition, production, manufacturing, packaging, distribution, reuse, operation, maintenance or disposal of the product or service.

Benefits

With each purchasing decision, state agencies, local jurisdictions, colleges and universities, and nonprofit organizations can take action to improve the quality of life in Washington. By choosing responsibly, we can make a difference on issues like climate change and economic development.

Beyond Waste home > How to and Examples > Environmentally Preferable Purchasing
Strategy: EPP Administrative Guidelines

All Purpose Cleaning Products

Goal: To reduce or eliminate the use of toxic cleaning chemicals.

- All purpose cleaning products include window cleaners, carpet cleaners, hand soaps, and disinfectants. According to the U.S. Environmental Protection Agency (EPA), custodial staff are most vulnerable to the health risks posed by these cleaning products since they have the highest level of exposure.

- EPA cites the Green Seal published by Green Seal, in 1998, for the health problems associated with cleaning chemistries. These include reproductive disorders, organ damage, permanent eye damage, asthma and other respiratory ailments, headaches, dizziness, and cancer.

- Chemicals used for cleaning evaporate into the air, where they can be inhaled, or they are flushed down the drain and enter the environment.

- Standards: Toxicological data is not available for many chemicals found in cleaning products. Most surface disinfectants used to wipe-down cleaning products often do not list proprietary and inert ingredients. As a result, some standard-setting organizations rate products as "green," even when the toxicology of some of the ingredients is unknown.

- Ecology recommends products certified by Green Seal, Canada’s Ecologics, and those recognized by EPA’s Design for the Environment (DfE). DfE recognizes products and processes using fewer chemical formulations.

- Ecology also encourages agencies to promote the use of safer chemical alternatives. Global standards such as Europe’s ‘Equator,’ Evolutionary Evaluation, Authorizations, and Restrictions of Chemical Substances (REACH), place more responsibility on manufacturers to manage the risks associated with their products.

How to Buy Western States Contracting Alliance (WSCA) National Cleaning Contract 2011-17

- Call the vendors to verify products with DfE recognition.

Leading the Way – Western States Contracting Alliance

The new Material Cleaning Contract managed by the State of Oregon for the Western States Contracting Alliance (WSCA) offers safer cleaning products than in the past.

- Both Windex and Concrobium have products certified by Green Seal or recognized by DfE.

- These products are no more expensive than conventional products according to sales representatives for both companies.
Strategy: Direct Suppliers to...

• Add “green” products to their “core” list
• Clearly label products that meet YOUR EPP criteria
• 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
• Conduct training and outreach
Thank You!

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RPN Resources and Membership Information

Phillip Kobernick
RPN Manager

January 19, 2011
Questions?

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Agenda

1) RPN Resources
2) RPN Membership Administration/Tips for New Members
3) How to Join
Product Categories:

- Bottled Water
- 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
Office Electronics: Overview

Welcome to the Responsible Purchasing Guide for Office Electronics. This Guide provides information and recommendations on responsible use, purchasing, and disposal of printers, copiers, fax machines, scanners, and multifunction devices (MFDs).

Below we provide an overview of each section of the Guide: Social & Environmental Issues; Best Practices; Cost, Quality & Supply; Policies; Specifications; Standards; Products; Handy Facts; Definitions; and Credits & Endnotes.

Creating and exchanging documents is a function shared by all businesses, government agencies, and other organizations of all sizes and geographic locations. Document technologies have changed, but office electronics (printers, copiers, fax machines, scanners, multi-function devices, mailing machines, power adapters and others) will continue to be a significant part of any office for the foreseeable future.

Over the past decade, there have been significant shifts in the practices and technologies used by organizations to create and exchange documents:

- The costs of printing and document management are staggering. These costs account for up to 10% of an organization’s annual revenues (Hawkins, 2007) even though, according to some industry estimates, office paper use nationwide has been on a slight decline in recent years (Ringquist, 2006). Some organizations still project increases in office paper use. For example, the Federal Government expects continued growth in paper consumption through 2020 (The Federal Network for
Office Electronics: Social & Environmental

Office electronics have a range of social and environmental impacts, including energy use, hazardous substances, waste, and air quality. By choosing more environmentally preferable equipment, institutions can decrease the energy use of imaging equipment by up to 60%, reduce pollution and risks to human health, minimize waste, and improve indoor air quality.


Energy

According to the U.S. Energy Information Administration, electronic equipment is responsible for up to 26% of energy use in a typical office building (The Cadmus Group, 2007). Using equipment with ENERGY STAR power management features is an easy way to reduce energy consumption. ENERGY STAR-labeled equipment enters an energy-saving “sleep” mode after a defined period of inactivity, maintaining functionality on low power when not in full use. Time spent in low-power mode helps equipment run cooler and last longer, saving on air conditioning and maintenance costs. In certain products, ENERGY STAR registered equipment uses 90% less electricity than conventional models.

Unplugging electronic equipment at the end of each day eliminates standby or “vampire” electricity use. The US Department of Energy estimates that five to 10 percent of electricity used in this country is used for standby power, adding up to as much as $10 billion per year in extra energy costs. A more convenient way to avoid these extra costs is to turn off power strips—although the power strips themselves can use a small amount of electricity, even when turned off. Power strips exist that automatically shut down on a set schedule, avoiding the need to manually shut them down each day.
RPN Webinar: Sustainable Purchasing 101

Office Electronics: Best Practices

This section highlights best practices for developing, implementing, and monitoring a successful responsible electronic equipment purchasing program. Core practices include: form a balanced stakeholder team; measure baseline inventory and impacts; choose the best equipment mix; decide on the acquisition method; set goals; adopt a policy; evaluate standards and specifications; improve practices; and measure progress.

Form a Team

The first step is to assemble a balanced range of stakeholders to work on the issue, including: procurement staff involved in ordering equipment, supplies, and paper; information technology staff; management; end users; environmental consultants and/or advocates; and other interested staff as appropriate. Together, the team should decide on and implement plans regarding the procurement and use of electronic equipment, including a plan for measuring and reporting results.

Baseline Data

Gather baseline data on inventory, consumption, cost, and human and environmental impacts related to electronics procurement. Data should include:

- Imaging equipment currently in use
- Number of prints and copies produced by each piece of equipment
- True cost and environmental impact of each piece of equipment, measured in terms of:
  - Equipment cost or lease rate
Office Electronics: Cost, Quality & Supply

Environmentally preferable electronic equipment is comparable in cost, quality, and supply to models without such features. In many instances, duplex (i.e. 2-sided) printing and ENERGY STAR power management functions come standard. Even if a cheaper model without such features is available, environmentally preferable functions pay for themselves through savings on staff time, maintenance, energy, consumables, and paper.

Cost

Environmentally preferable electronic equipment generally costs no more than models without environmental attributes. It is even possible to save money by purchasing environmentally preferable imaging equipment. For example, in its 2005 bid, the State of California reduced its costs for new copiers while incorporating many environmental criteria (SoC, 2006). Duplex units are standard on many printers and copiers, and double-sided printing can reduce office paper needs by up to 40 percent. Washington County, Minnesota - with two printers and 70 employees - saved over 10,000 sheets of paper and $57 in paper costs the first year they implemented duplexing (MOWAMCB, 2002a).

Similarly, ENERGY STAR registered equipment is up to 90 percent more efficient than models without energy management controls, thereby decreasing energy costs and prolonging the life of equipment.
Office Electronics: Policies

Many responsible purchasing efforts start with policies. Policies for purchasing printers, copiers, fax machines, scanners, and MFDs typically outline the importance of buying environmentally preferable imaging equipment, identify desired human health and environmental product attributes, and require procurement of ENERGY STAR qualified products.

Documents on this page require Acrobat Reader software.

Model Policy

Alameda County, CA, Environmentally Preferable Purchasing Model Policy, 2006
This overarching yet succinct policy covers a full range of products including imaging equipment, with specifications for remanufactured toner cartridges (paragraph 3.1.2), producer equipment take-back (3.1.9), equipment compatibility with recycled paper and cartridges (3.2.2), and equipment energy efficiency (3.3.4).

More Sample Policies

Click on a policy to read more about it and download a pdf copy.

Federal

The White House, Executive Order 13514, 2009
Federal Leadership in Environmental, Energy, and Economic Performance requires that federal agencies prioritize *employing environmentally sound practices with respect to the agency’s disposition of all
Office Electronics: Specifications

Establishing a responsible imaging equipment policy demonstrates a commitment to buying better printers, copiers, fax machines, scanners, and MFDs. But with or without a policy, environmental attributes must be incorporated into procurement specifications.

Documents on this page require Acrobat Reader software.

State

Commonwealth of Massachusetts, Photocopiers, Printers, Facsimile/Multifunctional Equipment Supplies and Services, 2003

This detailed and comprehensive request for bids contains specifications for copiers, printers, faxes, and toner cartridges with preference for: remanufactured equipment and consumables; energy efficiency; reduced packaging; compatibility with recycled paper; end-of-life management; reduced toxics; emissions control; and environmental plans from bidders. Specs are on these pages: p. 35 for copiers, p. 78 for printers, p. 113 for fax machines, and p. 137 for toner cartridges.

State of Michigan, Master Contract for the Lease of Output Services and Limited Services, 2009

Leasing contract that covers digital copiers, faxes, scanners, printers, and multi-functional office devices (MFD) (individually and collectively, “Equipment”) on a cost per image (CPI) basis for all State of Michigan departments and agencies. Contains provisions for: ENERGY STAR and EPEAT Silver or higher...
Office Electronics: Standards

In this section we discuss and compare standards for imaging equipment. ENERGY STAR and EcoLogo are the two leading standards for responsible printers, copiers, faxes, scanners, and MFDs. EPEAT will be releasing its standards for imaging equipment and televisions in 2011, at which point it will become another leading environmental standard. GREENGUARD has certification criteria for imaging equipment but currently no products are certified to this standard.

Download the Standards Comparison Chart (.xls) to compare how the ENERGY STAR, EcoLogo, and GREENGUARD certifications address a variety of social, environmental and performance criteria.

ENERGY STAR

ENERGY STAR, a partnership between the U.S. Environmental Protection Agency and Department of Energy, rates products based on energy use during operation. Over fifty product categories are included in ENERGY STAR, each with a unique rating methodology based on the amount of energy used for product functions. Imaging equipment covered by ENERGY STAR includes: copiers, printers, fax machines, scanners, MFDs, mailing machines, and power adapters. To date, the standards have focused on low-power and standby power modes. Revised ENERGY STAR criteria for imaging equipment were released in early 2007 and included efficiency requirements for active power modes. This standard uses two different approaches to address the energy consumption of imaging equipment. The Typical Energy Consumption method (TEC) analyzes full duty cycle for standard-sized equipment. The Operational Mode (OM) approach focuses on energy consumption in
Office Electronics: Products

This database includes over one thousand ENERGY STAR and EcoLogo registered copiers, printers, faxes, scanners, and MFDs, mailing machines, and power adapters. Listings are updated regularly, but please check directly with certifying agencies to verify product registration status.

> Download an Excel file of this listing (last RPN update on July 6, 2009).

Search these results:

Search by Type:

[Select One] Go

1 2 3 4 5 »

« see all results (page 1 of 86)

<table>
<thead>
<tr>
<th>Type</th>
<th>Manufacturer</th>
<th>Product/Model</th>
<th>Standards</th>
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<tbody>
<tr>
<td>Scanners</td>
<td>Avision</td>
<td>300400011</td>
<td>ENERGY STAR</td>
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<tr>
<td>Scanners</td>
<td>Avision</td>
<td>300500003</td>
<td>ENERGY STAR</td>
</tr>
</tbody>
</table>
Calculators

• RPN created calculators for: reman toners, bottled water, vehicles

• Other calculators such as 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 CO2e, 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: 10,000

Cost of Tap Water per Gallon ($ per gallon): 0.002

(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): 1.50

**Impact**

- Total Water Drank: 1,563 gallons
- Extra Water Required for Production and Purification: 3,125 gallons
- Energy Required for Manufacturing: 1,006 megajoules
- Oil Required to Produce the Plastic Bottle(s): 248 gallons
- CO2e to Manufacture Plastic Bottle(s): 1,875 pounds

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

Lifecycle Environmental Impact
The following is a breakdown of the environmental impact of your choices for different grades of paper.

<table>
<thead>
<tr>
<th>Recalculate</th>
<th>Baseline Paper</th>
<th>100% Recycled Paper</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Paper</strong></td>
<td>Uncoated Freesheet (e.g. c)</td>
<td>Uncoated Freesheet (e.g. c)</td>
</tr>
<tr>
<td><strong>Quantity per year</strong></td>
<td>1000 Pounds</td>
<td>1000 Pounds</td>
</tr>
<tr>
<td><strong>% Postconsumer</strong></td>
<td>0</td>
<td>100</td>
</tr>
<tr>
<td><strong>Wood Use</strong></td>
<td>2 tons</td>
<td>0 tons</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2 tons less</td>
</tr>
<tr>
<td><strong>Net Energy</strong></td>
<td>15 million BTU’s</td>
<td>11 million BTU’s</td>
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<tr>
<td></td>
<td></td>
<td>4 million BTU’s less</td>
</tr>
<tr>
<td><strong>Greenhouse Gases</strong></td>
<td>2,941 lbs CO₂ equiv.</td>
<td>1,711 lbs CO₂ equiv.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1,230 lbs CO₂ equiv. less</td>
</tr>
<tr>
<td><strong>Wastewater</strong></td>
<td>11,109 gallons</td>
<td>5,186 gallons</td>
</tr>
<tr>
<td></td>
<td></td>
<td>5,924 gallons less</td>
</tr>
<tr>
<td><strong>Solid Waste</strong></td>
<td>954 pounds</td>
<td>595 pounds</td>
</tr>
<tr>
<td></td>
<td></td>
<td>360 pounds less</td>
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</tbody>
</table>

The Baseline Paper uses 2 tons, the equivalent of about 13 trees
100% Recycled Paper would use/produce 2 tons less, the equivalent of about 13 fewer trees
Case Studies

City of Portland, OR

• Saved $335,000 in electricity costs per year
Other Publications

• Purchasing for Climate Protection Factsheet
• Cooperative Contracts Factsheet
• Annual Responsible Purchasing Trends Reports
• Model Responsible Purchasing Report
## Responsible Purchasing Trends

### Recognized/Used Standards, Eco-labels & Certifications

<table>
<thead>
<tr>
<th>Standard/Certification</th>
<th>Recognized / Used</th>
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<tbody>
<tr>
<td>ENERGY STAR</td>
<td>99% / 94%</td>
</tr>
<tr>
<td>LEED</td>
<td>97% / 85%</td>
</tr>
<tr>
<td>Green Seal</td>
<td>95% / 76%</td>
</tr>
<tr>
<td>EPEAT</td>
<td>89% / 69%</td>
</tr>
<tr>
<td>EcoLogo (Environmental Choice)</td>
<td>88% / 55%</td>
</tr>
<tr>
<td>Fair Trade Certified</td>
<td>88% / 36%</td>
</tr>
<tr>
<td>USDA Organic</td>
<td>86% / 46%</td>
</tr>
<tr>
<td>FSC (Forest Stewardship Council)</td>
<td>84% / 62%</td>
</tr>
<tr>
<td>EnergyGuide</td>
<td>79% / 51%</td>
</tr>
<tr>
<td>CRI Green Label</td>
<td>78% / 42%</td>
</tr>
<tr>
<td>CFPA (Chlorine-Free Products Association)</td>
<td>76% / 32%</td>
</tr>
</tbody>
</table>
Model Responsible Purchasing Report

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

2008
- Yes, 24%
- No, 76%

2009
- Yes, 36%
- No, 64%

Template Document
Other Publications
Webinars

Previous:

• Purchasing for Climate Protection
• RPN Trends Report
• ENERGY STAR Certifications Changes Q&A
• Tracking and Reporting

In the works:

• Compostable Serviceware
• Saving Green Guide
• Purchasing for LEED
• … and many more!

www.ResponsiblePurchasing.org
Procurement practices often have global implications. Nowhere is this clearer than in measuring and reducing the greenhouse gas (GHG) emissions associated with the products we buy.

Alicia Culver, RPN Director, discussed how your organization’s purchasing policy and practices can help meet your climate protection goals. Alicia also highlighted key product categories that can substantially reduce energy and GHG emissions while also saving money.

Dare Wenzler, Director of Business Development at Carbonfund.org, described their new CarbonFree eco-label, which is the first certification for carbon-neutral products in the United States. Carbonfund.org provides carbon offsets to individuals, businesses, and organizations to reduce and offset their climate impact.

This webinar recording will help purchasing agents and policy-makers who are seeking to reduce their organization’s carbon footprint as well as their budget.
Other Member Benefits

- Job Postings (email info@responsiblepurchasing.org)
- Member News
- RPN Member Logo
- Member Certificate and “Eco-Purchasing”
Membership Administration

Member Profile

• Allows for interaction and communication between RPN members via Member Directory
Responsible Purchasing Network (RPN) is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. Our membership program and consulting services provide institutional purchasers with cutting edge procurement tools and resources designed to save money, conserve resources, reduce waste, and improve efficiency. To learn about membership benefits and consulting services, please click here.

RPN Highlights

Register Today for RPN’s Upcoming Webinar on Jan. 19!
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RPN is Expanding!
To better serve you, RPN is teaming up with the staff of the Green Purchasing Institute (GPI), another organization that has been providing technical support directly to states, local governments, school districts and other nonprofit organizations on a wide array of sustainable purchasing initiatives since 2004.
My RPN Member Profile

Your member profile helps you network with other RPN members. Share your interests and expertise by completing your profile and then browse the Member Directory to find others with common interests.

See our Privacy Policy

Contact Information

Check/Uncheck all share boxes: ☐

First Name: Phillip
Last Name: Kobernick
Email: phillip@newdream.org
Website: www.responsiblepurchasing.org

Phone Number: (501) 547-5475
Fax Number: 
Username/Password: Edit My Username/Password
Membership Administration

Affiliate Membership

• Everyone in your organization has access to your RPN membership!
• Use unique affiliate link sent via e-mail
• If link is lost, e-mail membership@responsiblepurchasing.org
RPN Webinar: Sustainable Purchasing 101

Affiliate Member Enrollment

Use this form to enroll as an Affiliate Member and subscribe to our e-newsletter. Once enrolled, you will receive a username and password, allowing you access to our Discussion Forums, Purchasing Guides, Product Database, Member Directory, and more.

If you are already registered with our website (i.e. you have a username and password but you have not yet enrolled as a Member), login here to prefill information from your current user profile.

Note: * denotes required field

<table>
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<table>
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<tr>
<th>Contact Information</th>
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<tr>
<td>First Name:*</td>
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<tr>
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</tr>
<tr>
<td>Your Title:*</td>
</tr>
<tr>
<td>Organization:*</td>
</tr>
</tbody>
</table>
Membership Administration

Member Directory

• Allows you to connect with other RPN members interested in green procurement
• Accessible ONLY by RPN members
• Advanced search
Responsible Purchasing Network (RPN) is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. Our membership program and consulting services provide institutional purchasers with cutting edge management tools and resources designed to save money, reduce waste, and improve efficiency. To learn more about membership benefits and consulting services, please click here.

Sponsor a membership
Green your corner of the world—sponsor an RPN membership for your school, church, or local government. Download form (pdf, doc)

RPN Highlights

Join us January 21st for an RPN New and Prospective Member webinar
Whether your organization has recently joined RPN or is considering membership, please join us for our New and Prospective Member Orientation and learn how to get the most out of your RPN membership. More

Center for a New American Dream and RPN Receive Green Business Certification
Montgomery County, Maryland awarded the Center for a New American Dream their new Green Business Certification. A press conference held December 16 showcased the inaugural group of 11 organizations operating in
# RPN Webinar: Sustainable Purchasing 101

## Membership Administration

### Member Directory

Search by state (enter a two-letter state abbreviation): 

Or you can use our Advanced Search.

Browse All Members 76-100 of 630

Pages: << <= 1 2 3 4 5 6 7 8 9 10 11 12 13 14 >>

<table>
<thead>
<tr>
<th>Organization</th>
<th>State</th>
<th>Name</th>
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<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Bert Wenzel</td>
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<td>CA</td>
<td>Piper Miguellorgey</td>
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<td>Cambridge Health Alliance</td>
<td>MA</td>
<td>John Sullivan</td>
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<td>Cameron-Cole, LLC</td>
<td>NY</td>
<td>Eric Meihlhoff</td>
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<td>cannedwater4kids inc.</td>
<td>WI</td>
<td>Gregory Stromberg</td>
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<td>Catholic Relief Services</td>
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<td>Jacqueline DeCarlo</td>
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<td>Charter School Institute</td>
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<td>Zena Trujillo</td>
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<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Alison Von Stein</td>
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<td>Roy Rivers</td>
</tr>
<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Mick Osborne</td>
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</tbody>
</table>
Membership Administration

Member Directory - Search

Search the RPN Member Directory

Use any combination of the fields below to search our member directory.

Name (first/last):

**Note:** please add a \ before an apostrophe in a person's name

Organization:

City:

State:

Zip: Everywhere or (zip code)

Country:

Click your mouse while pressing the control button on your keyboard to select multiple interests

**Product Interests:**
- Carpet
- Cleaners
- Computers
- Electricity
- Fleet Vehicles
- Janitorial Supplies
- Lighting
- Office Electronics
- Paint
- Paper

**General Procurement Interests:**
# How to Join/Dues

## Annual Membership Dues (1/2/3 year rate)

<table>
<thead>
<tr>
<th></th>
<th>1 year</th>
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<td>$500</td>
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<td>(based on population)</td>
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<tr>
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<tr>
<td>More than 5 million</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
</tr>
<tr>
<td><strong>Municipal Agency</strong></td>
<td>$250</td>
<td>$475</td>
<td>$675</td>
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<tr>
<td>(based on population)</td>
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<tr>
<td>15,000 or less</td>
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<tr>
<td>15,001-250,000</td>
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<td>$665</td>
<td>$945</td>
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<tr>
<td>More than 250,000</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
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<tr>
<td><strong>Educational Institution</strong></td>
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<td>$475</td>
<td>$675</td>
</tr>
<tr>
<td>(based on student population)</td>
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<tr>
<td>5,000 or less</td>
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<td></td>
<td></td>
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<tr>
<td>More than 5,000</td>
<td>$500</td>
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<td><strong>Business Membership</strong></td>
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<tr>
<td>(based on annual sales)</td>
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<tr>
<td>Less than $10 million</td>
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<tr>
<td>$10 million - $100 million</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
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<tr>
<td>$101 million - $1 billion</td>
<td>$700</td>
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<td>$1,890</td>
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<td>More than $1 billion</td>
<td>$1,500</td>
<td>$2,850</td>
<td>$4,050</td>
</tr>
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</table>

## Membership Pledge

(Please sign below. Commitment to the RPN pledge is required.)

“I pledge that my organization will strive to use its purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.”

Your signature ____________________________

Date ____________________________

## Method of Payment

- [ ] Check*
- [ ] Credit Card
- [ ] Money Order*

* Checks and money orders must be made payable to: The Responsible Purchasing Network

Name ____________________________

Credit Card Number ____________________________

Expiration Date (month, year) ______________

Billing Address ____________________________

City ____________________________ Zip __________

State ____________________________

Signature ____________________________

[www.ResponsiblePurchasing.org](http://www.ResponsiblePurchasing.org)
Thank You!

Phillip Kobernick
1201 Martin Luther King Jr Way
Oakland, CA 94612
510.547.5475

phillip@responsiblepurchasing.org
Stay Connected to RPN

Christina Hug,
RPN Marketing Manager
RPN Webinar: Sustainable Purchasing 101

Responsible Purchasing Webinars
Join one of our RPN webinars to learn more about the latest ideas, initiatives and best practices for a wealth of procurement topics.

Advanced Green Purchasing Through the Use of Trusted Ecolabels
Jan. 20, 2011 11 AM -12:30 PM (PST)

Request a Speaker
Would you like to have a speaker from RPN at your event? Click here to use our simple request form.

Western Sustainability and Pollution Prevention Network
Arizona, California, Hawaii, Nevada, Tribal Lands, Trust Territories

www.ResponsiblePurchasing.org
RPN Webinar: Sustainable Purchasing 101

www.facebook.com/responsiblepurchasing

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www.linkedin.com/groups?about=&gid=3734762&trk=anet_ug_grppro

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Tracking and Reporting Responsible Purchasing Webinar Now Available for Download
The presentation slides and video recording to RPN’s most popular Webinar are now available for download. Learn how your organization can better track its socially responsible and environmentally preferable purchasing. More

RPN Model Responsible Purchasing Report Now Available
The RPN Model Responsible Purchasing Report is now available to download for RPN members. This report helps purchasers track their responsible purchasing and create their own responsible purchasing report. More

ENERGY STAR Q&A Webinar Recording and Slides Now Available
The Webinar, featuring Maria Vargas of ENERGY STAR, presented new changes in the certification program and included a thorough Q&A. More

Look Who’s Joined RPN
The City Of Edmonton
MD Dept. Of Natural Resources
State Of Iowa
View All Members

Login
Username (email):
Password (forgot?):
Create Account
Can’t find what you’re looking for? Try the search box below:

Follow us:

RPN is a project of Social and Environmental Entrepreneurs

www.ResponsiblePurchasing.org
Thank You!

Christina Hug

1201 Martin Luther King Jr Way
Oakland, CA 94612
510.547.5475

christina@responsiblepurchasing.org
Join RPN
Because Every Purchase Matters.

<table>
<thead>
<tr>
<th>Membership Benefits:</th>
<th>Consulting Services:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model policies and specifications</td>
<td>Custom green specifications</td>
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<tr>
<td>Green purchasing webinars</td>
<td>Green purchasing policies</td>
</tr>
<tr>
<td>Certified green products database</td>
<td>Life Cycle Analyses</td>
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<tr>
<td>Expert sustainability speakers</td>
<td>Green office audits</td>
</tr>
<tr>
<td>Responsible Purchasing Awards</td>
<td>Cost-saving green practices</td>
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</table>

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