RPN New and Prospective Member Orientation
& Sustainable Purchasing 101

January 18, 2012

www.ResponsiblePurchasing.org
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) How to Avoid “Greenwashing”
3) Sustainable Purchasing 101
4) RPN Resources
5) Membership Administration
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

International Network

- State and local governments
- Federal agencies
- Colleges and universities
- School districts
- Businesses
- Non-profit organizations
- Faith-based organizations
Avoiding Greenwashing Through the Use of Trusted Eco-Labels

Phillip Kobernick
RPN Manager

January 18, 2012
Environmental Claims Increasing

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

According to the FTC: FALSE CLAIMS

Original Source: Kirsten Ritche, Gensler
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 “Green” Claims

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, 17
5011480, 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; 5%</td>
<td>64742-47-8</td>
</tr>
<tr>
<td>Tripropylene glycol methyl ether</td>
<td>1 – 10%</td>
<td>25498-49-1</td>
</tr>
<tr>
<td>Citrus extracts blend</td>
<td>1 – 10%</td>
<td>94266-47-4 / 8028-48-6</td>
</tr>
</tbody>
</table>

The Power of Citrus
Made with a special combination of Citrus Power and scientific technology, Goo Gone safely removes any mess.

www.ResponsiblePurchasing.org
Retailer-created Ecolabels
Multi-Attribute Certifications


- Click here to view our criteria...
Single Attribute Certifications

www.ResponsiblePurchasing.org
Green Product Rating Systems

- US DOE/EPA ENERGY STAR Program (energy-efficient appliances, office and lighting equipment)

- Electronic Products Environmental Assessment Tool (EPEAT) (“green” computer equipment)

- US EPA Design for the Environment (DfE) Program (low-toxicity cleaners)
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.”

Source: University of California Policy on Sustainable Practices
Green Business Certification Programs

Eco-Logical Business Program
Sponsored by the Pollution Prevention Outreach (P20) Team of the Portland, Oregon Metropolitan Area

GREEN SHIELD CERTIFIED™
ecowise CERTIFIED
California Green Lodging Program
Montgomery County, MD Green Business Certification Program

www.ResponsiblePurchasing.org
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
Sustainable Purchasing 101

Alicia Culver
Responsible Purchasing Network

RPN Webinar • January 18, 2012
Overview

• What is sustainable procurement and why do it?

• What strategies can you use to set up an effective sustainable procurement program?
Sustainable Procurement Policy Goals

“…minimize negative impacts on human health and environment while supporting a diverse, equitable, and vibrant community and economy…”

City of Tacoma, WA Resolution No. 38248
Unsustainable Products

- Hazardous ingredients
- Poor energy, fuel or water efficiency
- Wasteful (rapidly disposable, little or no recycled content, difficult to recycle)
- Unsustainable production, use, transportation, and disposal impacts
Why **Sustainable** Procurement is an Important Strategy

- “Leading by Example”
- “Proving Ground” for sustainable products
- Strengthening markets
- Rewards product redesign → market transformation
- Cleans up the supply chain
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
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.”
Why Buy Green Products?

Progress towards:

- Reducing air and water pollution
- Meeting climate protection and “zero waste” goals
- Minimizing toxic chemical releases and exposures
- Creating “green” jobs
- Earning green building credits
- SAVING MONEY
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 significant COST SAVINGS? No more repetitive paper towel purchases or labor costs to run a paper towel dispenser. No more cleaning up the towel mess or servicing the paper towels.

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

<table>
<thead>
<tr>
<th>Number of Cases of Paper Towels Used Annually</th>
<th>Cost per Case Delivered (Include Freight and tax) (Typically $15.00 - $25.00/case)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Towels per Case For example: 2,400/case for C-fold towels</td>
<td>4,000/case for Multi-fold towels, 4,800 linear ft/case for Roll Towels</td>
</tr>
<tr>
<td>Your KWH Rate (Typically $0.10 per KWH)</td>
<td>Total Paper Towel Costs per Year 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.)</td>
</tr>
</tbody>
</table>

TOTAL COST OF USING PAPER TOWELS PER YEAR

HAND DRYER COSTS

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

CALCULATE YOUR PAYBACK

| Cost of Each Dryer | Installation Cost (Typically $50 - $125/dryer) |
| Number of Hand Dryers Purchased (See Note Below) |

www.ResponsiblePurchasing.org
King County **Green**

**Purchases and Savings**

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

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2010 Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggregates</td>
<td>$300,000</td>
</tr>
<tr>
<td>Tire Retreading</td>
<td>$264,578</td>
</tr>
<tr>
<td>Toner Cartridges</td>
<td>$222,830</td>
</tr>
<tr>
<td>Green Cleaners</td>
<td>$132,735</td>
</tr>
<tr>
<td>Motor Oil</td>
<td>$61,004</td>
</tr>
<tr>
<td>Antifreeze</td>
<td>$17,175</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$998,322</strong></td>
</tr>
</tbody>
</table>
Toner and Ink Cartridges

- Remanufactured toner and ink cartridges cost 30-60% less per copy than “virgin” cartridges
  - Need strict performance standards
  - Can support local jobs
- Requiring vendors to take-back empties can reduce disposal costs (& result in rebates)
- High-yield (XL) toner and ink cartridges reduce replacement costs and transportation impacts
ENERGY STAR-rated LED Lamps

- Energy-efficient (75% more efficient than incandescents)
- Long life (15X longer than incandescents; >25,000 hours rated life)
- Mercury-free (unlike CFLs)

Qualified list: www.energystar.gov

US DOE: LEDs can save enough electricity to replace ~24 large power plants by 2030
Green Cleaners Save Money

Hennepin County, MN Case Study

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

- 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
Best Practice
Centralize Green Purchasing

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

• Don’t try to do it on your own.
• Get top level support
• Assemble a “Green Team”
• Establish roles and responsibilities
• Adopt sustainable purchasing policy, standards and best practices

See 10 Steps to Starting a Sustainable Purchasing Program on RPN website)
Santa Clara County, CA Institutionalizes EPP

“All County departments and employees shall comply with this policy with respect to all products and services purchased, irrespective of the method of acquisition.”

Key stakeholders include:
- Director of Procurement
- EPP Team
- County Departments

Santa Clara County County Environmentally Preferable Purchasing Policy
Best Practice

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
Best Practice
Publicize Policies & Procedures

Buying Green: Sustainable Procurement at the City of Portland

In 2008 the City of Portland City Council passed the Sustainable Procurement Policy, which is an effort to spend public funds on goods and services that minimize negative environmental impacts, are fair and socially just, and make economic sense, now and in the long term. The Sustainable Procurement Policy compliments and builds on many other environmental and social programs in the City. The links below provide more information and resources regarding the City's work on integrating sustainability principles into procurement decisions.

**CITY EMPLOYEES:** "Sign In" to PortlandOnline to view the Sustainable Procurement for Employees website that contains employee-specific resources for identifying and specifying safer products and services.

**Sustainable Procurement for Employees**
Sustainable procurement resources for City employees

**Getting Started**
The Basics of Buying Green

**Policies, Reports, etc.**
City Sustainable Procurement Policy and related policies and reports

**Additional Resources**
Links, evaluation tools, eco-labels, local government examples, etc...

www.ResponsiblePurchasing.org
Best Practice
Race to the Top

Products Recognized as ENERGY STAR Most Efficient in 2011

- Clothes Washers
- Refrigerators
- Televisions
- Heating & Cooling

ENERGY STAR Most Efficient Designation Graphic
Best Practice
Aim for the Bottom

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
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
• Approve only what works
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 (or spec green only)

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

Reduce Transportation Impacts

• Avoid overnight shipping, whenever possible

• Ask vendors to offer incentives for reducing the frequency of deliveries

• Reduce packaging, buy long-lasting products

• Support local suppliers
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
Purchase Cooperatively

Collaboration among public agencies can:

• **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 entities
Best Practice
Regional Collaborations
RPN Webinar: Sustainable Purchasing 101

Best Practice:
Buy Green Products on Cooperative Purchasing Agreements

www.ResponsiblePurchasing.org
Strategy:
Publicize Sustainable Products Offered on Your Contracts

Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts
Operational Services Division

Environmental Purchasing Bulletin
Natural Vegetation Management

June 12, 2007

In This Issue
- Introduction
- Natural Vegetation Management

Contact Us
King County Environmental Purchasing Program
King County Metro Transit
306 3rd Ave
Seattle, WA 98104
(206) 255-4229
(206) 255-4270

Using goats for weed control is not new to those who have spent time around these animals, but the idea to use them in urban environments is getting a lot of attention these days as people look around for cost-effective weed management that has low impacts on the environment.

Goats will do the hard work of clearing invasive plants, as they will eat almost anything and are built for rocky environments.

King County, following the footsteps of a few other local jurisdictions, contracted with Heating Hooves, LLC, an Eastern Washington company, to maintain weeds with goats. 270 goats and their kids arrived on-site with their shepherd, Craig Hudson, his dog assistant, Mickey, and an electronic fence. These goats grazed at the Tukwila site for three days and at the Bellevue site for four days. They will come back in the fall to manage new growth.
Best Practice
Direct Suppliers to...

• Clearly label products that meet YOUR EPP criteria (using data from eco-labeling organizations)

• 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
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
Thank You!

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www.responsiblepurchasing.org
RPN Resources and Membership Information

Phillip Kobernick
RPN Manager

January 18, 2012
Questions?

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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.
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 (MSWMCB, 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:

<table>
<thead>
<tr>
<th>[Select One]</th>
<th>Go</th>
</tr>
</thead>
</table>

« 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>
</tr>
</thead>
<tbody>
<tr>
<td>Scanners</td>
<td>Avision</td>
<td>300400011</td>
<td>ENERGY STAR</td>
</tr>
<tr>
<td>Scanners</td>
<td>Avision</td>
<td>300500003</td>
<td>ENERGY STAR</td>
</tr>
</tbody>
</table>

Source recommended green products at competitive prices through cooperative contracts. Learn more on the RPN Factsheet: Buy Green on Cooperative Contracts.
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:

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: 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 break down of the environmental impact of your choices for different grades of paper.

<table>
<thead>
<tr>
<th></th>
<th>Baseline Paper</th>
<th>100% Recycled Paper</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Recalculate</strong></td>
<td></td>
<td></td>
</tr>
<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</td>
<td>Pounds</td>
</tr>
<tr>
<td><strong>% Postconsumer</strong></td>
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<td></td>
</tr>
<tr>
<td><strong>Wood Use</strong></td>
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<td>0 tons</td>
</tr>
<tr>
<td></td>
<td>2 tons less</td>
<td>2 tons</td>
</tr>
<tr>
<td><strong>Net Energy</strong></td>
<td>15 million BTU's</td>
<td>11 million BTU's</td>
</tr>
<tr>
<td></td>
<td>4 million BTU's less</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>1,230 lbs CO₂ equiv. less</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>5,924 gallons less</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>360 pounds less</td>
<td>360 pounds less</td>
</tr>
</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

[http://calculator.environmentalpaper.org/home](http://calculator.environmentalpaper.org/home)
Case Studies

City of Portland, OR

• Saved $335,000 in electricity costs per year

Portland’s LED retrofit
• 6,900 red and 6,400 green signal lamps (a mix of 12” balls, 8” balls, and turn arrows in both colors.)
• 140 flashing amber beacons
• several light rail transit signals

…and its benefits

Energy use and savings

<table>
<thead>
<tr>
<th>Kilowatt hours per year</th>
<th>BEFORE</th>
<th>AFTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.1 million</td>
<td></td>
<td>1.2 million</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Energy cost per year</th>
<th>BEFORE</th>
<th>AFTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>$420,000</td>
<td></td>
<td>$85,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Energy savings per year</th>
<th>BEFORE</th>
<th>AFTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>$335,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Other Publications

• EPP Resources Fact Sheet
• Cooperative Contracts Factsheet
• Annual Responsible Purchasing Trends Reports
• Model Responsible Purchasing Report
### Responsible Purchasing Trends

<table>
<thead>
<tr>
<th>Standard/Certification</th>
<th>Recognized / Used</th>
</tr>
</thead>
<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>
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%

Model Responsible Purchasing Report: Template Document
Other Publications

Responsible Purchasing Network (RPN) is a professional network of buyers dedicated to responsible and environmentally sustainable purchasing. Our membership and consulting services provide purchasers with cutting edge services designed to save money, conserve resources, reduce waste, and improve efficiency. To learn 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)
Previous:

• Purchasing for Climate Protection
• Compostable Serviceware
• Purchasing for Higher Education
• Water-Efficient Products
• Tracking and Reporting

In the works:

• Green Cleaners
• Office Supplies Roundtable
• Purchasing for LEED
• … and many more!
RPN Webinar: Sustainable Purchasing 101

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.
Membership Administration

Member Profile

- Allows for interaction and communication between RPN members via Member Directory
RPN Webinar: Sustainable Purchasing 101

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. 19th
The New and Prospective Member Orientation and Sustainable Purchasing 101 webinar will cover RPN’s membership resources and important first steps for your green purchasing program that shouldn’t be missed. More

Purchasing for Climate Protection Webinar, Featuring Carbonfund.org! Now Available
RPN Members now have access to the webinar slides and recording, which featured useful strategies on how to cut greenhouse gas emissions through purchasing. More

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www.ResponsiblePurchasing.org
RPN Profile

Phillip Kobernick
RPN Manager

1201 Martin Luther King Jr Way
Oakland, CA 94612

phillip@newdream.org
Phone: (501) 547-5475
www.responsiblepurchasing.org

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

General Procurement Interests:
Implementation Practices, Policies, Specifications, Standards

Social & Environmental Interests:
Air, Energy, Human Health & Hazardous Substances, Land, Manufacturing & Retailing, Materials, Social Responsibility, Water

Experience, Qualifications, Affiliations:
B.A. University of California, Los Angeles (UCLA). Phillip joined RPN shortly after graduating from UCLA with a strong interest in sustainability and supply chain management. As the previous fellow for RPN, he
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
Membership Administration

Member Directory

- Allows you to connect with other RPN members interested in green procurement
- Accessible ONLY by RPN members
- Advanced search
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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
## Membership Administration

### Member Directory

<table>
<thead>
<tr>
<th>Organization</th>
<th>State</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Bert Wenzel</td>
</tr>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Piper Miguelgorry</td>
</tr>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Fareed Forhut</td>
</tr>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Rick Hicks</td>
</tr>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Marshallie Graham</td>
</tr>
<tr>
<td>California Environmental Protection Agency</td>
<td>CA</td>
<td>Cindi Rumenapp</td>
</tr>
<tr>
<td>Cambridge Health Alliance</td>
<td>MA</td>
<td>John Sullivan</td>
</tr>
<tr>
<td>Cameron-Cole, LLC</td>
<td>NY</td>
<td>Eric Mehlhoff</td>
</tr>
<tr>
<td>cannedwater4kids inc.</td>
<td>WI</td>
<td>Gregory Stromberg</td>
</tr>
<tr>
<td>Carbon Fund.org Foundation</td>
<td></td>
<td>Paul Burman</td>
</tr>
<tr>
<td>Catholic Relief Services</td>
<td>MD</td>
<td>Jacqueline DeCarlo</td>
</tr>
<tr>
<td>Catholic Relief Services</td>
<td>MD</td>
<td>Barbara Myers</td>
</tr>
<tr>
<td>Center for a New American Dream</td>
<td>MD</td>
<td>Anne Maynard</td>
</tr>
<tr>
<td>Charter School Institute</td>
<td>CO</td>
<td>Zena Trujillo</td>
</tr>
<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Alison Von Stein</td>
</tr>
<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Colleen Athey</td>
</tr>
<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Roy Rivers</td>
</tr>
<tr>
<td>City of Austin</td>
<td>TX</td>
<td>Mick Osborne</td>
</tr>
</tbody>
</table>
### Search the RPN Member Directory

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

<table>
<thead>
<tr>
<th>Field</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name (first/last):</td>
<td></td>
</tr>
<tr>
<td>Organization:</td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td></td>
</tr>
<tr>
<td>State:</td>
<td></td>
</tr>
<tr>
<td>Zip:</td>
<td></td>
</tr>
<tr>
<td>Country:</td>
<td></td>
</tr>
<tr>
<td>Product Interests:</td>
<td>Carpet, Cleaners, Computers, Electricity, Fleet Vehicles, Janitorial Supplies, Lighting, Office Electronics, Paint, Paper</td>
</tr>
<tr>
<td>General Procurement Interests:</td>
<td></td>
</tr>
</tbody>
</table>

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

Webinar: Advanced Green Purchasing Through the Use of Trusted Ecolabels
Date/Time: 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.
Connect with RPN!

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

www.Twitter.com/RPN

www.facebook.com/responsiblepurchasing
RPN Webinar: Sustainable Purchasing 101

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  The conference, hosted on Oct. 20 In Oakland, CA, featured several guest speakers to discuss their EPP policies and programs and a product prioritization exercise. More

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  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. More

- 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
RPN’s Green Building Initiative

Projects may include:
- Creating “green” purchasing specifications
- Reviewing bid responses
- Facilitating cooperative contracting opportunities for green building products or services
- Other green building initiatives with measurable results

ELIGIBLE EPA REGIONS
1: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
4: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee
7: Iowa, Kansas, Missouri, Nebraska
9: Arizona, California, Hawai‘i, Nevada

www.responsiblepurchasing.org/buildings
# How to Join/Dues

<table>
<thead>
<tr>
<th>Annual Membership Dues (1/2/3 year rate)</th>
<th>1 year</th>
<th>2 year</th>
<th>3 year</th>
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</thead>
<tbody>
<tr>
<td><strong>Federal Agency</strong></td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
</tr>
<tr>
<td><strong>State Agency (based on population)</strong></td>
<td>$250</td>
<td>$475</td>
<td>$675</td>
</tr>
<tr>
<td>5 million or less</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
</tr>
<tr>
<td>More than 5 million</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
</tr>
<tr>
<td><strong>Municipal Agency (based on population)</strong></td>
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<td></td>
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<tr>
<td>15,000 or less</td>
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<td>$475</td>
<td>$675</td>
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<tr>
<td>15,001-250,000</td>
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<td>$665</td>
<td>$945</td>
</tr>
<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 (based on student population)</strong></td>
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<td></td>
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<tr>
<td>5,000 or less</td>
<td>$250</td>
<td>$475</td>
<td>$675</td>
</tr>
<tr>
<td>More than 5,000</td>
<td>$500</td>
<td>$950</td>
<td>$1,350</td>
</tr>
<tr>
<td><strong>Student and Nonprofit</strong></td>
<td>$175</td>
<td>$330</td>
<td>$470</td>
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<tr>
<td>Nonprofit organization</td>
<td>$50</td>
<td>$95</td>
<td>$135</td>
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<tr>
<td><strong>Business Membership (based on annual sales)</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Less than $10 million</td>
<td>$350</td>
<td>$665</td>
<td>$945</td>
</tr>
<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>
<td>$1,330</td>
<td>$1,890</td>
</tr>
<tr>
<td>More than $1 billion</td>
<td>$1,500</td>
<td>$2,850</td>
<td>$4,050</td>
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</table>

<table>
<thead>
<tr>
<th>Membership Pledge</th>
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<tbody>
<tr>
<td>(Please sign below. Commitment to the RPN pledge is required.)</td>
<td></td>
</tr>
<tr>
<td>“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.”</td>
<td></td>
</tr>
<tr>
<td>Your signature ________________________</td>
<td></td>
</tr>
<tr>
<td>Date _____________________________</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Method of Payment</th>
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</thead>
<tbody>
<tr>
<td>□ Check*</td>
<td>□ Credit Card</td>
</tr>
<tr>
<td>□ Visa</td>
<td>□ MasterCard</td>
</tr>
<tr>
<td>Name__________________________</td>
<td></td>
</tr>
<tr>
<td>Credit Card Number_____________________</td>
<td></td>
</tr>
<tr>
<td>Expiration Date (month, year)________</td>
<td></td>
</tr>
<tr>
<td>Billing Address____________________</td>
<td></td>
</tr>
<tr>
<td>________________________________</td>
<td></td>
</tr>
<tr>
<td>City__________________________</td>
<td></td>
</tr>
<tr>
<td>State____________________ Zip________________</td>
<td></td>
</tr>
<tr>
<td>Signature____________________</td>
<td></td>
</tr>
</tbody>
</table>
Thank You!

Phillip Kobernick

1201 Martin Luther King Jr Way
Oakland, CA 94612
510.547.5475

phillip@responsiblepurchasing.org
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

www.ResponsiblePurchasing.org