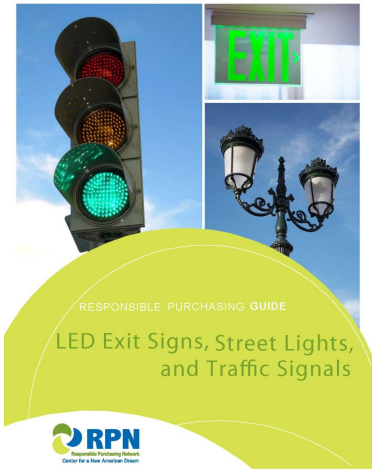
RPN New and Prospective Member Orientation & Sustainable Purchasing 101

January 18, 2012



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

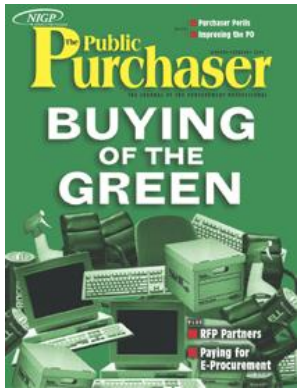
1) Welcome and Introduction
2) How to Avoid “Greenwashing”
3) Sustainable Purchasing 101
4) RPN Resources
5) Membership Administration
6) Questions

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
- Colcolleges and universities
- School districts
- Businesses
- Non-profit organizations
- Faith-based organizations

Avoiding Greenwashing Through the Use of Trusted Eco-Labels

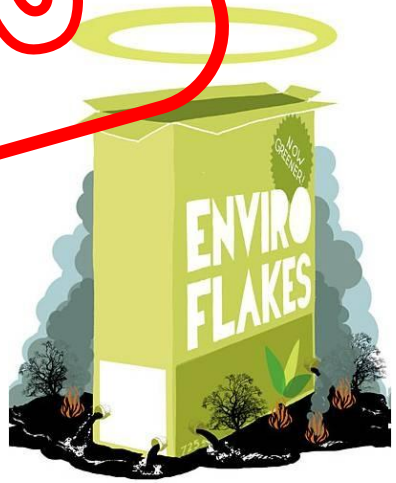
Phillip Kobernick
RPN Manager

January 18, 2012

Environmental Claims Increasing

- Eco-safe
- Environmentally friendly
- Earth friendly
- Earth smart
- Environmentally safe
- Environmentally preferable
- Essential not 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"

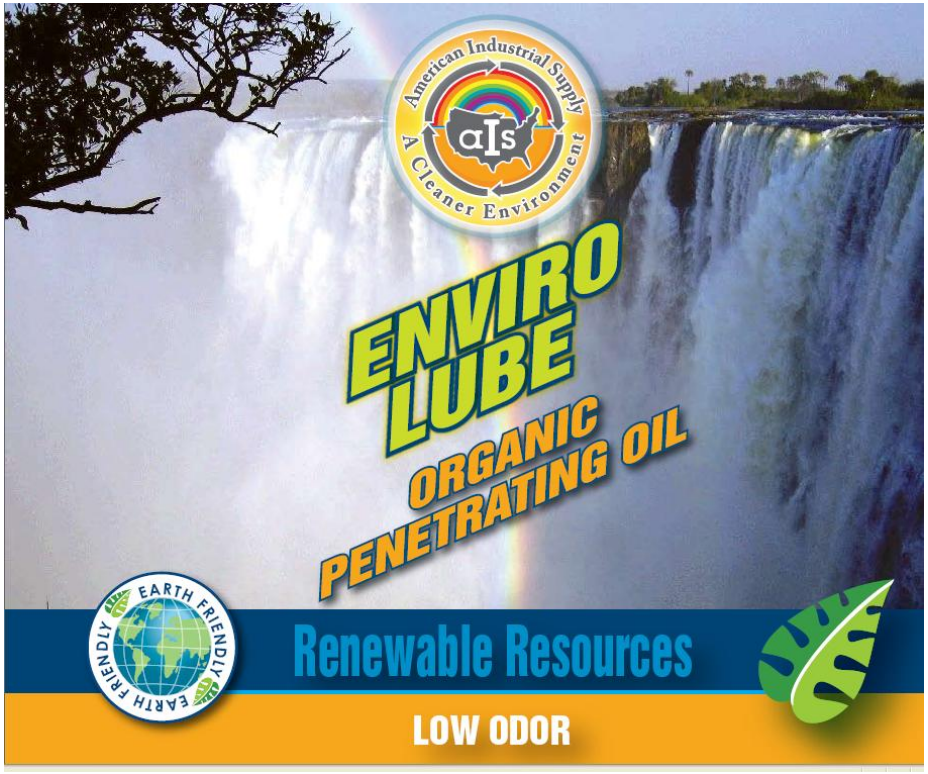
Hidden Trade-Off
Compostable food containers with "Teflon" coating

Sin of Vagueness
"100% Natural"

Lesser of Two Evils
Organic cigarettes

Worshipping False Labels

Manufacturer-created Eco-Labels



Manufacturer "Green" Claims

The Power of Citrus

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

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

==========

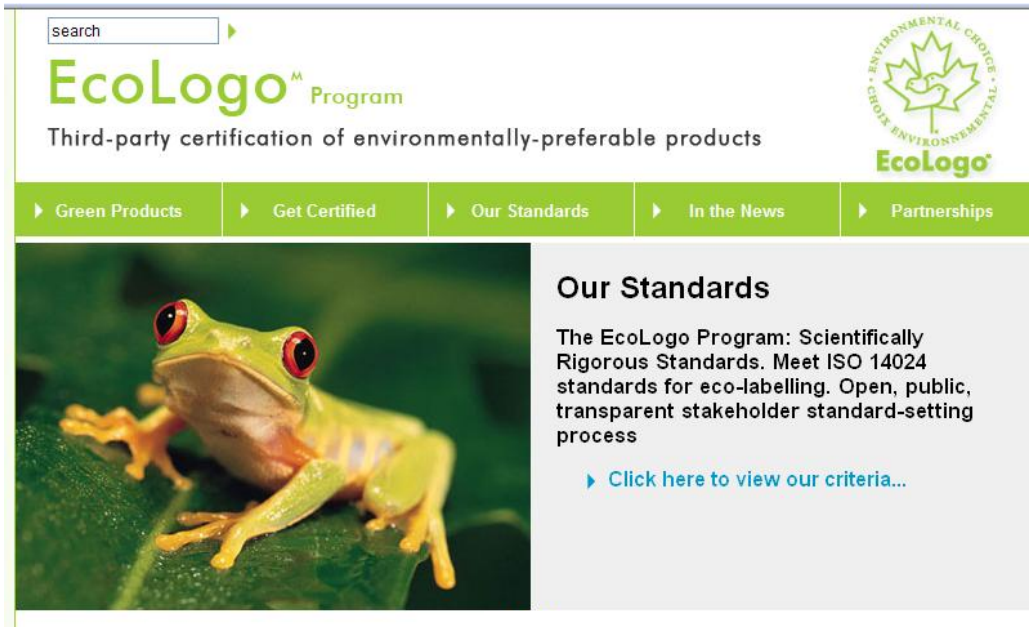
SECTION 2 – COMPOSITION, INFORMATION ON INGREDIENTS

==========

Ingredients	Percent	CAS #
Distillates (petroleum), hydrotreated light	< 95	64742-47-8
Tripropylene glycol methyl ether	1 – 10	25498-49-1
Citrus extracts blend	1 – 10	94266-47-4 / 8028-48-6

Retailer-created Ecolabels

Multi-Attribute Certifications



GREEN SEAL™

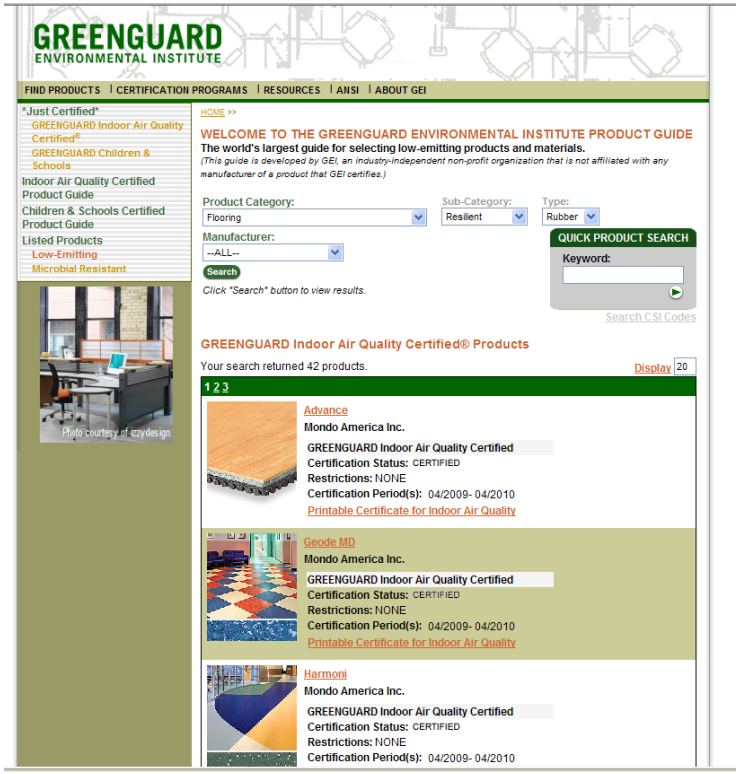
FAIR TRADE CERTIFIED
Look for the label!

FOOD ALLIANCE
Good Food For A Healthy Future

FSC
100%
Recycled
Supporting responsible use of forest resources
Cert no. XXX-XXX-000
www.fsc.org
© 1996 Forest Stewardship Council

CERTIFIED EcoLogo™

Single Attribute Certifications



Children & Schools GREENGUARD Indoor Air Quality Certified

COMPOSTABLE BPI | US COMPOSTING COUNCIL

RAINFOREST ALLIANCE CERTIFIED

WaterSense Meets EPA Criteria

USDA CERTIFIED BIOBASED PRODUCT PRODUCT 57%

USDA ORGANIC

CERTIFIED Carbonfree Carbonfund.org 70 pounds

(logo shown with optional carbon content amount)

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)

Look for the label!

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."

Environmental Claims Validated Mark

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

How to Effectively Use Eco-labels

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:

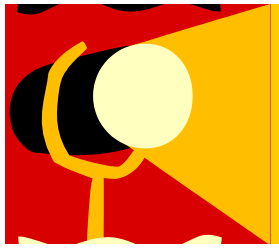
- Were developed and awarded by an impartial third-party;
- Were developed in a public, transparent, and broad stakeholder process; and
- Represent specific and meaningful leadership criteria for that product or service category.

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..."

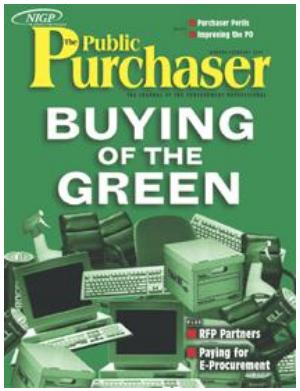
City of Tacoma, WA Resolution No. 38248

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

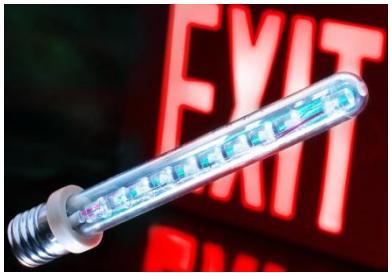
Why Sustainable Procurement is an Important Strategy

- "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 repres
COST SAVINGS? No more repetitive paper towel purchases or labor costs to r
towel dispenser.No more cleaning up the towel mess or servicing the paper to

**Fill in the shaded boxes and click "Calculate" to analyze the impact on
operation.**
(*If the form is not working properly click the printable version and print the
manually*)

PAPER TOWEL COSTS	
Number of Cases of Paper Towels Used Annually	
Cost per Case Delivered (Include Freight and tax) (typically $15.00 - $25.00/case)	
Number of Towels per Case **For example:** 2,400/case for C-fold towels 4,000/case for Multi-fold towels 4,800 linear ft/case for Roll Towels	
Your KWH Rate (typically $.10 per KWH)	
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.)	
TOTAL COST OF USING PAPER TOWELS PER YEAR	

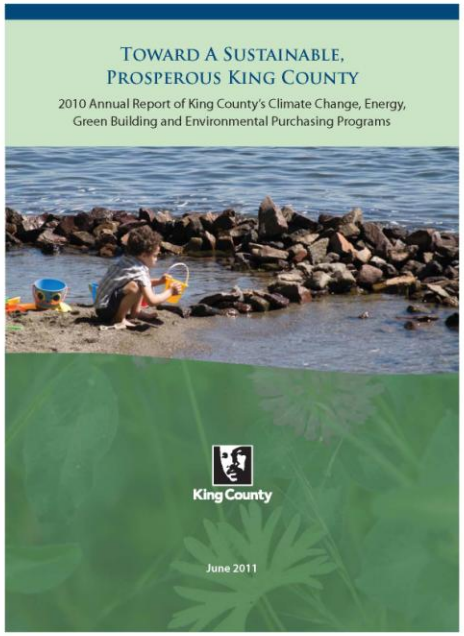
HAND DRYER COSTS	
6. Number of paper towels used annually (Item 1 multiplied by total sheets per case)	
7. Number of Hand Dryings annually (Item 6 divided by 2.5 towels per hand dry)	
8. Hours of hand dryer usage (Item 7 divided by 120 hand dries per hour) (Use 240 hand dries per hour for XLERATOR®)	
9. Cost of electricity per hour (2.2 KW multiplied by your KWH rate) (Use 1.5 KW for XLERATOR®)	
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)	

King County Green Purchases and Savings

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

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



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

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

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

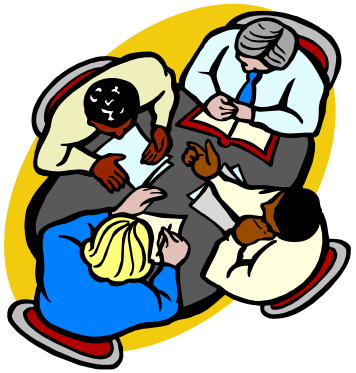
See 10 Steps to Starting a Sustainable Purchasing Program on RPN website)

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**

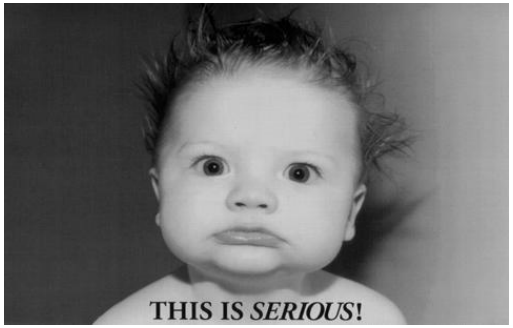


Santa Clara County County Environmentally Preferable Purchasing Policy

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

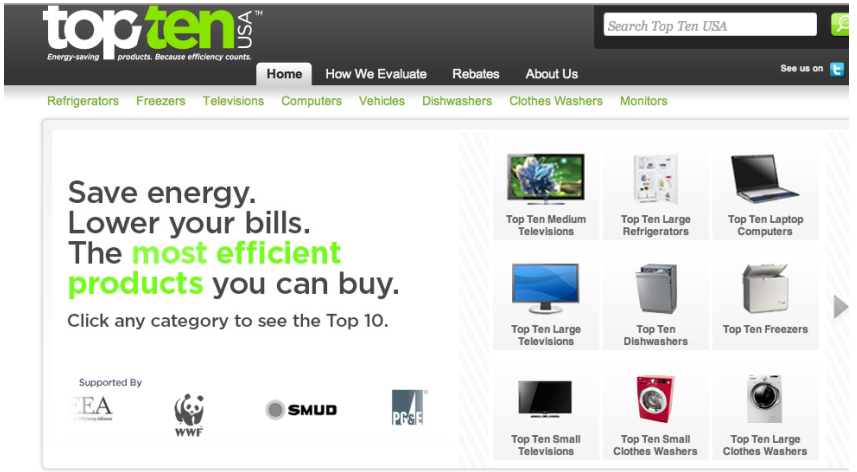
Policies, Reports, etc.
City Sustainable Procurement Policy and related policies and reports

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

Best Practice
Race to the Top

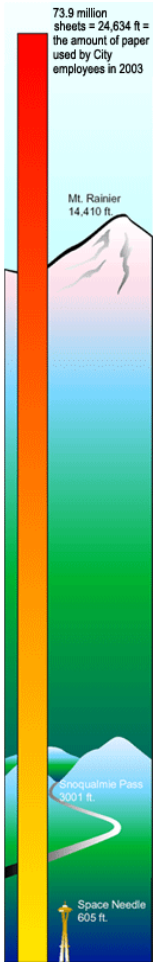
Products Recognized as ENERGY STAR Most Efficient in 2011

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

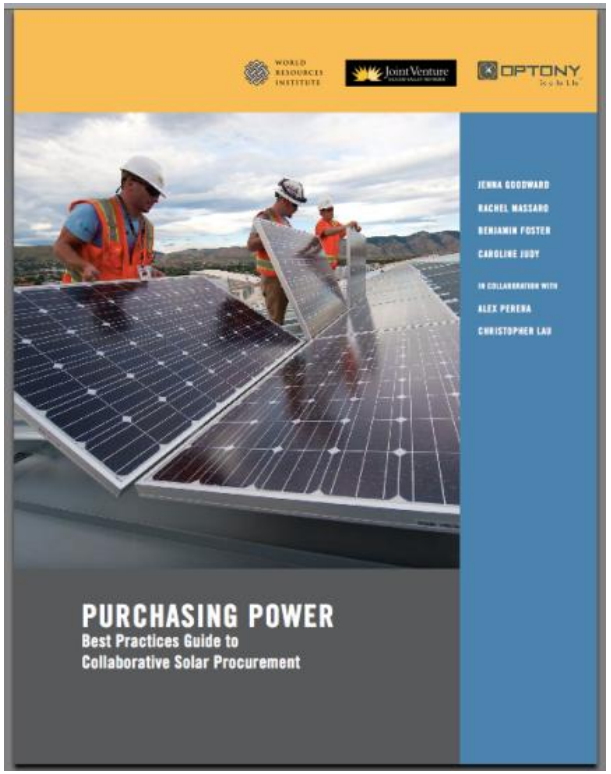
Best Practice
Purchase Cooperatively

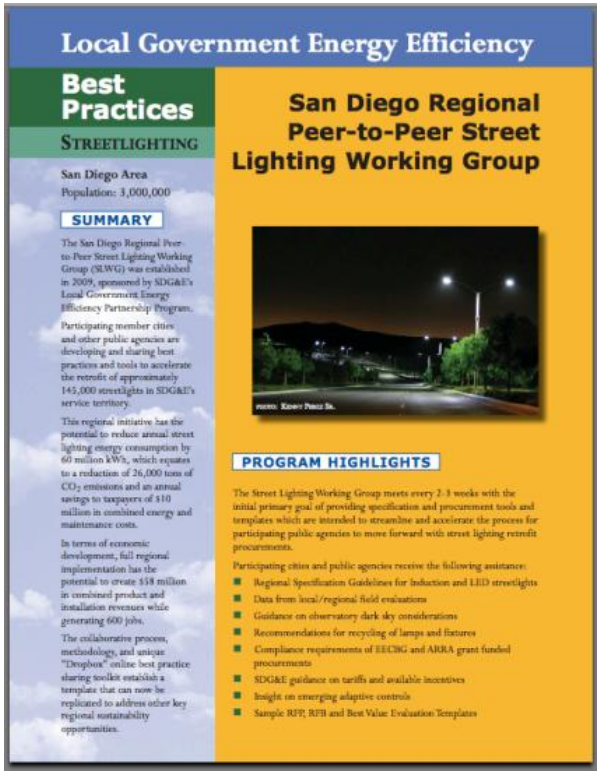
Collaboration among public agencies can:

- **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





Best Practice:

Buy Green Products on Cooperative Purchasing Agreements

Strategy:

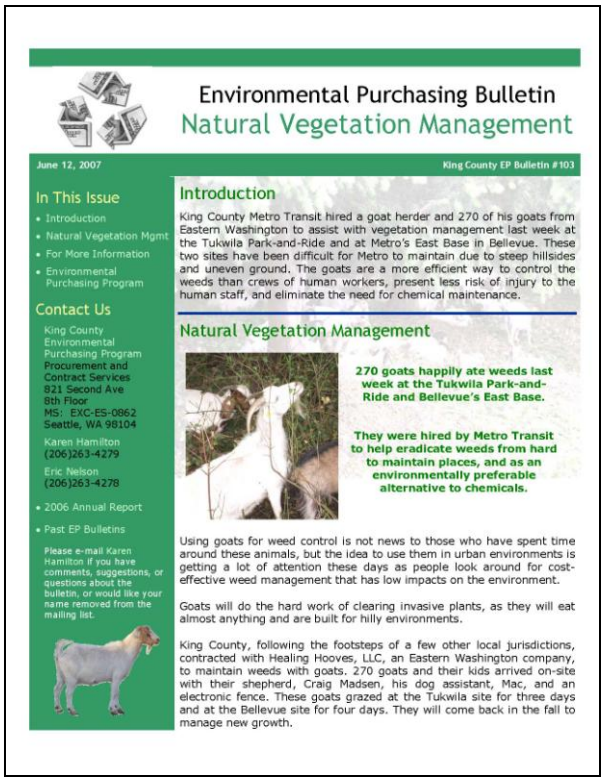
Publicize Sustainable Products Offered on Your Contracts

Massachusetts MA EPP Environmentally Preferable Products Procurement Program

Updated!

Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts
Operational Services Division



Environmental Purchasing Bulletin
Natural Vegetation Management

June 12, 2007 — King County EP Bulletin #103

In This Issue
- Introduction
- Natural Vegetation Mgmt
- For More Information
- Environmental Purchasing Program

Contact Us
King County Environmental Purchasing Program
Procurement and Contract Services
821 Second Ave
8th Floor
MS: EXC-ES-0862
Seattle, WA 98104
Karen Hamilton
(206)263-4279
Eric Nelson
(206)263-4278

- 2006 Annual Report
- Past EP Bulletins

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

Introduction

King County Metro Transit hired a goat herder and 270 of his goats from Eastern Washington to assist with vegetation management last week at the Tukwila Park-and-Ride and at Metro's East Base in Bellevue. These two sites have been difficult for Metro to maintain due to steep hillsides and uneven ground. The goats are a more efficient way to control the weeds than crews of human workers, present less risk of injury to the human staff, and eliminate the need for chemical maintenance.

Natural Vegetation Management

270 goats happily ate weeds last week at the Tukwila Park-and-Ride and Bellevue's East Base.

They were hired by Metro Transit to help eradicate weeds from hard to maintain places, and as an environmentally preferable alternative to chemicals.

Using goats for weed control is not news 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 hilly environments.

King County, following the footsteps of a few other local jurisdictions, contracted with Healing Hooves, LLC, an Eastern Washington company, to maintain weeds with goats. 270 goats and their kids arrived on-site with their shepherd, Craig Madsen, his dog assistant, Mac, 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.

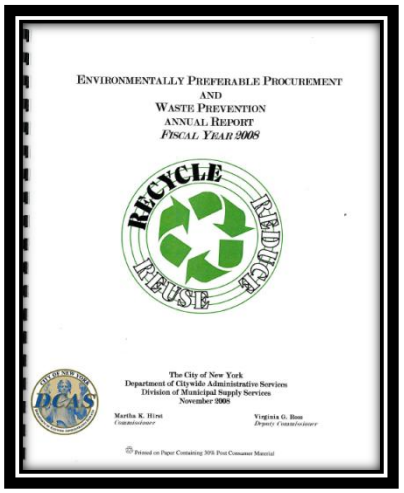
Best Practice

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!

Alicia Culver

Responsible Purchasing Network

Alicia@responsiblepurchasing.org

510.547.5475

www.responsiblepurchasing.org

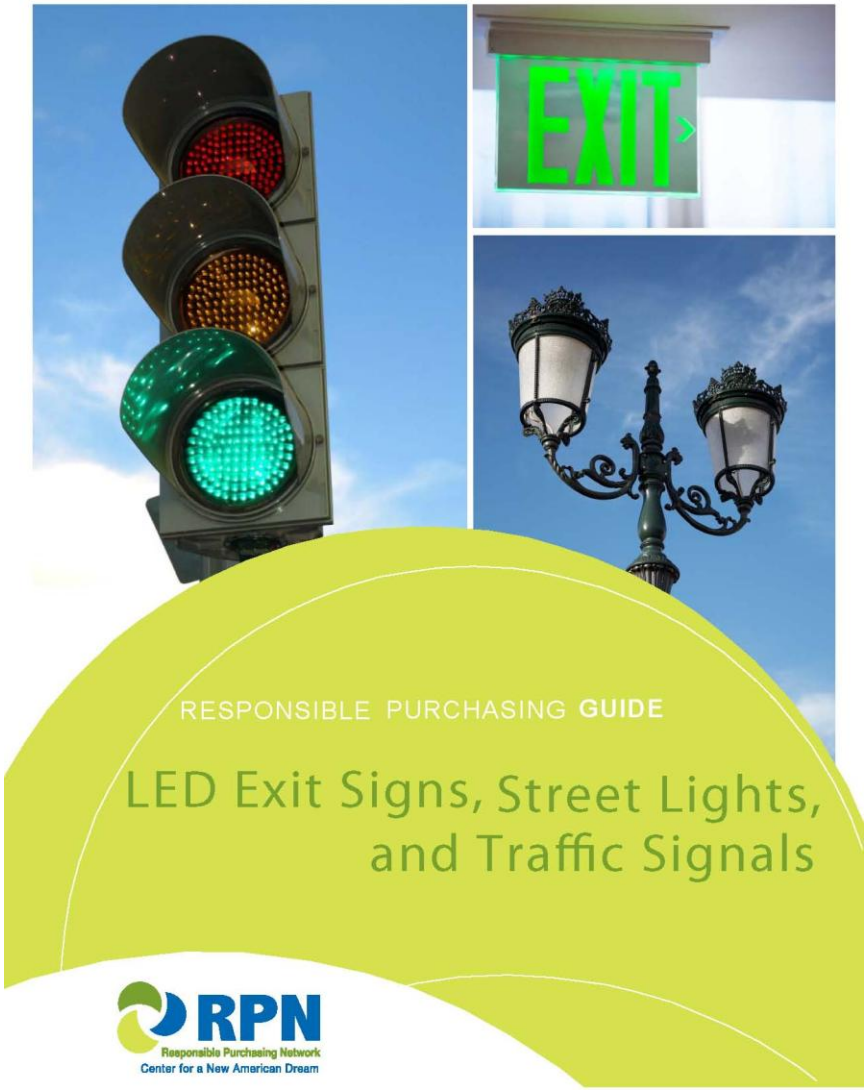
RPN Resources and Membership Information

Phillip Kobernick
RPN Manager

January 18, 2012

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.



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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Overview »
Social & Environmental
Best Practices
Cost, Quality, & Supply
Policies
Specifications
Standards
Products
Calculator
Handy Facts
Definitions
Credits & Endnotes
Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

- Overview
- Social & Environmental
- Best Practices
- Cost, Quality, & Supply
- Policies
- Specifications
- Standards
- Products
- Calculator
- Handy Facts
- Definitions
- Credits & Endnotes
- Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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.

Below we discuss issues associated with Energy, Hazardous Substances, Air Quality, End-of-Life Management, Waste from Imaging Supplies, and Paper Usage.

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
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Overview
Social & Environmental
Best Practices »
Cost, Quality, & Supply
Policies
Specifications
Standards
Products
Calculator
Handy Facts
Definitions
Credits & Endnotes
Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Overview
Social & Environmental
Best Practices
Cost, Quality, & Supply
Policies
Specifications
Standards
Products
Calculator
Handy Facts
Definitions
Credits & Endnotes
Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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.

Worried about cost, quality, and supply for green products?

Leverage purchasing power through cooperative contracts to source reliably and save time and money. Learn more.

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.

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

- Overview
- Social & Environmental
- Best Practices
- Cost, Quality, & Supply
- Policies »
- Specifications
- Standards
- Products
- Calculator
- Handy Facts
- Definitions
- Credits & Endnotes
- Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

- Overview
- Social & Environmental
- Best Practices
- Cost, Quality, & Supply
- Policies
- Specifications »
- Standards
- Products
- Calculator
- Handy Facts
- Definitions
- Credits & Endnotes
- Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

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.

Save time and money

in preparing contracts with group purchasing. Learn more on the RPN Factsheet: Buy Green on Cooperative Contracts.

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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Overview
Social & Environmental
Best Practices
Cost, Quality, & Supply
Policies
Specifications
Standards
Products
Calculator
Handy Facts
Definitions
Credits & Endnotes
Webinars

Download this Guide

Feedback on this Guide

Please contact us with corrections, additions,

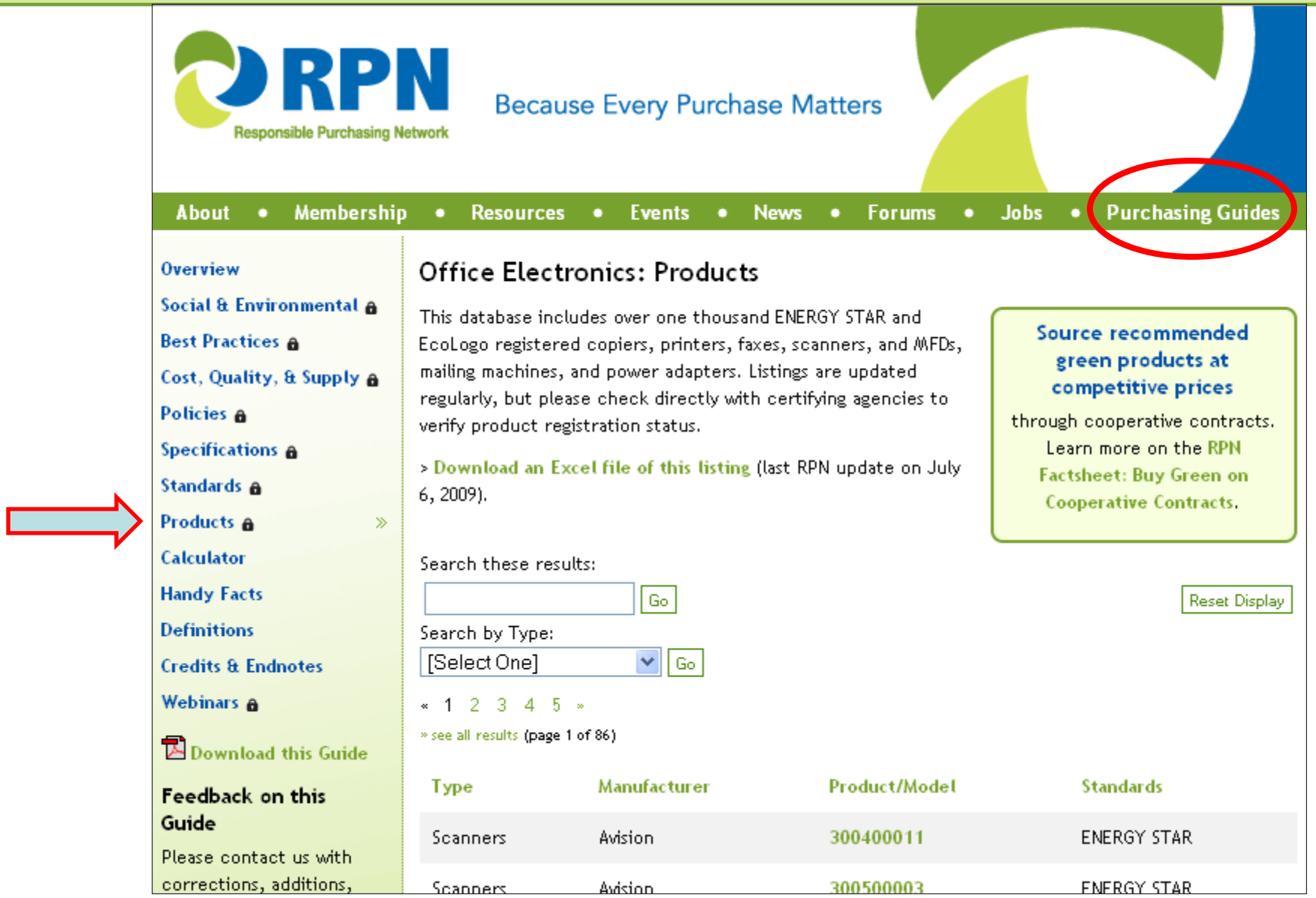
Office Electronics: Standards

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


RPN
Responsible Purchasing Network
Because Every Purchase Matters
About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides
Overview
Social & Environmental
Best Practices
Cost, Quality, & Supply
Policies
Specifications
Standards
Products
Calculator
Handy Facts
Definitions
Credits & Endnotes
Webinars
Download this Guide
Feedback on this Guide
Please contact us with corrections, additions,
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).
Source recommended green products at competitive prices
through cooperative contracts. Learn more on the RPN Factsheet: Buy Green on Cooperative Contracts.
Search these results:
Go
Reset Display
Search by Type:
[Select One]
Go
« 1 2 3 4 5 »
» see all results (page 1 of 86)
Type
Manufacturer
Product/Model
Standards
Scanners
Avision
300400011
ENERGY STAR
Scanners
Avision
300500003
ENERGY STAR

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 - othewise 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**

Update Print

Calculators

Lifecycle Environmental Impact

The following is a break down of the environmental impact of your choices for different grades of paper.

Recalculate	Baseline Paper	100% Recycled Paper
Paper	Uncoated Freesheet (e.g. c	Uncoated Freesheet (e.g. c
Quantity per year	1000 Pounds	1000 Pounds
% Postconsumer	0	100
Wood Use	2 tons	0 tons 2 tons less
Net Energy	15 million BTU's	11 million BTU's 4 million BTU's less
Greenhouse Gases	2,941 lbs CO_2 equiv.	1,711 lbs CO_2 equiv. 1,230 lbs CO_2 equiv. less
Wastewater	11,109 gallons	5,186 gallons 5,924 gallons less
Solid Waste	954 pounds	595 pounds 360 pounds less

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

Case Studies

City of Portland, OR

- **Saved $335,000 in electricity costs per year**

A City-hired contractor installs one of more than 13,000 LED lamps during the fall of 2001.

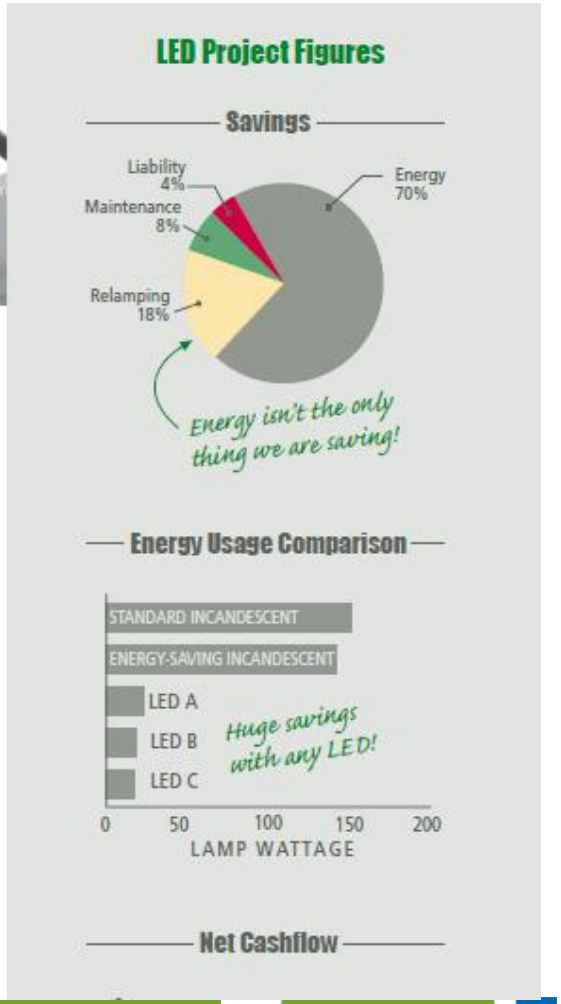
Portland's LED retrofit

- 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

	BEFORE	AFTER
Kilowatt hours per year	6.1 million	1.2 million
Electric cost per year	$420,000	$85,000
Energy savings per year		$335,000



Other Publications

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

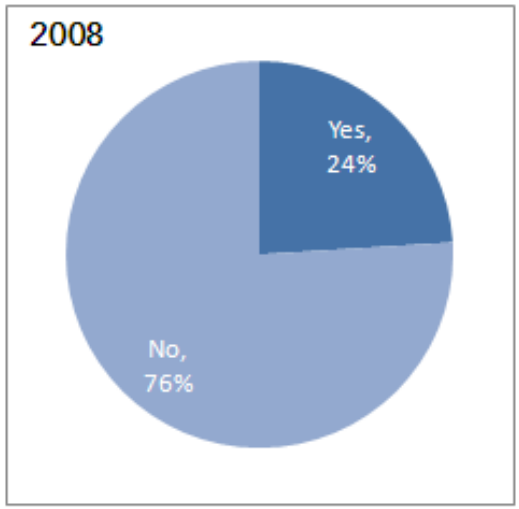
Responsible Purchasing Trends

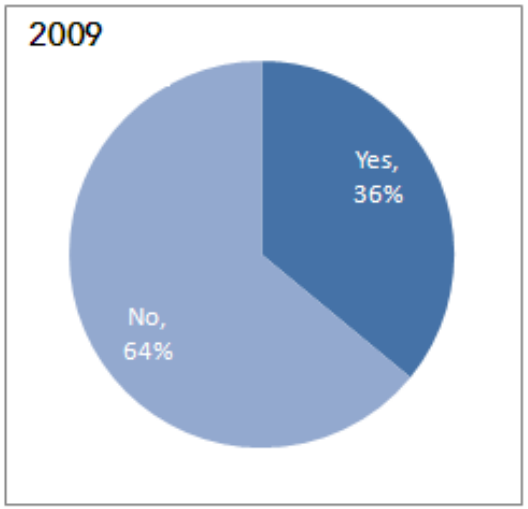
Recognized/Used Standards, Eco-labels & Certifications

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

Model Responsible Purchasing Report

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



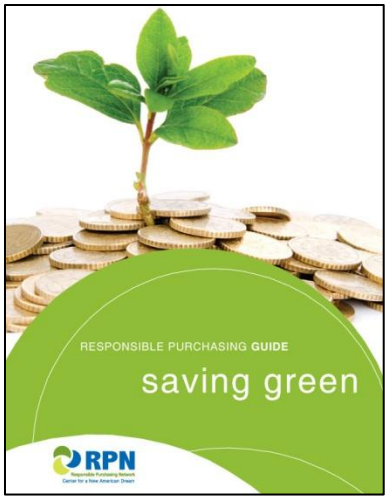


Other Publications

Webinars

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
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

- Consulting
- Publications
- Purchasing Guides
- Speakers
- Request a Speaker
- Webinar Materials

EPEAT Computers
Fleets
Green Power
Lighting
Office Electronics
Tires and Whe

Login

Username (email):

Password (forgot?):

gc

Create Account

Re ng Webinars

We ions that are available to RPN members only are designated by .

ing for Climate Protection, featuring Carbonfund.org

hasing for Climate Protection Resources Factsheet will be available shortly

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 Carbon*Free* 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

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Join RPN
And get a free copy of The Competitive Advantage: EcoPurchasing!

New corporate membership rates!

Subscribe Now
The latest news from our free email list

Learn More
From our terrific Purchasing Guides

Go Green
With RPN Consulting Services

Personal Links

Logged in as:
~~Phillip Kobernick~~

Profile
Contact Preferences
Edit Login
Member Status:

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.

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

Member RPN

Register Today for RPN's Upcoming Webinar on Jan. 19!

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

Look Who's Joined RPN

City Of San Diego

Bay-Area Environmental Consulting Network

Chesapeake College

View All Members

Purchasing for Climate Protection Webinar, featuring Carbonfund.orgm 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

ABAG Buying Green ... Buying Smart II Recordings Now Available

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

RPN

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. More

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Personal Links

Logged in as:
Phillip Kobernick

Profile

Contact Preferences

Edit Login

Member Status:
Current

Log out

Join RPN
And get a free copy of The Competitive Advantage: EcoPurchasing!

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 interesting in green procurement
- Accessible ONLY by RPN members
- Advanced search

RPN
Responsible Purchasing Network
Center for a New American Dream

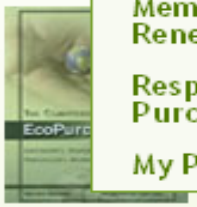
Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

- Join RPN
- Membership Benefits
- Member Directory
- Membership Renewal
- Responsible Purchaser Awards
- My Profile

Join
And get

EcoPur



New corporate membership rates!

Subscribe Now
The latest news from our free email list

Learn More
From our terrific Purchasing Guides

Go Green
With RPN Consulting

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
ment tools and resources designed to save money,
resources, reduce waste, and improve efficiency. To
ut 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

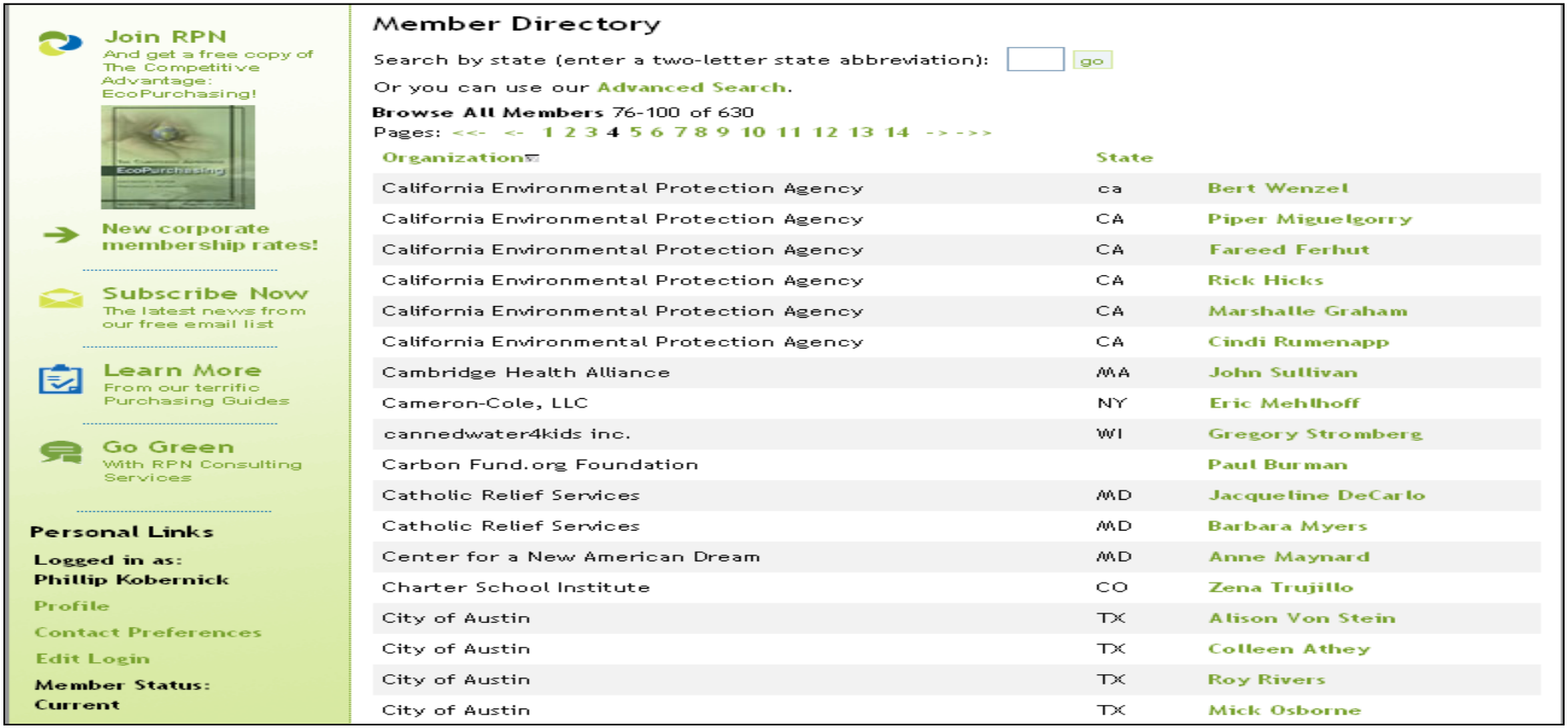
Join us January 21st for an RPN New and Prospective Member webinar
Whether your organization has recently joined RPN or is considering membership, please join us for our New and Prospective Member Orientation and learn how to get the most out of your RPN membership. More

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

Look Who's Joined RPN
St. Andrew's-Sewanee School
State Of Maryland
City Of Mountain View
View All Members

Membership Administration

Member Directory



Join RPN
And get a free copy of The Competitive Advantage: EcoPurchasing!

New corporate membership rates!

Subscribe Now
The latest news from our free email list

Learn More
From our terrific Purchasing Guides

Go Green
With RPN Consulting Services

Personal Links
Logged in as:
Phillip Kobernick
Profile
Contact Preferences
Edit Login
Member Status:
Current

Member Directory

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

Or you can use our Advanced Search.

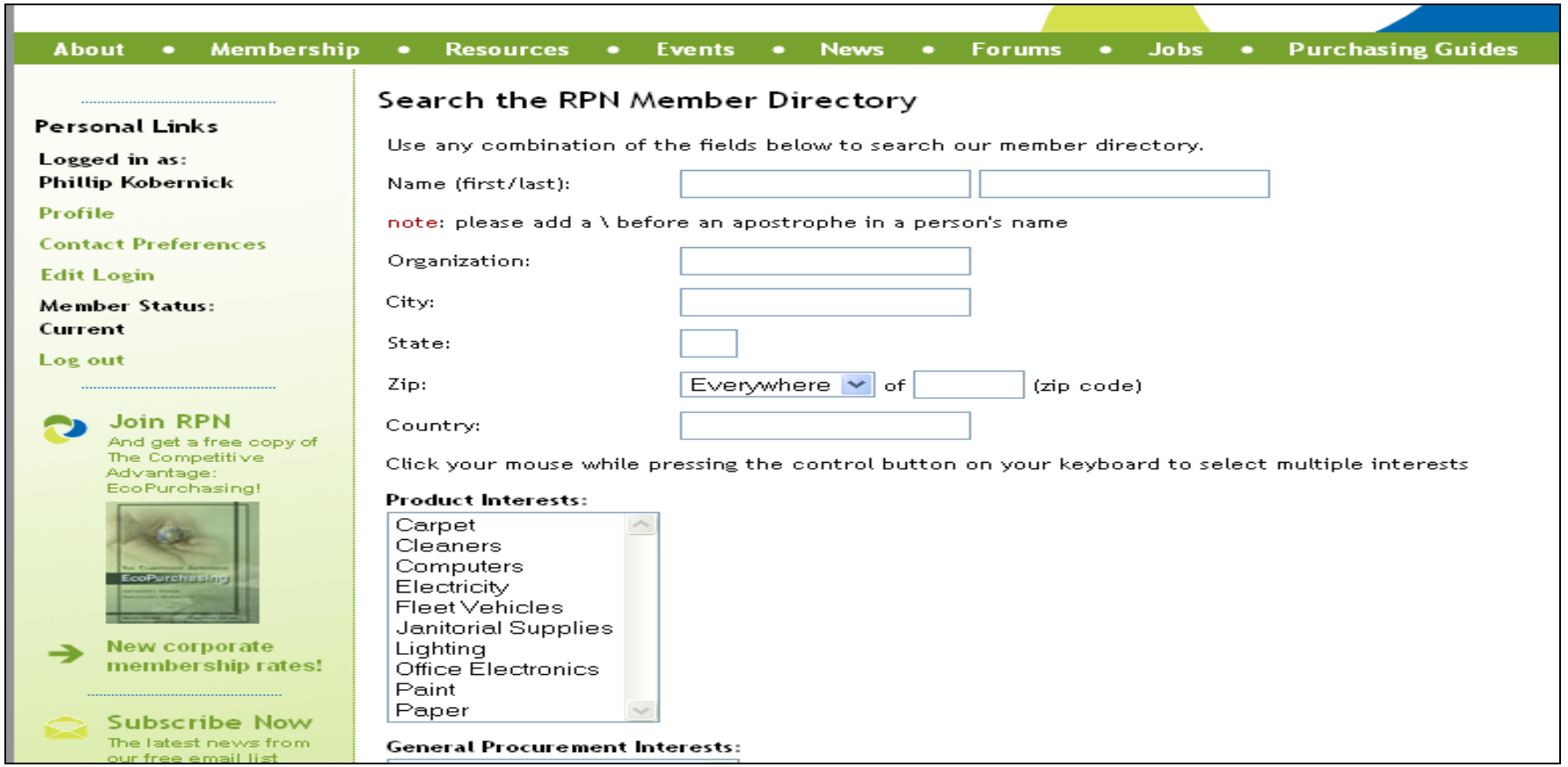
Browse All Members 76-100 of 630

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

Organization	State	
California Environmental Protection Agency	ca	Bert Wenzel
California Environmental Protection Agency	CA	Piper Miguelgorry
California Environmental Protection Agency	CA	Fareed Ferhut
California Environmental Protection Agency	CA	Rick Hicks
California Environmental Protection Agency	CA	Marshalle Graham
California Environmental Protection Agency	CA	Cindi Rumenapp
Cambridge Health Alliance	MA	John Sullivan
Cameron-Cole, LLC	NY	Eric Mehlhoff
cannedwater4kids inc.	WI	Gregory Stromberg
Carbon Fund.org Foundation		Paul Burman
Catholic Relief Services	MD	Jacqueline DeCarlo
Catholic Relief Services	MD	Barbara Myers
Center for a New American Dream	MD	Anne Maynard
Charter School Institute	CO	Zena Trujillo
City of Austin	TX	Alison Von Stein
City of Austin	TX	Colleen Athey
City of Austin	TX	Roy Rivers
City of Austin	TX	Mick Osborne

Membership Administration

Member Directory - Search



RPN Webinar: Sustainable Purchasing 101

RPN
Responsible Purchasing Network

Because Every Purchase Matters

About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides

Join RPN
And get a free copy of The Competitive Advantage: EcoPurchasing!

New corporate membership rates!

Subscribe Now
The latest news from our free email list

Learn More
From our terrific Purchasing Guides

Go Green
With RPN Consulting Services

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.

Please subsribe to our email lists by clicking "Subscribe Now" on the left to stay in touch with RPN news and new responsible purchasing resources.

Sponsor a Membership

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

Did You Miss an RPN Webinar?

Click here to download or view the presentations

RPN Highlights

Member RPN

Register Today for RPN's Upcoming Webinar on Jan. 19!
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

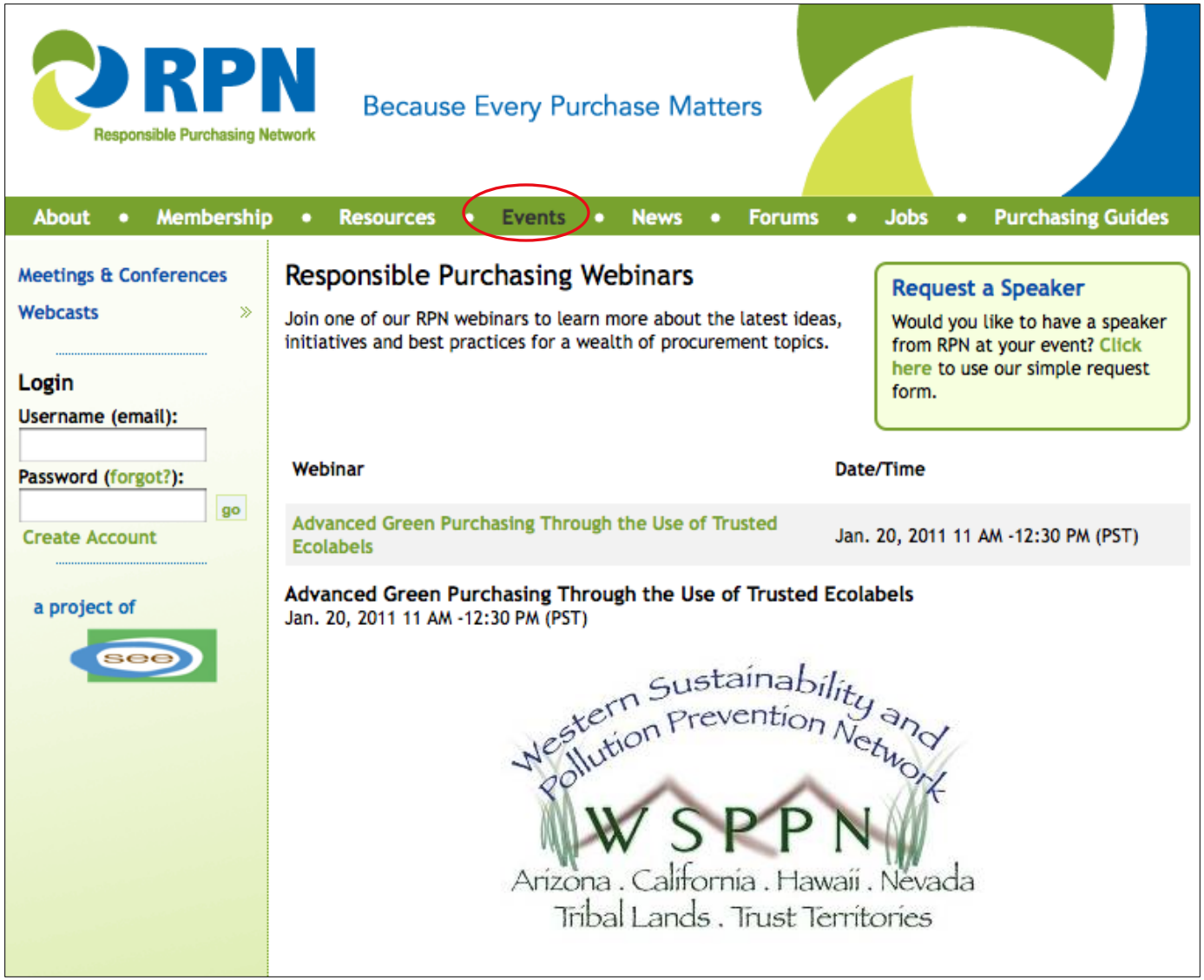
Purchasing for Climate Protection Webinar, featuring Carbonfund.orgm Now Available
RPN Members now have access to the webinar slides and recording, which featured useful strategies on how to cut greenhouse gas emissions through purchasing. More

Look Who's Joined RPN

Ontario Lottery And Gaming

County Of Santa Clara

View All Members


RPN
Responsible Purchasing Network
Because Every Purchase Matters
About • Membership • Resources • Events • News • Forums • Jobs • Purchasing Guides
Meetings & Conferences
Webcasts
Login
Username (email):
Password (forgot?):
go
Create Account
a project of
see
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.
Request a Speaker
Would you like to have a speaker from RPN at your event? Click here to use our simple request form.
Webinar
Date/Time
Advanced Green Purchasing Through the Use of Trusted Ecolabels
Jan. 20, 2011 11 AM -12:30 PM (PST)
Advanced Green Purchasing Through the Use of Trusted Ecolabels
Jan. 20, 2011 11 AM -12:30 PM (PST)
Western Sustainability and Pollution Prevention Network
WSPPN
Arizona . California . Hawaii . Nevada
Tribal Lands . Trust Territories

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

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**

www.responsiblepurchasing.org/buildings

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

How to Join/Dues

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

Check appropriate box	1 year	2 year	3year
☒ **Federal Agency**	□ $500	□ $950	□ $1,350
☒ **State Agency (based on population)**			
5 million or less	□ $250	□ $475	□ $675
More than 5 million	□ $500	□ $950	□ $1,350
☒ **Municipal Agency (based on population)**			
15,000 or less	□ $250	□ $475	□ $675
15,001-250,000	□ $350	□ $665	□ $945
More than 250,000	□ $500	□ $950	□ $1,350
☒ **Educational Institution (based on student population)**			
5,000 or less	□ $250	□ $475	□ $675
More than 5,000	□ $500	□ $950	□ $1,350
☒ **Student and Nonprofit**			
Nonprofit organization	□ $175	□ $330	□ $470
Student	□ $50	□ $95	□ $135
☒ **Business Membership (based on annual sales)**			
Less than $10 million	□ $350	□ $665	□ $945
$10 million - $100 million	□ $500	□ $950	□ $1,350
$101 million - $1 billion	□ $700	□ $1,330	□ $1,890
More than $1 billion	□ $1,500	□ $2,850	□ $4,050

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

□ Visa □ MasterCard □ American Express

Name_____

Credit Card Number_____

Expiration Date (month, year)_____

Billing Address_____

_____

City_____

State_____ Zip_____

Signature_____

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