WSCA-NASPO Fact Sheet Buying Green Products on WSCA-NASPO's MRO Contract with Fastenal



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Introduction

Many states, local governments, and other public facilities purchase a wide variety of goods that are designed to help them maintain, repair, and operate their buildings and grounds. These Facilities Maintenance, Repair and Operations (MRO) products include cleaning supplies, hand soaps, paints and coatings, lighting and HVAC equipment, batteries, trash bags, janitorial paper products, and more. This fact sheet describes how users of the NASPO-WSCA Facilities MRO contract with Fastenal can easily identify products that have verifiable environmental benefits. This includes items with third-party green certifications, recycled content, etc.

On March 1, 2011, the Western States Contracting Alliance (WSCA) awarded <u>Facilities MRO contracts</u> to several companies. These cooperative price agreements are used extensively by public agencies throughout the United States and have an expiration date of February 28, 2017. Three of the awardees can offer products in all MRO categories (including facilities maintenance products, lighting products, industrial supplies and tools) to public agencies in all participating states. The three national WSCA-NASPO MRO contract awardees include: <u>Fastenal</u>, <u>Grainger Industrial Supply</u>, and <u>MSC Industrial Supply</u>. In addition, four contracts were awarded to companies that can offer a limited number of products (such as energy-efficient lighting equipment) to specific states.

How Fastenal Designates a Green Product

Fastenal explains its approach to designating green products in the following statement:

The term "environmentally preferable" describes products or services that have a lesser or reduced effect on human health and the environment versus competing offerings that serve the same purpose. All of the environmentally preferable products on fastenal.com are identified with

the designation of "green" and the green leaf symbol displayed to the right. This symbol indicate s green products that are either third-party certified or noncertified, but it does not represent a certification of its own. Our goal is to identify environmentally preferred products and provide supporting details, so our customers can decide which products will help them work towards their green or sustainability initiatives.

The easiest way for contract users to avoid buying products with unsubstantiated or misleading environmental claims is to find products that have been certified or recognized as "green" by governmental agencies or respected independent nonprofit organizations (see below for more information on recommended organizations).

What Types of Green Products are Available from Fastenal?

Fastenal organizes its environmentally preferable products into four categories:

- (1) Energy Conservation
- (2) Green Cleaning and Maintenance
- (3) Waste Reduction and Recycled Content
- (4) Water Conservation

These categories are further described in the "Green Product Category Breakdown" section below.

Why Buy Green Hardware Supplies?

Reduce Pollution and Utility Costs. Building maintenance products (such as air conditioners, fans, lighting fixtures, and water heaters) that are ENERGY STAR-certified are among the most energy-efficient products in their class. Solar-powered generators and equipment eliminate energy use altogether. Choosing these products can reduce your electricity and gas consumption, lower your utility costs, and prevent the release of carbon dioxide (CO2) and other pollutants that are often created when energy is produced.



Conserve Water, Reduce Water and Sewer Costs. Products that reduce water consumption (notably, those that have earned EPA's WaterSense label) can lower your facility's water and sewer bills and conserve this scarce natural resource, which can be vitally important during drought conditions.



Reduce Waste and Disposal Costs. Building maintenance products that reduce waste (such as rechargeable batteries, microfiber cloths, and energy-efficient hand dryers) can help lower your facility's waste disposal costs. Choosing trash bags, toilet paper and other products that are made from recycled materials can help you meet your waste minimization and "buy recycled" goals.



Protect Health. Building maintenance products (e.g., cleaners, hand soaps, and paints) that are certified by Green Seal, UL (under its EcoLogo standard), or other third-party organizations are made with safer chemicals than equivalent conventional products. Choosing these products reduces health risks to employees who work with them and prevents releases of these harmful substances into our air and water.



• Earn Green Building Rating System Credits. Using energy and water saving products, recycled content products, and certified environmentally preferable cleaning and maintenance products can help public agencies earn LEED and other green building rating credits.



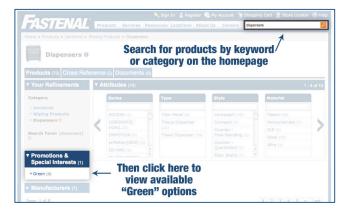
How Can I Find Green Products on the Fastenal Website (www.fastenal.com)?

Information about green products on Fastenal's website can be accessed in several different ways:

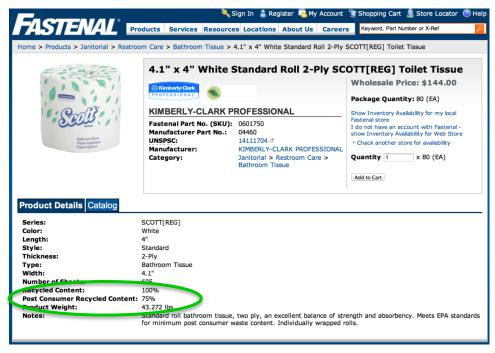
- 1. Type keywords or product categories into the search box on the home page, then click on "Green" under *Promotions and Special Interests* in the left column.
- 2. Look for Fastenal's green leaf symbol when viewing individual product choices. The leaf



is shown both when you view an entire product category and on each individual product listing.



The environmental criteria each product met to earn the green leaf symbol are indicated in the *Product Details* section under the individual product listing. In the following example, note the leaf symbol above the manufacturer's name in the individual listing. Also, the *Product Details* below state that the product has 100% recycled content, 75% postconsumer recycled content, and "meets EPA standards for minimum post consumer waste content." EPA defines postconsumer content as material or a finished product that has served its intended use as a consumer item and been recovered from waste destined for disposal.



3. On the pull-down menu at the top of the Fastenal website, there are two ways to find green products.

- a. Choose "Product Categories" and scroll down to "Green Items" under Promotions & Special Interests. See box to the right.
- b. Choose "Resources" and scroll down to "Green Resources" under the "Green" category. This will bring you to a webpage that provides an overview of Fastenal's approach to designating green products. On the right is a box where you can click to open Fastenal's *Green Product Guide*. This catalog can be browsed online, or downloaded as a PDF to be saved and browsed separately.

Each product listing in the catalog is marked with a symbol indicating the type of green attribute the product exhibits (e.g., energy conservation, green cleaning & maintenance,

waste reduction, or water conservation). Additional details about the environmental certifications or attributes of each product can be found in the Fastenal.com website listing.

In the online version of the *Green* Product Guide, clicking on a part number will take you to the individual listing on Fastenal's website, where additional product details are described, including the green attributes.

"Fastenal's Green Initiatives Support Yours" Fastenal can support your green priorities through the following initiatives:

Custom Green Catalogs. Fastenal can

create custom catalogs, enabling contract users to access only the products their organization wants them to purchase, which is an effective way of ensuring that employees can easily order the highest quality and best-priced green products and avoid purchasing products that do not meet your organization's environmental priorities.



Products Services Resources Locat

asteners utting Tools & Metalworking aterial Handling, Storage, & Packaging rols & Equipment

Product Categories

Plumbing Hydraulics & Pneumatics

Office Products & Furniture

Other Products

Promotions & Special Interests

Abrasives Raw Materials ifting and Rigging Chemicals & Paint

HVAC

- **Specialty Recycling Services.** Fastenal offers several green services that can help facilities reduce or recycle hazardous materials (See *Green Product Guide*, p. 10) including, but not limited to:
 - <u>Call2Recycle</u> contract users can receive boxes to participate in free industry-financed rechargeable battery recycling program
 - <u>RecyclePak</u> contract users can purchase prepaid boxes for recycling fluorescent lamps, ballasts and batteries
 - <u>Toner/Ink Recycling Services</u> contract users can download prepaid shipping labels so that empty cartridges can be remanufactured or recycled



- **Green Products Checklist.** A checklist of green product options for specific types of facilities and departments can help contract users identify green purchasing opportunities most suited to their needs (see *Green Product Guide*, p. 11).
- Tracking and Reporting. The Sustainable Product Coordinator Tool that tracks and reports your purchases of green products based on specific environmental attributes such as the presence of post-consumer recycled content or the absence of chemicals of concern. See the example below.

HOW WILL YOU MONITOR YOUR GREEN PURCHASES OR ENSURE PURCHASING POLICIES ARE BEING FOLLOWED? Fastenal's Sustainable Product Coordinator can provide reporting for any time period to help you track purchases of green products. Reports can provide summary views, as well as details about why or how the products are environmentally preferred. In the example below, green spend is broken down by certification with corresponding green claims listed below each certification group. This is an example of the type of information available through our reporting service. **CERTIFICATION-GREEN CLAIMS** SPEND % OF TOTAL SPEND Environmentally Preferred \$ 83,299 100% recycled content, 50% PCW 42,130 100% recycled, 75% PCW, EPA compliant 23,160 80% recycled, 15% PCW; May contribute to LEED credits 11.985 More efficient dusting for improved indoor air quality 1.065 May contribute to LEED credits 963 100% recycled, 95% PCW; Packaged in Brik-Pak to optimize cube for freight & storage savings 737 Orally Non-toxic per OECD calculation, Readily Biodegradeable 641 Low VOC content; Renewable resource Does not contain para-dichlorobenzene (PDCB), which is a known carcinogen.

• Green Vending Machines. Fastenal's FAST industrial vending machines stock tools, batteries, and other industrial supplies so that work sites can reduce inventory, waste, and administrative

costs while being assured of having the right tools available when needed. Fastenal keeps them stocked with the supplies each site needs, workers obtain the products from the vending machine as needed, and the job site can track the usage without having to overbuy in order to keep their own stock available.



Products that Promote Energy Conservation

Products in this category include fans, air conditioners, water heaters, and other building equipment that is **ENERGY STAR-qualified** as well as power generators and lanterns that are powered by solar energy.



Some products in this category are considered "inherently energy-efficient" even without a specific eco-label, such as motion sensors that automatically turn off lights when a room is unoccupied. Because many of these products are electrical supplies, they may also have an eco-label indicating that they comply with the European Union's Restriction of Hazardous Substances (RoHS) Directive, which means they have little or no lead, mercury, or other toxic chemicals of high concern that are commonly found in

these types of products. Below is a list of products in Fastenal's offering that can help purchasers save energy and earn LEED and other green building rating credits.

Product Category	Energy Efficiency Eco-Labels	Other Eco-Labels and
	-	Environmental Claims
Air Conditioners	ENERGY STAR	More energy efficient
		Reduces energy costs
Air Filters		Improves indoor air quality
		May reduce energy costs
Ballasts	National Electrical Manufacturers	Electronic ballasts are more energy efficient than
	Association (NEMA) Premium Efficiency	magnetic ballasts.
Calculators		Solar-powered
Compact Fluorescent Lamps	ENERGY STAR	Look for models with a relatively high rated life (10,000+
(CFLs)		hours) and that are RoHS-compliant
Dehumidifiers	ENERGY STAR	
Fans	ENERGY STAR	
Flashlights/Lanterns (LED)		Rechargeable battery
Lanterns		Solar-powered
Fluorescent Tube Lamps (T5s		Highly energy efficient (look for models with highest
and T8s that are compatible		efficacy (lumens per watt), with longest rated life, and
with electronic ballasts)		that are RoHS-compliant)
LED Exit Signs		Look for models that use 5 watts or less
LED Lighting Fixtures	ENERGY STAR	
LED Lamps (with screw base	ENERGY STAR	
and internal driver)		
LED Pin-based Lamps		LED lights are more energy efficient than traditional
		incandescent or halogen lights.
Motors	National Electrical Manufacturers	Variable speed (saves energy on low-power setting)
	Association (NEMA) Premium Efficiency	
Lighting Controls (e.g.,		Lighting controls reduce the amount of energy used by a
Dimmers, Occupancy		lighting fixture
Sensors, Photo-cells, Timers)		
Photoluminescent Exit Signs		No energy during use
Power Generators		Solar-powered
Power Tools	ENERGY STAR (charger)	Conserves energy
Programmable Thermostats	_	Can result in energy savings up to 33%
Solar Chargers		Replace electricity or fuel consumption
Vacuums	ENERGY STAR	Also look for vacuums that are CRI approved
Water Heaters	ENERGY STAR	Solar-powered, tankless

Green Cleaning Products

Products in this category are used for facility cleaning and maintenance. Important multi-attribute eco-labels in this category include Green Seal, UL EcoLogo, and U.S. EPA's Design for the Environment (DfE) Program. **Products with these eco-labels are in bold.** Single-attribute eco-labels should be considered when products are unavailable with multi-attribute eco-labels. Single-attribute eco-labels include USDA BioPreferred and Carpet and Rug Institute (CRI). Below is a table listing several types of green cleaning products offered by Fastenal that have reliable eco-labels and/or important environmental attributes, which may or may not be verified. The use of certified green-cleaning products may earn LEED and other green building rating credits.





Product Category	Eco-Labels	Other Environmental Claims
Air Fresheners and Deodorants	DfE	Dye-free
	USDA BioPreferred	Fragrance-free
		No para-dichlorobenzene (a carcinogen)
Automotive Cleaners and Degreasers		Low-VOC level per South Coast Air Quality
		Management District (SCAQMD) Limits
Bathroom Cleaners and	DfE	Concentrated
Drain Openers	Green Seal	Dye-free
	USDA BioPreferred	Fragrance-free
Carpet Care Cleaning Products	Carpet and Rug Institute (CRI)	Concentrated
	Green Seal	Dye-free
	USDA BioPreferred	Fragrance-free
Degreasers	DfE	Dye-free; Fragrance free
	Green Seal	Low-VOC level per South Coast Air Quality Management
	USDA BioPreferred	District (SCAQMD) Limits
Dishwashing Detergent	DfE	Dye-free
5 - 5	USDA BioPreferred	Fragrance-free
Dry Mops and Handles		Recycled content (wood, cotton, etc.)
Floor Cleaners, Polishes, Restorers, and	DfE	Concentrated
Strippers	Green Seal	Dye-free
and the same	USDA BioPreferred	Fragrance-free
Floor Cleaning Equipment	Carpet and Rug Institute (CRI)	Designed to reduce waste of cleaning chemicals
	competential measure (com,	Equipped with technology to save water
Furniture Polish	USDA BioPreferred	Does not contain dyes or synthetic perfumes
General Purpose Cleaners (also called	DfE	Concentrated
All-Purpose Cleaners or Multi-Purpose	Green Seal	Dye-free
Cleaners)	USDA BioPreferred	Fragrance-free
Glass Cleaners	DfE	Concentrated
	Green Seal	Dye-free
	USDA BioPreferred	Fragrance-free
Hydraulic fluid	USDA BioPreferred	
Laundry Detergent	DfE	Dye-free
,	USDA BioPreferred	, Fragrance-free
Metal Polishes and Stainless Steel Cleaner	DfE	Dye-free
	USDA BioPreferred	Fragrance-free
Skin Care (including Hand Soaps)	Green Seal	Recyclable containers
- (UL EcoLogo	No antimicrobial ingredients
	USDA BioPreferred	
Sweeping Compounds	UL EcoLogo	Water-based (unlike common petroleum-based
1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	USDA BioPreferred	compounds)
Vacuums	Carpet and Rug Institute (CRI)	99.97% efficient HEPA filter
	ENERGY STAR	
Wiping Cloths		Microfiber reduces chemical use
		Recycled content
		Reusable

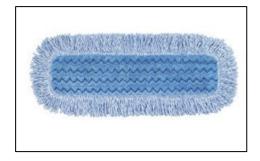
Products that Promote Water Conservation



Products in this category, such as water-efficient showerheads and toilets, promote water conservation, the U.S. Environmental Protection Agency's WaterSense Program certifies many of these products. The installation of water-conserving devices may earn LEED and other green building rating credits.

Product Category	Water Conservation Eco-Labels	Other Eco-Labels and
		Environmental Claims
Aerators		Reduce water use
		Water conservation device
Faucets	WaterSense	Sensor-operated (can reduce water
		consumption but often run on batteries,
		which can create waste)
Floor Cleaning Equipment	Carpet and Rug Institute (CRI)	Equipped with technology to save water
Flush Valves and Flushometers	WaterSense	
Hand Soap		Foaming hand soap reduces water
		consumption
Hoses		Contains flow restrictor, yields up to 20%
		reduction in water flow
		Lead-free
		Phthalate-free
Microfiber Mops & Cloths		Contributes to reducing water consumption
Toilets and Urinals	WaterSense	







Products that Promote Waste Reduction

Products in this category contain recycled material, including postconsumer recycled content (e.g., paper towels and trash bags), or promote waste reduction, including reuse (e.g., rechargeable batteries, microfiber mops, and hand dryers). Purchasing recycled-content products may earn LEED and other green building rating credits. Some products have multi-attribute certifications such as Green Seal or UL EcoLogo. These products are in bold because they are preferable to products with single attributes.





Product Category	Eco-Labels	Other Environmental Claims
Bathroom tissue	Forest Stewardship Council (FSC)	Recycled content, reduced packaging, source
	Green Seal UL EcoLogo	reduction (e.g. coreless)
Batteries		Rechargeable
Column protectors		Recycled content
Entrance mats		Recycled content
Facial tissue	Forest Stewardship Council (FSC)	Recycled content - meets EPA Comprehensive
	UL EcoLogo	Procurement Guidelines (CPG)
Flashlights		Rechargeable, LEDs (reduce battery usage)
Hand dryers		Waste reduction (replaces paper towels)
Gloves, Chemical-resistant		PVC-free
(Nitrile and Rubber)		
Ear plugs		PVC-free, Reusable
Ladders, platforms and step		Recycled content
stools		
Microfiber Mops & Cloths		Reusable (replace paper towels)
Napkins	UL EcoLogo	Recycled content - meets EPA Comprehensive
		Procurement Guidelines (CPG)
Paper towels	Green Seal	Recycled content - meets EPA Comprehensive
	UL EcoLogo	Procurement Guidelines (CPG)
	Forest Stewardship Council (FSC)	
Parking stops, Speed bumps and		Recycled content - meets EPA Comprehensive
Accessories		Procurement Guidelines (CPG)
Recycling containers		Facilitates recycling
		Recycled content - meets EPA Comprehensive
		Procurement Guidelines (CPG)
Recycling kits for fluorescent		Facilitate recycling
lamps/ballasts, batteries,		Recycled content
electronics, and mercury devices		
Safety signs		Recycled content - meets EPA Comprehensive
		Procurement Guidelines (CPG)
Sorbents		Recycled content - meets EPA Comprehensive
		Procurement Guidelines (CPG)
Storage units, cabinets, lockers	Forest Stewardship Council (FSC)	Recycled content
and shelving	UL GREENGUARD	
	SCS Indoor Advantage	
Toilet seat covers	UL EcoLogo	Recycled content - meets EPA Comprehensive
		Procurement Guidelines (CPG)
Trash bags & Can liners	Biodegradable Products Institute	Recycled content - meets EPA Comprehensive
	(BPI)	Procurement Guidelines (CPG)
Truck/Forklift equipment		Recycled content
Water Bottle Filling Station		Reduces plastic waste
Wiping Cloths		Recycled content
		Reusable (replaces paper towels)

Eco-label Descriptions

Eco-label	Description
BPI	The Biodegradable Products Institute (BPI) is an independent organization that certifies that bio-based
	plastic products with "biodegradable" claims will safely break down in a typical commercial composing
	facility. For more information, please visit http://www.bpiworld.org/ .
CRI Green Label	The Carpet and Rug Institute's Green Label designates carpets and adhesives with low emissions of
	volatile organic compounds (VOCs), which contribute to poor indoor-air quality. For more information,
	please visit http://www.carpet-rug.org/commercial-customers/green-building-and-the-
	environment/green-label-plus/.
Comprehensive	The U.S. Environmental Protection Agency's Comprehensive Procurement Guidelines provide
Procurement	recommendations on recycled content for a wide range of products such as janitorial paper products,
Guidelines (CPG)	trash cans and liners, construction products, and more. These products are required to be purchased if
	federal funding is used. For more information, please visit http://www.epa.gov/cpg .
DfE	The Design for the Environment (DfE) Program recognizes products that have been screened by the
	EPA to have "only those ingredients that pose the least concern among chemicals in their class."
	For more information, including a list of DfE-Recognized products, please visit
	http://www.epa.gov/dfe/pubs/projects/formulat/saferproductlabeling.htm.
ENERGY STAR	ENERGY STAR is a voluntary rating program run jointly by the U.S. Environmental Protection Agency
2.12.10.0.7.11	and the U.S. Department of Energy. ENERGY STAR provides standards that identify the most efficient
	products such as refrigerators, CFLs, and water heaters in their product category. For more
	information, please visit http://www.energystar.gov/ .
Forest Stewardship	FSC is an independent eco-label that promotes the responsible management of the world's forests.
Council (FSC)	FSC is a certification system that provides internationally recognized standard-setting, trademark
council (1 5c)	assurance, and accreditation services for responsible forestry practices. For more information, please
	visit http://www.fsc.org/.
Green Seal	Green Seal is an independent eco-label, founded in 1989, that certifies a wide range of products such
Green Sear	as paints, papers, cleaners, and businesses themselves such as hotels and lodging. For more
	information, please visit http://www.greenseal.org/.
NEMA Premium	Run by the Association of Electrical and Medical Imaging Equipment Manufacturers, NEMA Premium
Efficiency	rates energy-efficient motors. For more information, please visit
Linciency	http://www.nema.org/gov/energy/efficiency/premium/.
RoHS	RoHS (Restriction of Hazardous Substances) is a policy directive adopted by the European Union in
кипэ	
	2003 (and updated in 2010) to restrict the use of six hazardous materials in electronics. RoHS restricts the use of lead, mercury, cadmium, hexavalent chromium, polybrominated biphenyls (PBBs), and
	polybrominated diphenyl ethers (PBDEs). For more information, please visit
	http://www.rohs.eu/english/index.html.
SCS Sustainable	Scientific Certification Systems verifies green claims such as "biodegradable" or "contains recycled
Choice Certified	content." SCS also oversees compliance with California Gold Sustainable Carpet Standard and other
Choice Certified	environmental certifications. For more information, please visit http://www.scscertified.com.
III Faal aga	
UL EcoLogo	UL EcoLogo is a multi-attribute eco-label managed by Underwriters Laboratories that certifies
	thousands of different products in many categories such as cleaning products, hand soaps, janitorial paper products, paint and more. For more information, please visit http://www.ecologo.org/en/ .
	A list of UL EcoLogo-certified products can be found in UL's Sustainable Product Guide, which can be
	accessed at http://productguide.ulenvironment.com/QuickSearch.aspx.
UL GREENGUARD	UL GREENGUARD aims to improve indoor air quality and reduce exposure to toxic chemicals by
	certifying products that emit low levels of volatile organic compounds (VOCS) such as formaldehyde,
	which is a human carcinogen. This eco-label can primarily found on building materials, sealants,
	adhesives, insulation, flooring, and furniture. For more information, please visit
	http://www.greenguard.org/en/index.aspx. A list of UL EcoLogo-certified products can be found in
	UL's Sustainable Product Guide, which can be accessed at
	http://productguide.ulenvironment.com/QuickSearch.aspx .
USDA BioPreferred	BioPreferred is a voluntary designation program run by the U.S. Department of Agriculture that
	identifies products that meet or exceed minimum levels of biobased content. For more information
	about the USDA's Certified Biobased Products, please visit http://www.biopreferred.gov . A list of
	USDA-certified biobased products can be accessed at
	http://www.biopreferred.gov/bioPreferredCatalog/faces/jsp/catalogLanding.jsp.
WaterSense	WaterSense is an EPA-sponsored program that certifies and labels water-efficient products such as
	shower heads, toilets, and irrigation equipment. For more information, please visit
	http://www.epa.gov/watersense/index.htm.

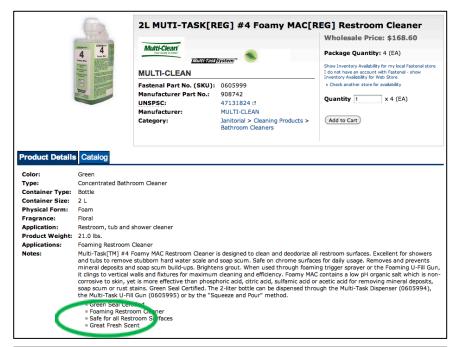
Examples of Green Products Available from Fastenal

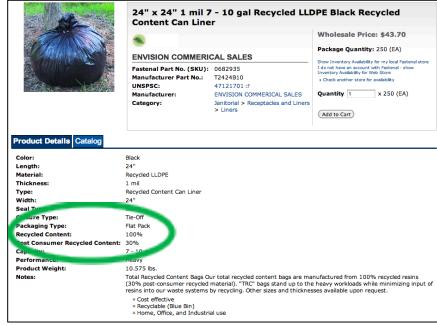
Bathroom Cleaner

Many of Fastenal's green products have been certified or recognized as green by an independent third party organization or government agency. For example, this bathroom cleaner is Green Sealcertified, which means it meets the multiple health and environmental considerations (as well as performance requirements) of Green Seal's standard for institutional cleaners.

Trash Bags

This trash-can liner has no independent rating or certification, but under "Product Details," the item is listed as having 100% recycled content with a minimum of 30% post-consumer recycled content. Products that claim to have environmental attributes but lack independent recognition should be considered only when there are no independent green certifications or ratings for that product category.





Additional Resources

- WSCA-NASPO MRO Contract webpage
- RPN Green Hardware Supplies webinar webpage

The Responsible Purchasing Network (RPN) created this fact sheet for the National Association of State
Procurement Officials (NASPO) and the United States Environmental Protection Agency (EPA). This project has
been funded under a contract from NASPO and by EPA Grant #96165001 to RPN. The contents do not necessarily
reflect the views and policies of the EPA or NASPO, nor does mention of trade names or commercial products constitute endorsement or
recommendation for use. For more green purchasing resources, visit RPN at: www.ResponsiblePurchasing.org.