

Green Hardware Supplies



Alicia Culver

Responsible Purchasing Network

RPN Webinar

September 10, 2014

RPN

Largest nonprofit network of purchasing agents and sustainability professionals

- States
- Local governments
- Federal agencies
- Colleges and universities
- School districts
- Businesses
- Non-profits



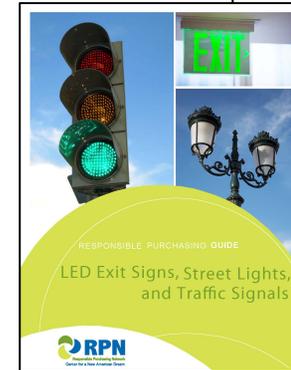
RPN's Mission

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 Resources

Green Purchasing Best Practices:
Architectural Paints and Coatings

- *Responsible Purchasing Guides*
- **Hands-on technical Assistance**
- **Sustainable purchasing policies**
- **Model specifications**
- **Webinars**
- **Cooperative purchasing contracts**
- *Model Responsible Purchasing Report*
- **Calculators and other tools**
- **Quarterly newsletter**



Have a Question?

Submit your questions by typing them into the **Questions Box** in your GoToWebinar application.

We will compile and answer them during the Q&A session at the end of the webinar.



RPN's Green Hardware Supplies Project Partners



Presenters



- **Mike Roth**, Director of eCommerce
MSC Industrial Supply



- **Jeff Rehm**, Sr. Manager of Corporate Facilities & Global Sustainability, *Grainger*



- **Melissa Puchalla**, Director of Product Compliance, *Fastenal*



- **Alicia Culver**, Executive Director,
Responsible Purchasing Network
(Moderator)

POLLING QUESTION #1

**What type of “green” hardware supplies
are you MOST interested
in buying more of in the future?**

VOTE NOW

Examples of Green Hardware Supplies



- **Energy-efficient** HVAC and Lighting Equipment, Appliances, etc.
- **Water-conserving** Plumbing Fixtures and Irrigation Equipment
- **Low-toxicity** Cleaners, Paints, Hand Soaps, Deicers, Floor Polish, Lubricants and Other Building Maintenance Chemicals
- **Solar-powered** Generators and Equipment
- **Rechargeable** Batteries
- **Building Materials That are Certified Low-Emitting and/or Made of Sustainable Wood or Recycled Content**
- **Recycled-content** Trash Bags and Janitorial Paper Products
- **Recycling** Containers and Systems



Multi-Attribute Certifications for **Green** Cleaning Products



- Cleaning chemicals, floor maintenance products (polish & stripper) and hand soaps/sanitizer (Green Seal, UL EcoLogo or EPA's Design for Environment)

Janitorial Paper Products
(Green Seal, UL EcoLogo)



Green Seal Criteria for Institutional Cleaners (GS-37)

- **Low toxicity**
- **No cancer-causing ingredients**
- **No asthmagens**
- **Not corrosive to eyes or skin or skin sensitizer**
- **Won't pollute air or deplete ozone layer**
- **Won't kill fish**
- **Low phosphorous**
- **Will biodegrade**
- **Package recyclable**
- **Available as concentrate**
- **Limits on fragrances used**
- **Certain ingredients prohibited**
- **Performance tested**
- **Vendor training available**





Green Certifications for Paint

- **Multi-attribute certifications for latex paints**

- ✓ Green Seal
- ✓ UL EcoLogo
- ✓ Master Painters Institute
Extreme Green (X-Green)



- **Single-attribute certification for specialty paints and coatings**

- ✓ MPI Green Performance Standards 1 & 2



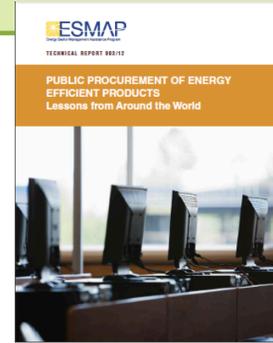
- **Certifications address performance**

Single Attribute *Certifications*



- **BPI Certified (Compostable)**
- **FSC Certified (Sustainable Wood)**
- **SCS Indoor Advantage (Low-emitting)**
- **UL GREENGUARD (Low-emitting)**
- **USDA Biobased Certified**





ENERGY STAR Equipment

Appliances: washers, dryers, dishwashers, refrigerators

Heating and cooling equipment: furnaces, boilers, air conditioners, fans, water heaters

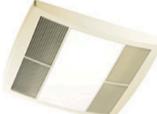
Lighting equipment: CFLs, LEDs, Fixtures.

Miscellaneous: food service equipment, water coolers, vending machines, battery charging systems, windows and roofing products



Go to www.energystar.gov to find certified products.

ENERGY STAR Most Efficient

Find ENERGY STAR Products	ENERGY STAR Most Efficient 2014			
Product Finder	The ENERGY STAR Most Efficient 2014 designation recognizes the most efficient products among those that qualify for the ENERGY STAR. These exceptional products represent the leading edge in energy efficient products this year.			
How a Product Earns the Label	Learn more about the current ENERGY STAR Most Efficient 2014 criteria .			
Save Energy at Home				
Join Our Movement	Products Recognized as ENERGY STAR Most Efficient in 2014			
				
	<p>Clothes Washers</p> <p>Small (2.5 cu-ft and smaller)</p> <p>Large (larger than 2.5 cu-ft)</p>	<p>Refrigerators</p> <p>Medium (18 cu-ft and smaller)</p> <p>Large (18.1 to 22.5 cu-ft)</p> <p>X-Large (larger than 22.5 cu-ft)</p>	<p>Televisions</p> <p>Under 35 inches</p> <p>35 to 50 inches</p> <p>50+ inches</p>	<p>Heating & Cooling</p> <p>Boilers</p> <p>Central Air Conditioners/Air Source Heat Pumps</p> <p>Furnaces</p> <p>Geothermal Heat Pumps</p>
				
	<p>Ceiling Fans</p> <p>52 inches and under</p> <p>Over 52 inches</p>	<p>Ventilating Fans</p> <p>Without Lighting</p> <p>With Lighting</p>	<p>Computer Monitors</p> <p>Under 20 inches</p> <p>20 to 23 inches</p>	<p>Windows</p> <p>Vertical Slider (Single- and Double-Hung)</p> <p>Horizontal Slider</p>

ENERGY STAR-Certified LED Lamps



Energy-efficient

- Use 75% less energy than incandescent lamps
- Most are dimmable

Long life ($\geq 25,000$ hours rated life)

- 15X longer than incandescent lamps
- 2-3X longer than CFLs



Mercury-free

- *Qualified list:* www.energystar.gov



High Efficiency Ballasts and Linear Fluorescent Lamps

- Consortium for Energy Efficiency (CEE) Qualified
<http://library.cee1.org/content/commercial-lighting-qualifying-products-lists>



Commercial Lighting Qualifying Product Lists

 June 2014 32W Lamps & Ballasts	855 KB
 June 2014 28W & 25W Lamps & Ballasts	854 KB

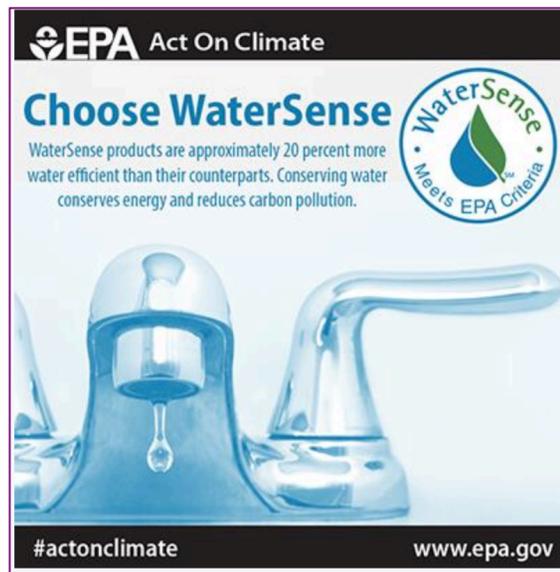
- NEMA Premium Efficiency (Ballasts Only)

<https://www.nema.org/Policy/Documents/nema-premium-electronic-ballast-program.pdf>



Water Conservation Products Save Energy and \$

Running hot water for 5 minutes
= 60 watt bulb for 14 hours



Single Attribute *Standards*



- **EPA Compliant**
(Meet Recycled Content Guidelines)



- **RoHS Compliant**
(Free of lead and other hazardous substances)



- **SCAQMD/CARB Compliant**
(Low VOCs)

POLLING QUESTION #2

**What is the most important thing
MRO vendors can do
to make it easier for you
to buy "green" hardware supplies?**

VOTE NOW



Best Practice: **Choose Vendors Based on Sustainability Questionnaire**

- **Sustainable Product Offering & Labeling**
- **Sustainable Product Training Experience**
- **Corporate Environmental Policy & Practices**
- **Contract Outreach Experience & Plan**
- **Sustainable Packaging & Delivery Practices**
- **“Green Spend” Reporting & Analysis**
- **Product Recycling Services**



Save Time by Requiring Suppliers to...

- Accurately label their certified green products
- Conduct training and outreach
- Provide “green” spend reports
- Calculate environmental benefits/cost savings of purchasing their green products



Green Procurement Strategies

- Negotiate all **green** contract(s)
- Add **green** products to your market basket list
- **Block** products with chemicals of concern (that can cause cancer, asthma, etc.)
- **Block** products without certifications or other verified environmental/health benefits
- Promote **green** products on your contract
- Track and report environmental/health benefits



WSCA-NASPO Price Agreements for Facilities MRO Products

**Facilities MRO (NV)
w5-2011**

[http://www.aboutwsca.org/contract.cfm/
contract/w5-2011](http://www.aboutwsca.org/contract.cfm/contract/w5-2011)

(Expiration date: 2/28/17)

BASIC CONTACT INFORMATION - LEAD STATE

States where there is at least one signed
Participating Addendum



Lead State:	Nevada
Lead State Contract Number:	1862
Contact person:	Gail Burchett
Phone:	(775) 684-0172
Fax:	(775) 684-0188
Email:	gburchett@admin.nv.gov

LINK TO LEAD STATE WEBSITE

http://purchasing.state.nv.us/WSCA_Industrial/WSCAMRO.htm

RPN Green MRO Resources

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



WSCA Contact
Gail Burchett, Purchasing Division
Nevada Department of Administration
Tel: (775) 684-0172
gburchett@admin.nv.gov

Fastenal Contact
Melissa Puchalla
Director of Product Compliance
Tel: (507) 453-8981
mpuchall@fastenal.com

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



WSCA Contact
Gail Burchett, Purchasing Division
Nevada Department of Administration
Tel: (775) 684-0172
gburchett@admin.nv.gov

Grainger Contacts
Doug D'Alessio
Senior Government Sales Manager
Tel: (916) 503-0229
Doug.MD'Alessio@grainger.com
www.grainger.com

Jeff Rehm
Corporate Sustainability Manager
Tel: (847) 535-0844
Jeffrev.Rehm@grainger.com

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



WSCA Contact
Gail Burchett,
Purchasing Division
Nevada Department of Administration
Tel: (775) 684-0172
gburchett@admin.nv.gov

MSC Contact
Glenn Spetta
Sr. Manager Environmental Safety & Health
Tel: (516) 812-1109
spettag@mscdirect.com

**RPN Green Hardware
Supplies Fact Sheets**
www.responsiblepurchasing.org/resources/green_hardware_supplies_fact_sheets/index.php

Questions? Comments?



Alicia Culver

Executive Director

Responsible Purchasing Network

alicia@responsiblepurchasing.org

510-547-5475

MSC - Eco-Friendly

Supplying **green** choices today



Introductions & Agenda

Introductions

- Michael Roth – Director, eCommerce
- David Ottenstein – Sr. State Government Team Manager
- Elizabeth Flores – Western Region WSCA Account Manager
- Glenn Spetta – Sr. Manager, Corporate Environmental Compliance

Agenda

- Overview of Program
- Review of Eco-Friendly Categories
- Review mscdirect.com Functionality & Resources
- Questions?

Going **Green** Made Easy

MSC has made it easy for you and your organization to **go green!** To benefit your future, we've identified the items that can help protect the environment and, at the same time, reduce your costs.



Look for the eco-friendly icon while shopping MSC to find environmentally friendly products.

MSC...
supplying **green** choices today
that will **positively** impact your **tomorrow**

800.645.7270
MONDAY-FRIDAY 7AM-11PM, ET SATURDAY 9AM-4PM, ET
mscdirect.com

MSC
Industrial Supply Co.



Eco-Friendly Product Categories



Green Cleaners and Fluids



Recycled Products



Energy Conservation



Water Conservation



NEMA® Premium



Energy Star®



Renewable Energy Source



Greenhouse Gas Free



Low VOC

Keyword Search Results

The screenshot shows the MSC Industrial Supply Co. website interface. At the top, there is a navigation bar with the MSC logo, contact information (CHAT 800-645-7270), and links for Home, Customer Service, About MSC, My Account, and Logout. A search bar contains the text 'natures solution' and a 'GO' button. Below the search bar, there are navigation tabs for PRODUCTS, ORDER, RESOURCES, SOLUTIONS, and SPECIAL OFFERS. A promotional banner for 'Summer Blowout: Save up to 35% on orders over \$349' is visible. The main content area displays search results for 'Glass Cleaners'. On the left, there is a sidebar with filters: 'Filtered By: Brand x Natures Solution', 'NARROW YOUR RESULTS BY: Concentrated (Yes/No)', 'Container Type', 'Container Size (fl. oz.)', 'Container Size (Gal.)', 'Availability', and 'Narrow By' with an 'Eco-Friendly (5)' option. The main results area shows two product listings for 'Natures Solution'. Each listing includes a product image, a star rating, a 'Write the first review' prompt, and a table of specifications. The first listing is for 'Natures Solution BOC 1013' (32 Ounce Bottle) and the second is for 'Natures Solution BOC 1014' (1 Gallon Bottle). Both listings have an 'Add to Cart' button. Two green arrows point from external text to the 'Eco-Friendly' filter and the 'Eco-Friendly' icon in the product specifications table.

Eco-Friendly Icons & SDS

Filter by Eco-Friendly

Virtual Catalog

85687614

Facing Zoom In Zoom Out Previous Next Share Shortcut Bookmark Print Info

Cleaning Products

Size	Package Type	Solution Type	Order #	Price Ea.
All Purpose Cleaner				
32 oz.	Trigger Bottle	Ready-to-Use (RTU)	85687606	\$10.09
1 Gal.	Bottle	Ready-to-Use (RTU)	85687607	20.65
1 Gal.	Foil Pack	Concentrated	85687608	99.41
5 Gal.	Pail	Concentrated	85687609	98.03
55 Gal.	Drum	Concentrated	85687663	962.54
Carpet Cleaner/Deodorizer				
32 oz.	Spray Bottle	Ready-to-Use (RTU)	79610424	10.56
1 Gal.	Bottle	Ready-to-Use (RTU)	79610432	20.65
1 Gal.	Foil Pack	Concentrated	79610440	99.41
1 Gal.	Bottle	Concentrated	79610457	36.26
55 Gal.	Drum	Concentrated	79610465	1090.00
Glass Cleaner				
32 oz.	Bottle	Ready-to-Use (RTU)	51346450	8.88
1 Gal.	Pouch	Concentrated	51346476	99.41
1 Gal.	Bottle	Concentrated	51346468	34.94
5 Gal.	Pail	Concentrated	51346484	91.74
55 Gal.	Drum	Concentrated	51346492	917.47
Cleaner/Degreaser				
32 oz.	Trigger Bottle	Ready-to-Use (RTU)	75254052	10.55
1 Gal.	Bottle	Ready-to-Use (RTU)	51346526	21.56
1 Gal.	Foil Pack	Concentrated	51346518	102.71
5 Gal.	Pail	Concentrated	51346542	102.33
55 Gal.	Drum	Concentrated	51346559	1004.58
Hard Surface/Concrete Cleaner				
1 Gal.	Bottle	Ready-to-Use (RTU)	02446052	23.96
5 Gal.	Pail	Concentrated	02446078	110.12
55 Gal.	Drum	Concentrated	02446086	1101.20
Odor Eliminator/Air Freshener				
32 oz.	Trigger Bottle	Ready-to-Use (RTU)	51346732	9.19
1 Gal.	Foil Pack	Concentrated	51346740	99.41
1 Gal.	Bottle	Concentrated	51346757	18.37
5 Gal.	Pail	Concentrated	51346765	91.74
55 Gal.	Drum	Concentrated	51346773	871.61
Safety Parts Rinse				
1 Gal.	Bottle	Concentrated	08489205	34.62
5 Gal.	Pail	Concentrated	08489213	131.71
55 Gal.	Drum	Concentrated	08489221	1428.80

1 FOB Factory

2994

CALL MSC TODAY 800-645-7270 FOR ALL YOUR INDUSTRIAL NEEDS

♣ = Eco Friendly Item



Environmentally Safe Cleaning Products



85687606 85687622 79610432

Natures Solution™ products are more efficient, effective, economical and safer than traditional cleaners. These products are nontoxic, non-irritating, noncaustic, noncorrosive, non-allergenic, bacteria-free, phosphate-free and biodegradable. This advancement in cleaning technology produces a much deeper clean and leaves no toxic chemical by-products or nutrients that cause pathogenic growth. Ready to use product is mixed for professional strength (PRO STRENGTH).

Natures Solution Products are Available in Multiple Formulations for All Uses:

- All-Purpose Cleaners: for use on any washable indoor or outdoor surface
- Carpet Cleaner: cleans and deodorizes carpets and upholstered surfaces
- Glass Cleaner: special nonstreaking formula designed for glass surfaces
- Cleaner/Degreaser: for use on tough dirt and grime; safe on most hard surfaces
- Hard Surface/Concrete Cleaner: industrial strength cleaner; will not harm surfaces
- Odor Eliminator/Air Freshener: eliminates foul odors at the source; can be used around people, pets and food
- Safety Parts Rinse: removes oils, grease and other hydrocarbons from all tools and parts



Eco-Friendly Icons

Other Resources

<http://www.mscdirect.com/resources/eco-friendly-supplies>

The screenshot displays the MSC Industrial Supply Co. website interface. At the top, the MSC logo is on the left, and navigation links for 'CHAT 800-645-7270', 'HOME', 'CUSTOMER SERVICE', and 'ABOUT MSC' are on the right. Below the logo, it says 'Order by 8pm EST, get it the next day!'. A search bar is present with a 'GO' button and a 'Virtual Big Book' icon. A navigation menu includes 'PRODUCTS', 'ORDER', 'RESOURCES', 'SOLUTIONS', and 'SPECIAL OFFERS'. A promotional banner for 'Select-A-Sale' offers 25% off on orders over \$249 and 35% off on orders over \$349, with codes 'SELECT25H' and 'SELECT35H'. The 'RESOURCES' sidebar lists categories like Digital Publications, Site Features, Eco-Friendly, Education, Lighting, Safety, and Utilities. The main content area is titled 'Eco-Friendly Supplies' and features a section for 'MSC... Supplying green choices today that will positively impact your tomorrow'. This section includes a PDF icon and a description of eco-friendly products. Below this are three sub-sections: 'Green Cleaners & Fluids', 'Energy Conservation', and 'Water Conservation', each with a corresponding icon and brief description.

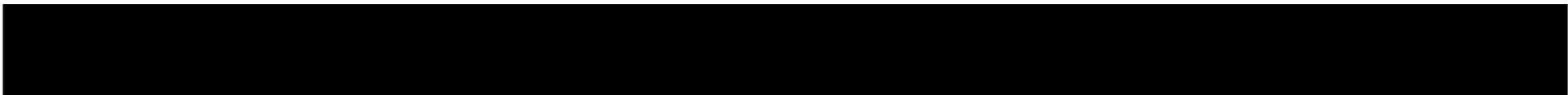
Questions? Comments?





Manage. Conserve. Save. Grainger Sustainability Offer

Jeff Rehm, Sr. Manager Corporate Facilities and Global Sustainability



Grainger Sustainability Offer

Product

- More than 33K environmentally preferable products



Partnerships

- Dedicated Supplier Resources
- Assessments, Audits, Services
- Professional Associations (AEE; LEED)
- ULe: Product Auditing

Resources

- Grainger Consulting
- Cleaning Program Managers (LEED GA)
- Grainger Lighting Services
- Reporting
- Cross-referencing

Grainger Sustainability Offer Pillars

Manage Energy



Measure use, control effectiveness & output, & reduce consumption of energy

Electrical
Lighting & Controls
HVAC/R
Steam
Compressed Air

Conserve Water



Monitor use, filter impurities, recycle & reduce consumption at point of use, behind the wall, and outdoors

Pumps, Valves
Fittings
Meters
Fixtures
Plumbing Equipment
Filters

Reduce Waste



Facilitate recycling & decrease landfill expansion through biodegradable & recycled content

Recycling Equipment
Paper & Packaging
Sorbents
Biodegradable
Chemical Free

Indoor Air Quality



Create cleaner air within facilities through lower VOCs, filtration, & natural products

Cleaners
Air Filters
Cleaning Equipment
Office Products
Low/No VOC
Paints/Coatings

Sustainability Product Offer Validation

+ 33K products that meet...

✓ **23 Green Certifications or Other Recognitions**



✓ **44 Green Environmental Attributes**

...Under advice and review of third party expert, ULe



Finding Greener Products



GRAINGER Sign Up for Email | Feedback | Help | Español
Catalog 405 | Find A Branch | Services | Resources | Worldwide

All Products Enter keyword, item, model or repair part number. Search Bulk Order Pad Cart (0)

Home \ Cleaning \ Personal Care \ Hand Cleaner

Hand Cleaner

17 Results Found that include 59 Products

Sort results by: Top Sellers View Previously Purchased Products Only

Grid | List | Results per page: 16 | 32 | 48

Filter Results By

Search within these results

Item

- Dry or Wet Skin Cleaner (2)
- Foam Hand Cleaner (1)
- Gel Hand Cleaner (3)
- Hand Cleaner (31)
- Hand Cleaner Refill (3)
- Hand Soap (6)

View More

Formula

- Abrasives (1)
- Aloe Vera (1)
- Antibacterial (1)
- Bamboo Extract and Aloe Enriched (2)
- Biodegradable (1)
- Cream (2)

View More

Shop By

- Clearance Items (3)
- Green (13)
- New Items (9)
- On Sale (3)
- Online Catalog (23)

View More

Size

GOJO Hand Soap
Multiple product options available
Price: \$16.38 - \$135.55
View All 4 Products

Quick View Most Popular Products

GOJO Hand Cleaner
Multiple product options available
Price: \$20.65 - \$121.65
View All 11 Products

Quick View Most Popular Products

GOJO Hand Cleaner Refill, Package Quantity 2
Multiple product options available
Price: \$129.85 - \$187.00
View All 3 Products

Quick View Most Popular Products

Finding Greener Products



GRAINGER Sign Up for Email | Feedback | Help | Español
Catalog 405 | Find A Branch | Services | Resources | Worldwide

All Products **Search** Bulk Order Pad

Home \ Cleaning \ Personal Care \ Hand Cleaner \ Foam Hand Cleaner, Unscented, Yellow, PK 2

Share This Product Print



Foam Hand Cleaner, Unscented, Yellow, PK 2

GOJO

Price:
\$79.15 / pkg. of 2

- Deliver one time only
- Auto-Reorder Every

Check Availability
Typically in Stock

[+ Add to List](#)

☆☆☆☆☆ Be the first to write a review | [Ask & Answer](#)

Item # **19MR06** Mfr. Model # **5665-02-EEU00** UNSPSC # **53131627**
Catalog Page # **N/A** Shipping Weight **5.97 lbs.**

Country of Origin **USA** | *Country of Origin is subject to change.*



Technical Specs

Item	Foam Hand Cleaner	Color	Yellow
Formula	Biodegradable	Package Type	Refill
Fragrance	Unscented	Uses Dispenser	Mfr. No. 2789-12
Size	1200mL	Green Certification or Other Recognition	EcoLogo Certified <input type="button" value=""/>
Application	High Frequency Handwashing		

Grainger Sustainability E- Catalog

Products to Help You

MANAGE. CONSERVE. SAVE.

Energy Management | Water Conservation | Waste Reduction | Indoor Air Quality

GRAINGER.
FOR THE ONES WHO GET IT DONE

	Energy Management 5-124		Waste Reduction 139-208
	Fluorescent Lamps 7-9		Recycling Containers & Totes 141-150
	Compact Fluorescent Lamps 10-12		Linens 150
	HID Lamps 13		Recycling Kits 151
	Halogen Lamps 13		Hand Cleaners & Sanitizers 152
	LED Lamps 14-20		Shampoo & Body Wash 152-153
	LED Fixtures 23-37		Soap 153-153
	Fluorescent Fixtures 37-43		Wipes 153, 169
	Emergency Lighting 42		Multipurpose Cleaners 154-159, 163
	Signs 42, 113		Drain Cleaners & Maintainers 155, 162
	Balls 44-40		Degreasers 156, 161-162, 206
	Occupancy & Motion Sensors 50-55		Paint Removers 157
	Motors 58-65		Carpet & Upholstery Cleaners 158
	AC Drives 66-72		Polish 158-159
	Capacitors 73		Glass Cleaners 159
	Fans 74-77		Laundry Supplies 160-161
	Air Conditioners 78-79		Scouring Pads 164
	Dehumidifiers 79		Wet/Dry Mops 164-166
	Thermostats 80-81		Floor Machine Pads 167
	Gas Furnaces 82		Paper Products 168-171
	Ventilators 83-85		Disposable Plates & Cups 171
	Pipe Insulation 86-91		Office Supplies 172-178
	Filters 91-95		Signs 172, 193-199
	Water Heaters 96		Storage Boxes 176
	Hand Dryers 97		Office Furniture 177-178
	Caulks & Sealants 98-99		Cabinets 179, 185, 187-188
	Charging Stations 100		Workbenches 180
	Chargers & Boosters 101		Platforms 181
	Pneumatics & Replacement Parts 102-103		Matting 181-183
	Vehicle & Job Site Lighting 104-109		Shelving 183-184
	Rainlights 109-112		Lockers 184, 186
	Batteries 112		Recycled Shelf Bins 189-188
	Solar Equipment 101, 114-116, 120-124		Wall Storage Systems 189
	Fuses 110-120		Shipping 189-190
	Surge Protection & Suppression 121		Construction Film 190
	Identification Labels 123		Lockout Devices 191-192
	Switches 123		Spill Control 200-201
	Light Meters 124		Lubricants & Oils 209-208
			Automotive Equipment 208-208
			Lawn & Garden 208
	Water Conservation 125-138		Indoor Air Quality 209-222
	Lavatory Systems & Washbasins 127-128		Degreasers 211-212
	Faucets & Repair Parts 128-132		General Purpose Cleaners 211-214, 225
	Shower Accessories 131		Disinfectants & Sanitizers 213
	Aerators 132		Specialty Cleaners 213
	Valves & Flushometers 133-134		Floor Care 214
	Toilets & Urinals 135-137		Glass Cleaners 215
	Lawn & Garden 138		Bathroom Cleaners 215
			Caulks, Adhesives, Glue & Sealants 216-217
			Lubricants 218
			Oils & Greases 219
			Floor Coatings 220
			Interior Paints 220-221
			Marking Tools 222
			Paint Removers 222

Products with the green leaf have been designated by the manufacturer as environmentally preferable products (EPP) because they have one or more environmentally preferable attributes. For additional information, see the Tech Specs tab on the product description page on Grainger.com



Table of Contents

EP Product Purchase Reporting

SAMPLE CUSTOMER
2011, 2012, 2013 Procurement Tendencies Summary



Data Point	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2013
Manufacturer Spend Overview	Total # of Manufacturers 1,294	Total # of Manufacturers 1,475	Total # of Manufacturers 1,681
	# Mfg's with Spend > \$25k 45	# Mfg's with Spend > \$25k 40	# Mfg's with Spend > \$25k 48
Account # Spend Overview	# Active Accounts 772	# Active Accounts 776	# Active Accounts 843
	# Accounts with Spend > \$25k 75	# Accounts with Spend > \$25k 67	# Accounts with Spend > \$25k 74
	# Accounts with Spend < \$1k 347	# Accounts with Spend < \$1k 357	# Accounts with Spend < \$1k 386
GREEN Purchase Overview <small>For more information on Green products, visit www.grainger.com/green</small>	Total GREEN Spend \$761,808	Total GREEN Spend \$670,948	Total GREEN Spend \$1,003,784
	% of Total Spend 11%	% of Total Spend 10%	% of Total Spend 12%
Delivery Channel	# Counter Orders 3,829	# Counter Orders 2,878	# Counter Orders 2,652
	# Shipped Orders 16,201	# Shipped Orders 16,802	# Shipped Orders 18,734
	# Will Call Orders 3,333	# Will Call Orders 3,016	# Will Call Orders 2,861
Order Channel	Total # of Orders Placed 23,363	Total # of Orders Placed 22,696	Total # of Orders Placed 24,247
	# of Orders via Grainger.com 10,921	# of Orders via Grainger.com 11,188	# of Orders via Grainger.com 12,627
	# of Orders via EDI/ePro 373	# of Orders via EDI/ePro 366	# of Orders via EDI/ePro 211

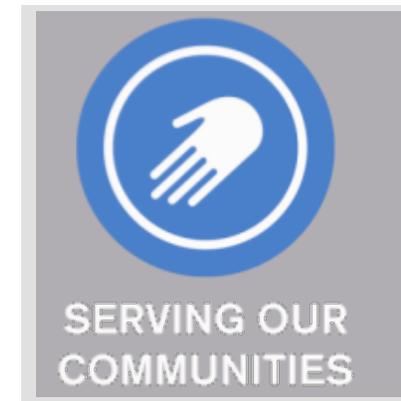
SAMPLE
2011, 2012, 2013 Procurement Tendencies Summary



Data Point	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2013
Total Purchases	Total Item Purchases \$6,717,900	Total Item Purchases \$6,612,218	Total Item Purchases \$8,077,401
	Grainger.com Purchases \$3,238,875	Grainger.com Purchases \$3,208,040	Grainger.com Purchases \$3,458,113
	EDI/ePro Purchases \$159,426	EDI/ePro Purchases \$110,487	EDI/ePro Purchases \$62,515
Active Account Numbers	# of Active Accounts 772	# of Active Accounts 776	# of Active Accounts 843
# of Orders Placed to Grainger	#of Orders 23,363	# of Orders 22,696	# of Orders 24,247
Items Purchase Overview <small>For more information on Green products, visit www.grainger.com/green</small>	# of Unique Items 24,614	#of Unique Items 24,939	#of Unique Items 25,550
	# GREEN Items Purchased 906	# GREEN Items Purchased 987	# GREEN Items Purchased 1100

- Cross referencing reports/services are also available to help convert from non-EP items to EP alternatives.

Corporate Social Responsibility



Sustainability As A Priority



- In 2008, Grainger became the first MRO Distributor to use the LEED Green Building Rating System
- Today, Grainger has 16 LEED certified facilities in the U.S., Canada & Mexico



- In 2009, Grainger became the first MRO distributor to be recognized by the Environmental Protection Agency as an EPA SmartWay Transport Partner



- In 2011, Grainger became the first MRO Distributor to publicly disclose our Greenhouse Gas emission through the Carbon Disclosure Project

Sustainability As A Priority



SUSTAINABILITY
AS A PRIORITY

CARBON DISCLOSURE PROJECT: GRAINGER'S DISCLOSURE SCORES



GREENHOUSE GAS (GHG) EMISSIONS INTENSITY (METRIC TONS OF CO₂ EQUIVALENT/\$1 MILLION REVENUE)



Data includes Grainger's core business operations in the United States, Canada and Mexico.

LEED CERTIFICATION



Cumulative number of LEED Certified Buildings, 1:1 Cumulative square-footage

* Represents 16% of total square footage of Grainger's operations in Canada, Mexico and its core business in the United States

Questions?

For more information about how Grainger can help you procure more environmentally preferable products, please visit:

[grainger.com/green](https://www.grainger.com/green)

For more information about Grainger's commitment to social responsibility, including environmental sustainability, please visit:

[graingercsr.com](https://www.graingercsr.com)

THANK YOU

Questions? Comments?





Melissa Puchalla
Director of Product Compliance
Fastenal

Melissa Puchalla
<mpuchall@fastenal.com>

FASTENAL[®]

Green Products & Resources



Growth Through Customer ServiceSM

FASTENAL[®]

INVESTING IN EXCELLENCE

Every step of the way, we've aggressively invested in things that *make a difference* for the customer, developing a service-focused business network that today includes ...



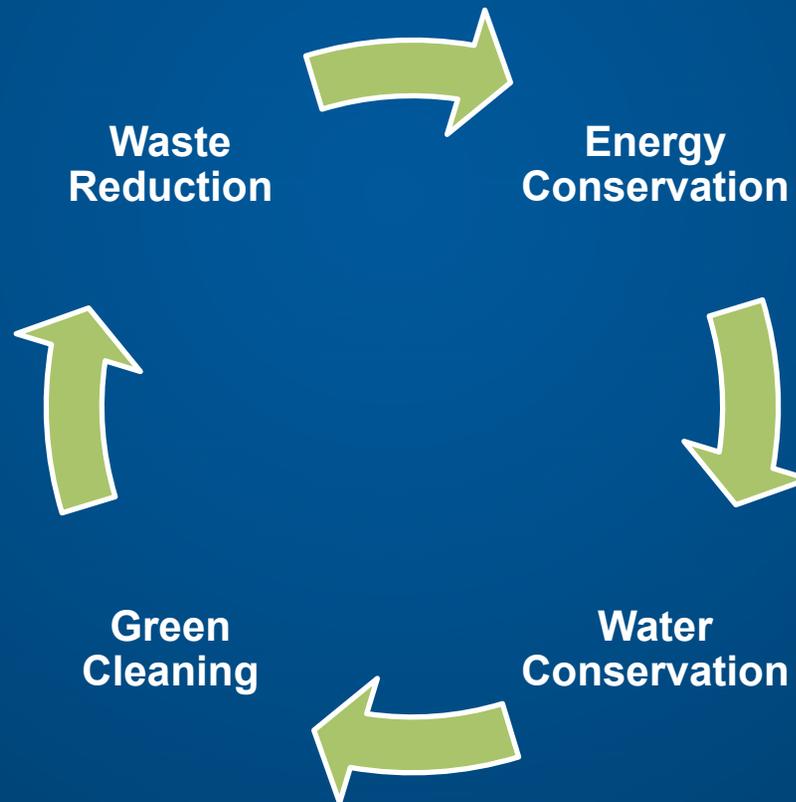
FASTENAL[®]

... AND THE HEART OF IT ALL

2,700+ Fastenal stores spanning North America and the world – each striving to be the best industrial distributor in the market it serves.



When it comes to protecting the environment, we all have a role to play. The decisions we all make every day will determine what kind of world we live in and future generations inherit.



Certified

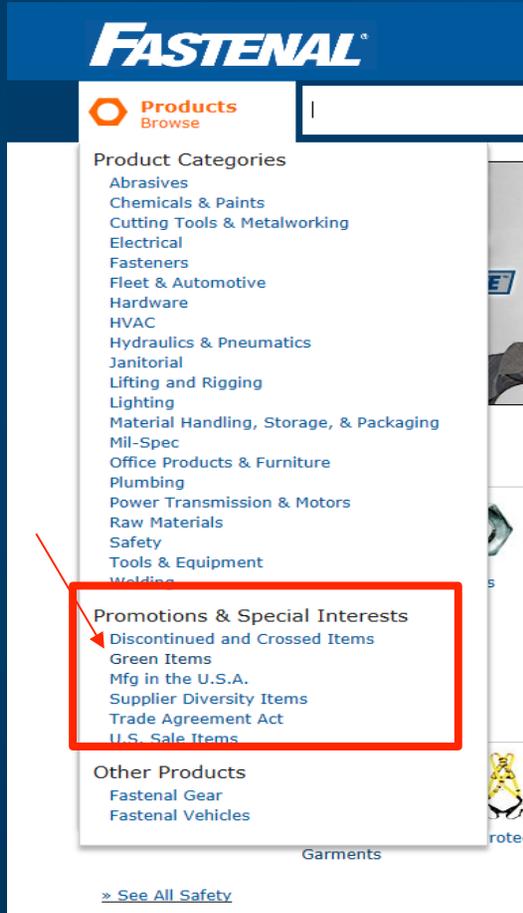
Many of our green products have been certified or recognized by third party organizations that evaluate or set the standards for products with environmental benefits. Some of the key organizations are shown below; see full list on Fastenal.com – Resources – Green.

				
Energy Star	Green Seal	Design for the Environment	EcoLogo	Carpet and Rug Institute
				
Greenguard Environmental Institute	Forest Stewardship Council	Sustainable Forestry Initiative	USDA BioPreferred	EPA WaterSense
				
SCS Certified	NEMA Premium	UL Environment		

Non-Certified

Although not certified by a third party, these products offer environmental benefits according to information provided by the supplier. We offer this designation because third-party certifications don't exist for all green products and categories. Examples of non-certified green products include those that reduce energy consumption, have low or no-VOCs, or may be made from recycled content, in some cases meeting EPA standards.

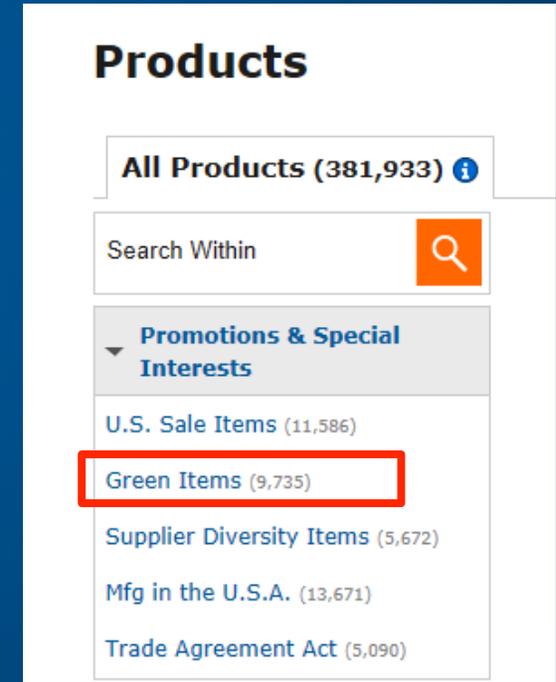
Fastenal.com



Search for Green Products multiple ways!

1. Hover over **PRODUCTS** and go to **GREEN ITEMS**

2. Click on **PRODUCTS** and view Green Items to the **LEFT** of any search for options



Fastenal.com Continued

Image	Description
 <input type="checkbox"/> Compare	Clean Choice® 2L Heavy Duty Clean Choice® Hand Cleanser w/Grit SKU: 0617380    ● Shipping: Leaves Indianapolis warehouse within 24 hours Show Inventory Availability for my local Fastenal store
 <input type="checkbox"/> Compare	Clean Choice® 1L Clean Choice® Foaming Alcohol Hand Sanitizer SKU: 0617381    ● Shipping: Leaves Indianapolis warehouse within 24 hours Show Inventory Availability for my local Fastenal store

3. List view of products shows compliance icons for comparisons

**Click on the ICONS to view CERTIFICATIONS applicable

Compliance



Green:

This green product carries the following certifications:

- EcoLogo
- USDA BioPreferred



MFG in the USA:

This item is manufactured in the United States of America.



TAA Compliant:

This item is Trade Agreement Act, 52.225-5, compliant. Origin is subject to change.



Restricted Product:

This product is restricted for sale or use in the following areas:

Canada
Panama

Mexico

FASTENAL®

Fastenal.com Resources



Shop for green products, learn about our lighting & recycling programs, and read our internal green policy statement.

**Resources –
Green to find
numerous ideas
of HOW TO GO
GREEN with
Fastenal!**

FASTENAL

[Sales, Rebates & Catalogs](#) [Services](#) [Resources](#) [About Us](#) [Careers](#) [Help](#)

Products
Browse

Keyword, Part Number or X-Ref



My Account
Sign In or Register

My Store
Find a Store

My Cart
Items(2)

Home > Green > Green Resources

Green Resources

When it comes to protecting the environment, we all have a role to play. The decisions we all make every day will determine what kind of world we live in and future generations inherit.

If you're trying to make a difference, Fastenal can help. View our green product solutions, learn about our recycling programs, and read tips to conserve energy and keep toxins out of the environment.

Learn more about what Fastenal is doing to promote sustainability. [Read our Green Policy Statement.](#)



[Browse Green Products](#)



[Recycling Programs](#)



[Green Tips & Resources](#)



[BLUE Machines = Green Solutions](#)



[VIEW OUR GREEN PRODUCT GUIDE >](#)

What are Green Products?

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 indicates green products that are either third-party certified or non-certified, 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 products in our green offering promote sustainability through energy conservation, green cleaning and maintenance, waste reduction and water conservation.

Certified Green Products

Many of our products have been certified or recognized by organizations that evaluate and set standards for products with environmental benefits. For more information about these organizations and their certification processes, please click on the logos below:



[Energy Star](#)



[Green Seal](#)



[Design for the Environment](#)



[EcoLogo](#)



[Carpet and Rug Institute](#)

Lighting Legislation



Searching for Green Products

Do you know how easy it is to find green products on fastenal.com?

[Click Here to Learn Now](#)

Fastenal Reporting

BLUE TEAM

FASTENAL

Home > All Products > Janitorial > Cleaning Products > General Purpose Cleaners



General Purpose Cleaners

By Popular Demand -
Search by Certification

General purpose cleaners are used to clean multiple different types of surfaces and can be used in various applications.

All Products (2)

Search Within

Container Size

Color

Green Item Certifications

- DfE (2)
- Green Seal (2)
- USDA BioPreferred (2)

Promotions & Special Interests

Manufacturers

Your Refinements

Category: Janitorial

Category: Cleaning Products

Category: General Purpose Cleaners

Green Item Certifications: DfE

Compare Products

List

Grid

12 Results Per Page

Filter

Image	Description	Price
	<p>SIMPLE GREEN 32oz Lime Scale Remover</p> <p>SKU: 0603771</p> <p> </p> <p>Shipping: Leaves Indianapolis warehouse within 24 hours Pickup at Elk River, MN Store: Available in 1-2 days</p>	<p>Wholesale: \$9.40 / each</p> <p>Quantity: <input type="text" value="1"/> </p> <p> Add to Cart</p>
	<p>SPRAYWAY, INC. 1gal CG313 claire® All Purpose DfE Cleaner & Degreaser</p> <p>SKU: 0606869</p> <p> </p> <p>Shipping: Email websales@fastenal.com for availability Pickup at Elk River, MN Store: Contact store @ (763)441-0826 for availability</p>	<p>Wholesale: \$158.44 / case</p> <p>Unit Price: \$39.61 / each</p> <p>Units / case: 4</p> <p>Quantity: (# of cases) <input type="text" value="1"/> </p> <p> Add to Cart</p>

Compare Products

List

Grid

12 Results Per Page

COMING SOON!

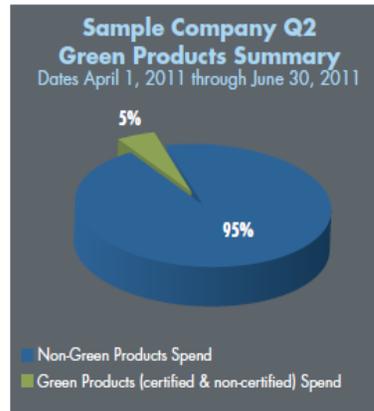
Customized Reporting & Advocacy



Sustainability:

We recognize that the same companies, organizations or consumers asking for small business programs are also aware of the need for a more sustainable environment. Fastenal offers a broad range of green products, which are classified as certified (by a third-party organization) or non-certified (environmentally preferred). The products offered in this program contribute to sustainability through Water Conservation, Energy Conservation, Waste Reduction and Green Cleaning. The summary shown below contains examples of products purchased through local Fastenal stores by certification.

Sample Company Green Products Q2 Summary Dates April 1, 2011 through June 30, 2011		
Category	Spend	% of Total Spend
Environmentally Preferred	\$7,231	3.33%
Leadership in Energy & Environmental Design (LEED)	\$1,996	0.92%
Green Seal	\$952	0.44%
ENERGY STAR	\$259	0.12%
EcoLogo	\$213	0.10%
GREENGUARD	\$201	0.09%
Design for Environment (DfE)	\$165	0.08%
UL Environment Certified	\$112	0.05%
Sustainable Forestry Initiative (SFI)	\$96	0.04%
Forest Stewardship Council Certified (FSC)	\$78	0.04%
Carpet & Rug Institute Seal of Approval (CRI)	\$55	0.03%
USDA BioPreferred	\$52	0.02%
Sample Company Total Q2 Spend (Incl. Large Businesses)	\$216,916	5.26%



Fastenal requires supporting documentation from all manufacturers with green product claims. Below is an example of the information Fastenal can provide identifying green product spend by department/division, as well as the sustainable characteristics of each product purchased.

Division/Location	Fastenal Part	Green Certification	Qty. Shipped	Spend
Customer Distribution Center	0612025	Dfe	5	\$783.00
Customer Corporate Office	0600145	EcoLogo	72	\$621.00

- * Fastenal Part 0612025 (Stainless Steel Cleaner - Soy 5 gallon pail) is made with only 100% sustainable, plant-based ingredients and is free of petrochemicals, dyes, synthetic perfumes, formaldehyde, 1,4-Dioxane.
- * Fastenal Part 0600145 (800' BrwnPprTwl Roll) may contribute to LEED Credits, is EPA compliant, is made of 100% recycled, 50% post consumer waste and is EcoLogo certified.

We take green as seriously as you do when it comes to the level of advocacy we will offer within this focus area.

- Report only
- Report w/ alternatives
- Trade shows, on-site evaluations w/ local store/key suppliers/end users
- Marketing pieces

Presented by:
Melissa Puchalla, Director of Product Compliance
mpuchall@Fastenal.com or gogreen@Fastenal.com

THANK YOU

WE ARE WHERE YOU ARE.®

Questions? Comments?

