

Environmental Products That Save Money



Metropolitan Washington
Council of Governments

September 27 , 2012





Who is RPN?

International Network

- **State and local governments**
(including MWCOCG)
- **Federal agencies**
- **Colleges and universities**
- **School districts**
- **Businesses**
- **Nonprofit organizations**
- **Faith-based organizations**



RPN's Project Partners



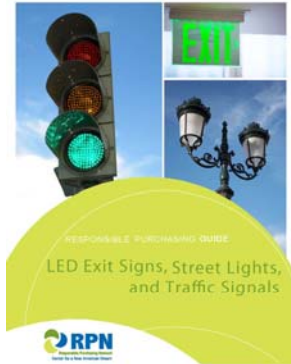
Metropolitan Washington Council of Governments
One Region Moving Forward



www.ResponsiblePurchasing.org



RPN Resources



- *Responsible Purchasing Guides* for 15 product categories



- Webinars on “green” procurement issues
- Quarterly newsletter highlighting “green” purchasing activities and resources



- Sustainable purchasing policies and specifications



- *Model Responsible Purchasing Report*
- Calculators and other tools

What is Green Purchasing?

Procurement of products and services that have a green alternative, which meets performance requirements at a competitive value



Why Buy **Green** Products?



- **Reduce air and water pollution**
- **Meet energy efficiency and “zero waste” goals**
- **Minimize toxic chemical releases and exposures**
- **Create “green” jobs, build markets**
- **Lead by example, proving ground**
- **Earn green building credits (LEED)**
- **SAVE 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**

Lifecycle Cost Assessment Favors Efficient Products

Considers overall (lifecycle) costs of ownership

- **Initial price**
- **Utility costs (energy, water)**
- **Maintenance costs
(labor and replacement)**
- **End-of-life costs
(disposal and recycling)**



Hand Dryers vs. Paper Towels

Cost of Hand Dryers vs Paper Towels

CALCULATE YOUR SAVINGS

Did you know that converting from paper towels to Hand Dryers could represent **COST SAVINGS**? No more repetitive paper towel purchases or labor costs to re-stock towel dispenser. No more cleaning up the towel mess or servicing the paper towel dispenser.

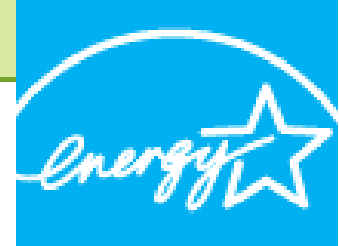
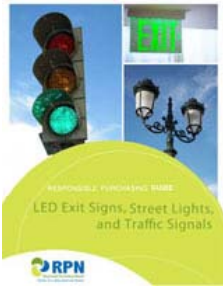
Fill in the shaded boxes and click "Calculate" to analyze the impact on your operation.

(*If the form is not working properly click the [printable version](#) and print the form manually*)

PAPER TOWEL COSTS	
Number of Cases of Paper Towels Used Annually	<input type="text"/>
Cost per Case Delivered (Include Freight and tax) (typically \$15.00 - \$25.00/case)	<input type="text"/>
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	<input type="text"/>
Your KWH Rate (typically \$.10 per KWH)	<input type="text"/>
Total Paper Towel Costs per Year	<input type="text"/>
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.)	<input type="text"/>
TOTAL COST OF USING PAPER TOWELS PER YEAR	<input type="text"/>



HAND DRYER COSTS	
6. Number of paper towels used annually (Item 1 multiplied by total sheets per case)	<input type="text"/>
7. Number of Hand Dryings annually (Item 6 divided by 2.5 towels per hand dry)	<input type="text"/>
8. Hours of hand dryer usage (Item 7 divided by 120 hand dries per hour) (Use 240 hand dries per hour for XLERATOR®)	<input type="text"/>
9. Cost of electricity per hour (2.2 KW multiplied by your KWH rate) (Use 1.5 KW for XLERATOR®)	<input type="text"/>
10. TOTAL ANNUAL HAND DRYER COSTS (Line 8 multiplied by Line 9)	<input type="text"/>
11. YOUR ANNUAL SAVINGS (Item 5 minus Item 10)	<input type="text"/>
COMPUTE YOUR % SAVINGS (Item 11 divided by Item 5)	<input type="text"/>
CALCULATE YOUR PAYBACK	
Cost of Each Dryer	<input type="text"/>
Installation Cost (Typically \$50 - \$125/dryer)	<input type="text"/>
Number of Hand Dryers Purchased (See Note Below)	<input type="text"/>



ENERGY STAR-rated LED Lamps

- **Energy-efficient**
(use ~75% less energy than incandescents)
- **Long life** ($\geq 25,000$ hours rated life
~20X longer than incandescents;
~3X longer than CFLs)
- **Mercury-free**



Qualified list: www.energystar.gov

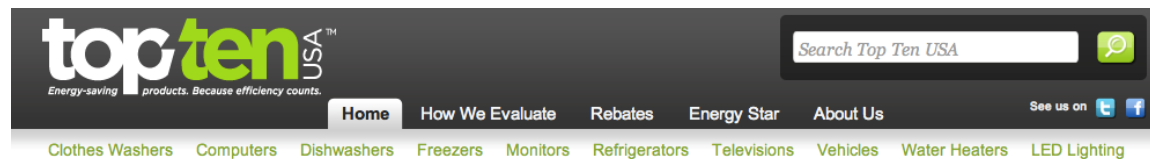
King County EPP Cost Savings

\$60 million EPP purchases; \$1.5 million cost savings

Commodity	2011 Savings
Toner Cartridges	\$544,964
Recycled Aggregates	\$300,000
Green Cleaners	\$161,496
Tire Retreading	\$136,320
Paper Reduction	\$118,265
Electronics Recycling	\$97,875
EPEAT Computers	\$91,294
Re-refined Motor Oil & Used Oil Recycling	\$67,716
Antifreeze Recycling	\$23,283
Total Dollars:	\$1,541,213

Race to the Top

Tiered eco-labels set minimum threshold and encourage improvement



Cut Paper Consumption

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**
- **2010 => 36% reduction**
- **~\$80K annual savings (2009)**





Cut Battery Use



- **Factor in battery replacement and disposal costs/impacts when ordering equipment**
- **Rechargeable batteries work well for many applications and have quick payback**
- **Pilot test rechargeable/long-life batteries (try hybrid/slow drain rechargeables)**
- **Use industry-financed battery recycling program**



Cut Fuel Consumption

Smyrna, GA Biodiesel Project

- **City collects used vegetable oil to manufacture biodiesel for its fleet vehicles and diesel generators**
- **Expects to save ~\$25,000 annually**
- **Set goal of reducing its conventional diesel use 25% by 2020**

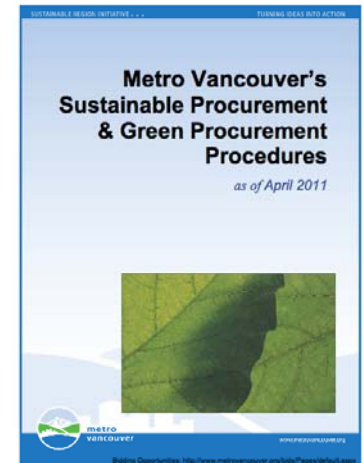


Best Practice Institutionalize

- **Don't try to do it on your own**
- **Get top level support**
- **Assemble a “Green Team”**
- **Adopt sustainable purchasing policy, standards and best practices**



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



Require Vendors to Verify Green Claims

Vendors shall **CERTIFY** that the sustainable attributes claimed in bids are accurate.

“Third party certification of products and services through reputable and nationally or internationally accepted certification programs is preferred...”



Miami-Dade County Buy Green Purchasing Guide, 1/21/2011

Negotiate Low Prices for EPPs

Green Your Market Basket List

- **Add “green” products to your core/market basket lists so they become eligible for vendor’s deepest discounts**



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

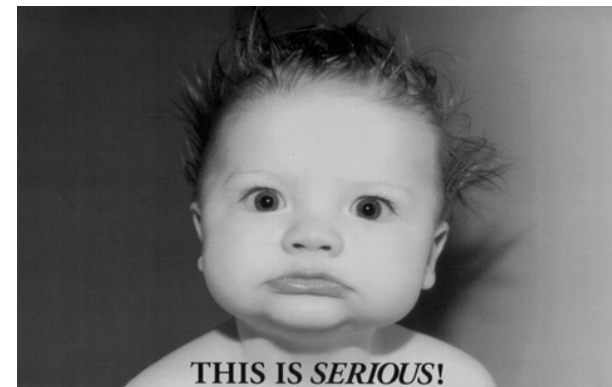
Save Time by Requiring Suppliers to...

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



Prioritize

- **Largest potential impact**
- **Ability to meet environmental/health goals**
- **Opportunities for change
(contracts re-bid)**
- **Ease of implementation
(use existing specs and
certifications)**
- **Potential to save money/create local jobs**



Cooperate

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

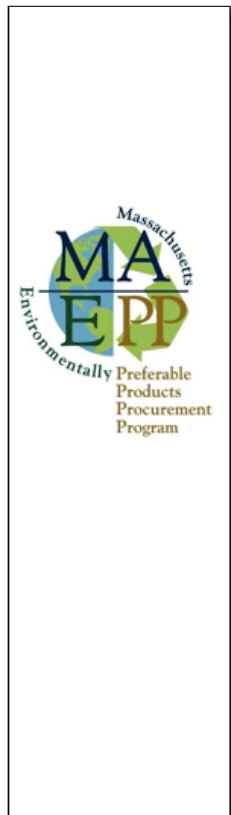


Piggy-Back on Other Jurisdictions' Contracts

Santa Clara County, CA is saving ~\$40,000 annually by procuring re-refined motor oil using a contract issued by the nearby City of San Jose



Find Green Products on State Contracts



February 2011 Update

Recycled and Environmentally Preferable Products and Services Guide

Massachusetts Statewide Contracts
Operational Services Division

Volume XXXIII
February 1, 2011

BUYING GREEN *California's Guide for Sustainable Purchasing*

- > Procurement Home
- > Programs & Services
- > Forms
- > Resources
- > News & Events
- > About Us

Buying Green Home » Buying Green Guide for Buyers

Buyers



Buyers should strive to procure goods and services that protect human health and the environment. The information provided in this guide is to help buyers understand environmentally preferable purchasing (EPP) – buying green. "Buy Green Now" is the gateway to EPP contracts.

- Laws and Regulations +
- Policy and Guidance +
- Specifications and Certifications +
- Striving for Best Value +
- References and Resources +

Print View

Look for Green Products on Cooperative Purchasing Agreements



WSCA
Western States Contracting Alliance

SITE SEARCH: [SEARCH](#)

WSCA Home | NASPO | FAQ | Cooperative Purchasing | Vendor FAQ | WSCA Members Only

CURRENT COOPERATIVE CONTRACTS

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

BASIC CONTACT INFORMATION - LEAD STATE

PARTICIPATING STATES:



Affiliation:	WSCA
Lead State:	Oregon
Lead State Contract Number:	102-5031-5
Contact person:	Pam Johnson
Phone:	(503) 378-4731
Fax:	(503) 373-1626
Email:	pam.johnson@state.or.us

[LINK TO LEAD STATE WEBSITE](#)



U.S. COMMUNITIES
GOING GREEN PROGRAM

Public Services Alliance
California Communities
Canadian Communities
Compliance Services
U.S. Communities

SEARCH: [GO](#)

U.S. Communities Going Green Program is the one-stop source for public agency access to a broad line of responsible purchasing products, services and resources. In addition to our comprehensive contracts that offer eco-friendly products, agencies will find a wealth of valuable information and resources that will help lower your environmental impact within your community and will assist you in making educated decisions about the products your agency purchases.

MAKING ENVIRONMENTAL PURCHASING SIMPLER!

OFFERING THOUSANDS OF "GREEN" BRANDS IN THE FOLLOWING CATEGORIES:

School Supplies	Education Furniture	
Office Supplies	Janitorial Supplies	
Technology Products	Park & Playground	
Electrical & Data Communications	Maintenance, Repair & Operating Supplies	
Technology Solutions	Auto Parts & Accessories	
Office Machines	Roofing Supplies & Services	
Office Furniture	Synthetic Turf & Athletic Surfaces	

WHAT'S HOT! WHAT'S NEW:

RPN U.S. Communities & Responsible Purchasing Network Partner to Promote Green Products on Cooperative Contracts.
What do you get when you combine aggregated influences of over 87,000 buyers with Responsible Purchasing Network's green purchasing program? A powerful new resource for finding and buying credible green products through competitively solicited contracts. [Full Details...](#)

How Offset High Initial Cost of Some **Green** Products

- **Reduce consumption**
- **Revolving loans**
- **Grants**
- **Utility rebates**
- **Energy conservation service agreements**
- **Life-cycle budgeting**



Track and Report Cost Savings

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



EPPNet



● State Information

● Projects

● Topic Areas

● Policy Positions

● Tools

● Membership

EPPnet

SUBSCRIBE TO NERC's ENVIRONMENTALLY PREFERABLE PRODUCTS PROCUREMENT LISTSERV (EPPnet)

The EPPnet listserv was established by the Northeast Recycling Council, Inc. (NERC) in 1998. EPPnet links federal, state, and local environmental officials; and private procurement specialists charged with purchasing green products and services and developing policies for the procurement of these products. EPPnet is intended to provide subscribers with quick access to information, such as: availability of

nerc.org/eppnet

- Product specifications
- Vendors of green products
- Pricing information
- Strategies to meet green procurement goals

Not available for private vendors

New Green Purchasing Toolkit for Counties



<http://www.uscounties.org/GreenPurchasing/index.html>

Webinars

Previous

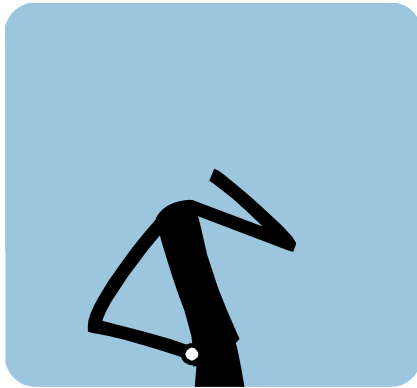
- **Purchasing for Climate Protection**
- **Cutting-Edge Eco-Labels**
- **Green Purchasing Tools for Federal, State, and Local Governments**
- **Compostable Food Service Ware**



In the works

- **Office Supplies Roundtable**
- **Green Lighting**
- **Green Carpeting**
- **Recycled and Low-VOC Paint**
- **Janitorial Tissue Products**
- **... and many more!**

Questions? Comments?



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