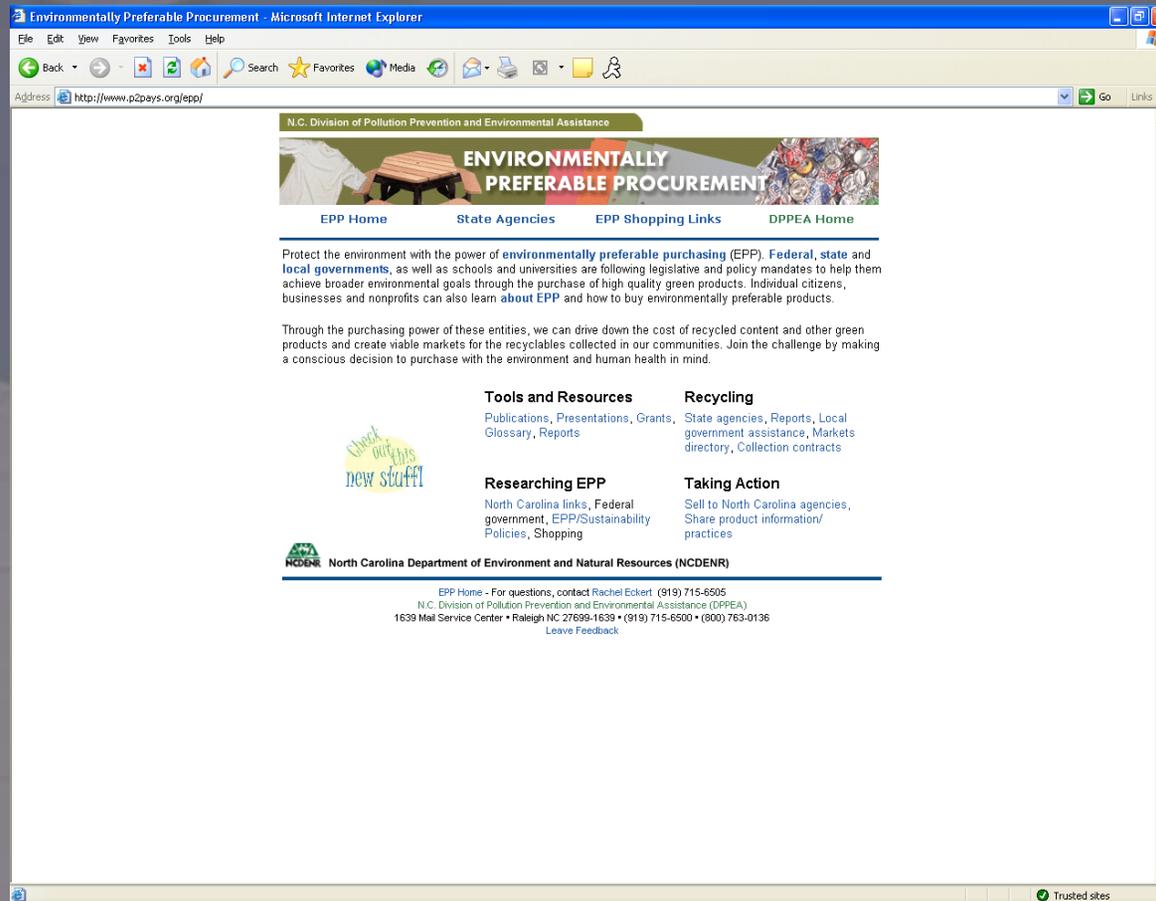


Purchasing Within the Chasing Arrows



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www.p2pays.org/epp

Priorities

Price

Quality

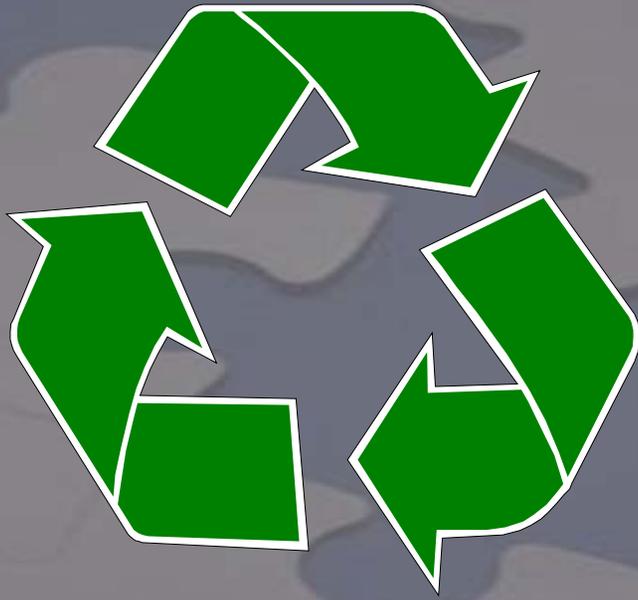
Availability



Collections



Buying Recycled



Manufacturing

buying • recycled

purchasing products that contain materials diverted from the solid waste stream

environmentally • preferable • procurement

purchasing goods and services that have a lesser or reduced effect on human health and the environment in their manufacture, use, and disposal when compared to other goods and services that serve the same purpose

Buying Recycled



Recycling. To a can, it's proof of an afterlife.

www.recycleguys.org

Buying EPP

Classic Picnic Table

- Made from trees
- Needs annual maintenance
 - paint for protection and aesthetics
- Lower upfront cost
- Replaced every 1-2 years



Plastic Lumber Picnic Table

- Made from recycled plastic
- Low maintenance – no painting, splintering, or rotting
- Durable (guaranteed to last 50 years)
- Higher upfront cost



Life Cycle Cost Accounting

- Maintenance Costs?
- Replacement costs?
- Disposal Costs?



start easy, rise to challenges

Some EPP Attributes

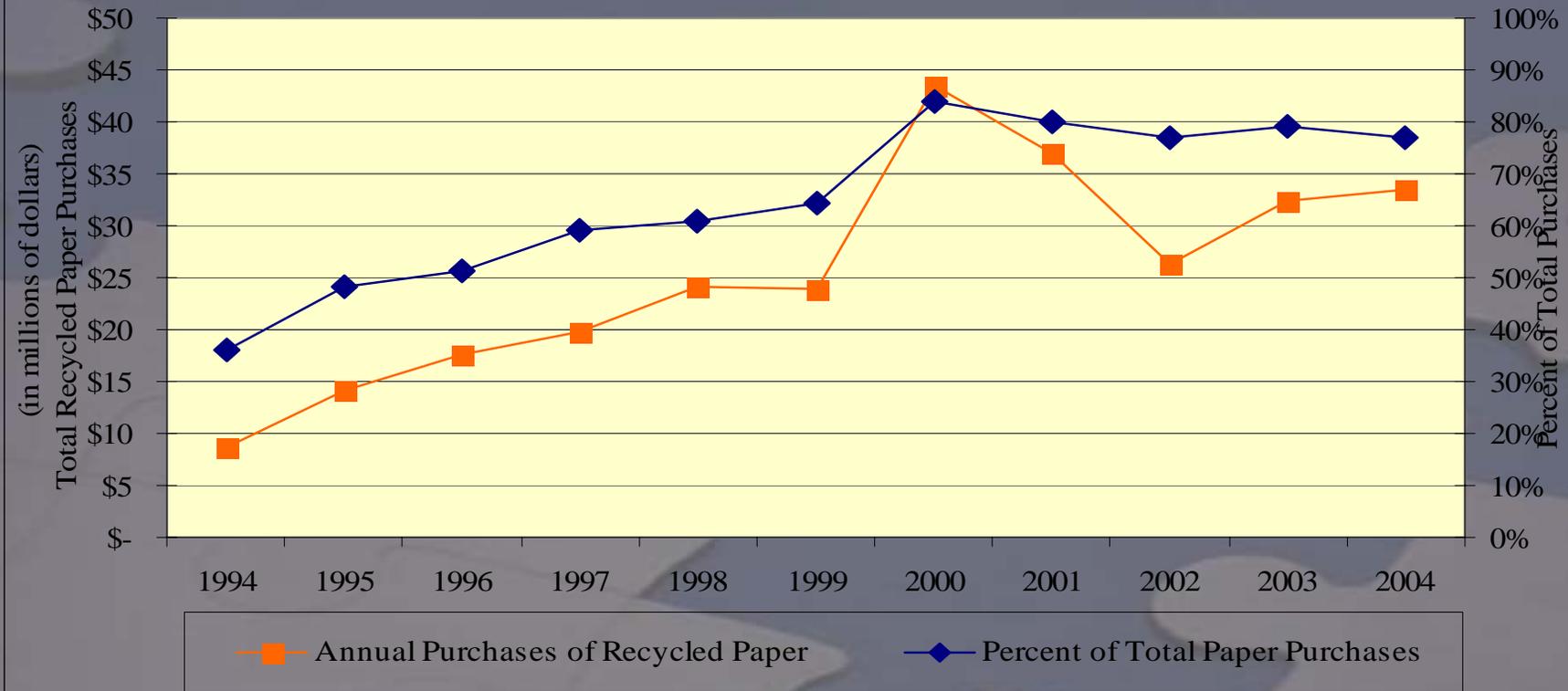
- Recycled content
- Durability
- Maintenance
- Recyclability
- Disposal
- Energy efficiency
- Water efficiency
- Raw materials acquisition
- Production
- Manufacturing
- Packaging
- Distribution and transportation methods
- Operation

NC State Legislation

- Senate Bill 58 established recycled content legislation in General Statutes 143 in 1992.
- Executive Order 172 established in 1992; recycling, reporting, and buying recycled (paper required)
- Executive Order 8 established in 1993; stronger language
- Executive Order 156 established in 1999; even stronger language, including EPP, alternative fuel vehicles

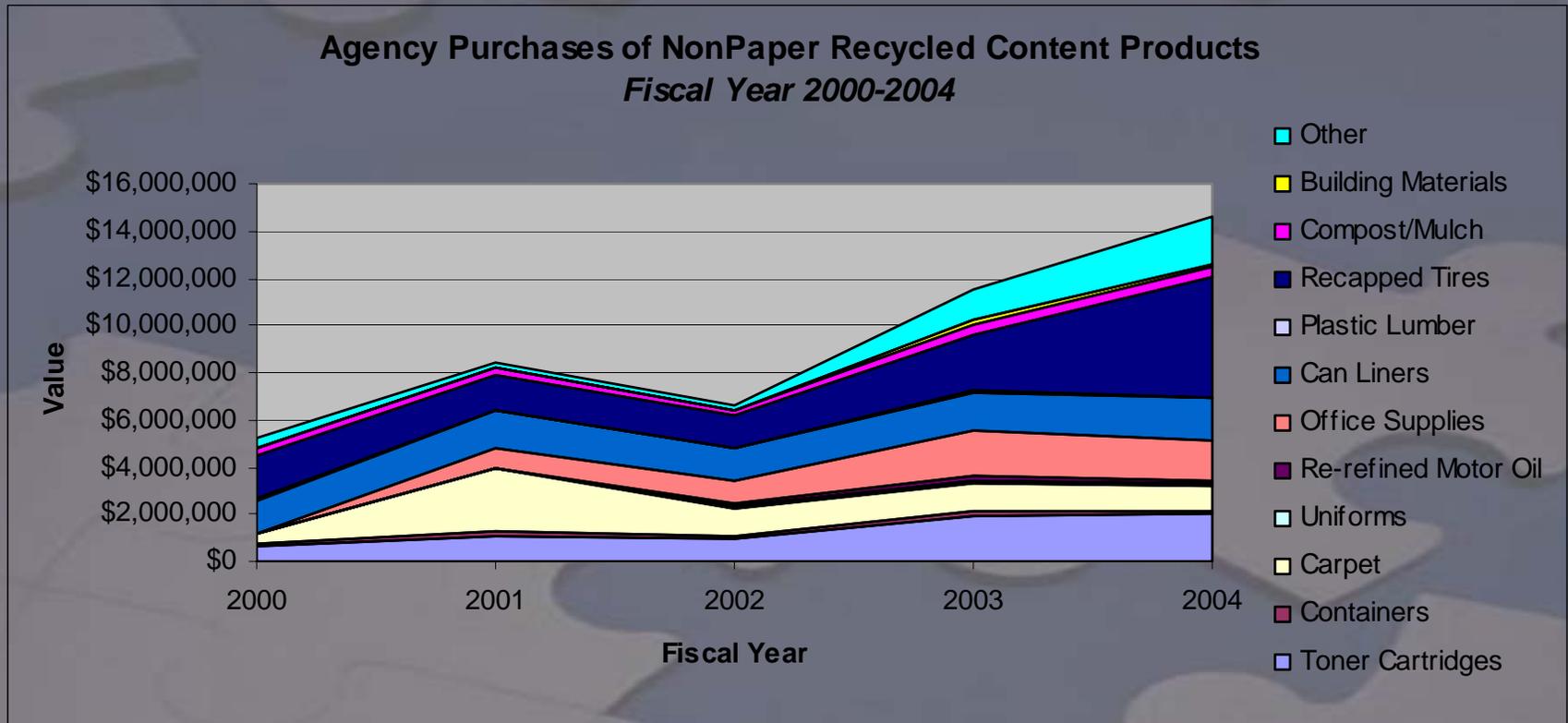
State Agency Accomplishments 2004

Figure 1. State Agency Total Purchases of Recycled Paper and Paper Products
Fiscal Years 1994-2004



- ✓ 77% of paper products purchased had recycled content
- ✓ 27 agencies, four more than last year, met the 100% goal
- ✓ The purchase of non-paper recycled products was up 27% from last year

State Agency Accomplishments 2004



- ✓ Increase administrative support and educational programs
- ✓ Upgrade electronic tracking systems for all recycled product purchases
- ✓ Base purchasing decisions on full environmental impact versus one-time cost
- ✓ Join NC Sustainability listserv and participate in NC Project Green

Why have a Purchasing Policy?



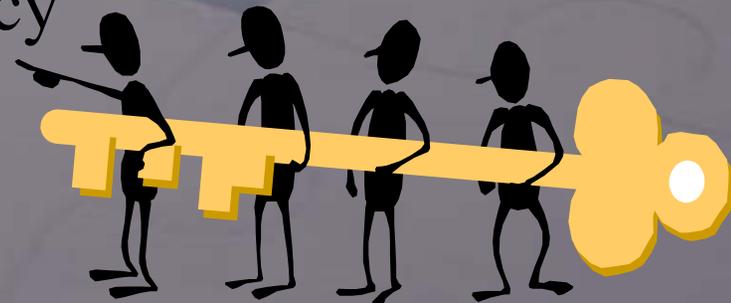
- **Rethink** the way you do business
- **Shows support** of administrators/managers
- Creates a **starting point**
- Illustrates to personnel, manufacturers, and suppliers you have made a **commitment to being environmentally conscious**
- Creates **Responsibility and Accountability**
- **Build our green economy**; Business Sustainability Policies

HP Commitment

HP is committed to being an **industry leader** in global citizenship by working to create a **sustainable future** for all. For HP, sustainability means integrating **long term economic, environmental and social dimensions** into the way we operate our business. Our environmental commitment is to **reduce the environmental impact of our products, services and operations**, thereby enabling both HP and our customers to operate more sustainably.

Key Elements of a Purchasing Policy

- **Integrate policy in your purchasing department**
- **Get key personnel involved**
- **Review** your current purchasing policies and look for any **contract language** that may hinder green purchasing
- **Consider elements** you want to emphasize
- **Research policies** in place in organizations similar to yours
- **Spread the news** - make sure suppliers, purchasers, and users know about your policy



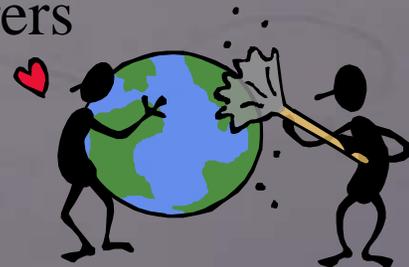


Getting Specific

- Establish a preference for recycled content products
- Create minimum content standards
 - Federal agencies paper has to have a minimum of 30% post-consumer content (EO 13101)
- Set goals, or a series of goals
 - NC agencies goal to purchase only recycled content paper by 2001
- Institute a price preference for EPPs
 - Allow a 5 or 10% price differential for products that have green attributes

Reducing Your Waste Responsibilities

- Put the burden on the suppliers and manufacturers
 - Make copiers and printers meet specifications including accepting recycled content or other environmental papers and have a double-sided printing function
 - Ask engine manufacturers to accept re-refined motor oil
 - Include “take-back” clauses, particularly for electronics and other big ticket items, making supplier responsible for disposal
- Purchase in bulk, purchase locally, participate in cooperative purchasing
- Lease large ticket items (like photocopiers), giving the disposal problem back to the vendor and encouraging “product stewardship” on the part of manufacturers
- State Surplus

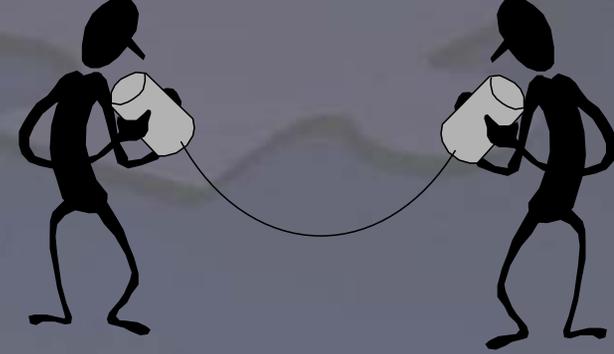


Green Purchasing means...

- Quality products at competitive prices while protecting the environment
- Considering the effects of your purchasing decisions
- Our recycling markets improve and cost of green products is driven down as demand increases
- Allowing for full cost accounting rather than linear thinking in regards to costs
- Buying durable over disposable
- *Purchasing with Environmental Flavor*

Does NOT ask or require that you buy
sub-standard products!!

Now What?



- Create a Green Team
- Consider the interests of your organization and focus on products that will make an impact
- Research for specifications - Put your own **twist** on it!
- Make sure the products work; ask for feedback from users
- Use it or lose it depending on product performance
- Edit your specifications depending on what's available
- Continue your efforts! Demand can change the way products are made.
- Share your specifications, policies, and products with others

Now It's Purchasing Time

- You have manager buy-in, program support, and your suppliers and purchasers are knowledgeable about your policies
 - EPP, not a new process, just more attributes
 - Still consider –
 - Price
 - Performance
 - Availability
- just add an environmental flavor!



Do Inventory



- Create a list of products you commonly use
 - Paper - photocopier/printer paper, notebooks and notepads, note cards, post-its, folders, calendars, envelopes
 - Supplies - pencils, pens, scissors, tape dispensers, toner cartridges
 - Technology - computers, photocopiers, printers, lights
 - Vehicle related - cars, oil, diesel
 - Cleaning products - cleaners, trash can liners, trash cans, paper towels, toilet tissue
 - Building materials – paint, benches, mulch, carpet, furniture
 - Water related – shower heads, urinals, toilets

*Still thinking about waste reduction

How can you make recycled paper work for you?

Paper Costs Before Reduction

Total paper used = 50 cases

Price/case virgin = \$20.60

Annual paper costs = \$1030



Paper Costs After Duplex Printing

Total paper used = 44 cases

Price/case recycled = \$22.90

Annual paper costs = \$1007.60

\$22.40 savings



How can you make recycled paper work for you?

If 10% (one ream) of paper per box was:

- Used as scratch paper OR
- Used in the fax machine on the blank side, OR
- Printed double-sided

the \$1.30 price difference would be neutralized. Imagine if your office double printed every ream! Cost savings would be realized, you would be practicing waste reduction, and buying recycled. That is making a difference!

More Paper Comparisons

Staples same	84 Bright	Virgin	3 reams/\$7.80
	84 Bright	30% RC	3 reams/\$7.80
Xerox \$0.61	92 Bright	Virgin	\$4.38/ream
	84 Bright	100% RC	\$4.99/ream
Office Depot \$1.71	84 Bright	Virgin	\$26.85/box
	86 Bright	35% RC	\$28.56/box

How much paper do we use?

Average American office worker uses:

10,000 sheets of paper/ year

or

20 reams/ 2 cases

or

100 pounds





Environmental Impact...

- Every ton of 30% post consumer recycled paper saves:
 - **3000 gallons of water*
 - **2050 kilowatt-hours of energy*
 - **30 pounds of air pollution*
 - **eight full-grown trees*
- Full cost accounting tells the real story

Other Office Supplies

- Paper - folders, envelopes, post-it notes, calendars, note cards, notebooks
- Supplies - pencils, pens, scissors, tape dispensers, toner cartridges, paper clips, filing cabinets
- Equipment – photocopiers, printers, fax machines, computers, lights, cell phones



Easy Energy Switches

- Energy Star - EPA program promoting energy efficiency in appliances and office equipment;
www.energystar.gov/
- Technology - computers, photocopiers, printers, lights
- Consider NC Green Power; www.ncgp.org/
- Compact Fluorescents: replacement for incandescent bulbs; last 3-5 times as long and saves energy as well
- State Energy Office; www.energync.net

Cleaning Products

- Recycled content paper towels, napkins, and toilet tissue
- Cleaners, trash can liners, trash cans
- Water related – shower heads, urinals, toilets



Impact of Tissue Products

- ✓ In 2003, North American paper industry produced 7,139,000 tons of tissue paper products
- ✓ While many institutional paper products that we purchase contain recycled fibers, leading commercial brand tissue products in US don't use much recycled fibers
- ✓ US consumes nearly half the worlds tissue paper products
- ✓ Paper industry is the 3rd largest generator of global warming pollution and #1 polluter of freshwater

Vehicular Opportunities

- Re-refined motor oil
 - On STC
 - American Petroleum Institute (API) Certified/Starburst Symbol
- Retread tires
- Alternative Fuel Vehicles
 - State Motor Pool has 3,317 vehicles that operate on propane gas, ethanol, or compressed natural gas
 - State's primary alternate fuel is E-85; costs about \$0.27 more/gal
 - Biodiesel public tanks in Durham, Cary, and Garner at equal cost
- Hybrid cars
 - State Motor Pool has 46 hybrid cars currently
- Triangle Clean Cities; www.trianglecleancities.org/index.shtml
- Alternative Fuels Data Center; www.eere.energy.gov/afdc/



Other Products to Consider

- Organic foods
- Biobased products
- Building materials – paint, benches, mulch, carpet, furniture
- Green building
 - Energy & water efficient, clean air, paint, carpet, windows, lighting, wood, and much more
 - NC Green Building; www.ncgreenbuilding.org/site/ncg/index.cfm
 - US Green Building Council; www.usgbc.org



Environmental Purchasing Pointers

- EPP, not a new process, just more attributes
- Still consider –
 - Price
 - Performance
 - Availability
- **just add an environmental flavor!**
- Look for labels – Recycled, organic, sustainably harvested



Where to Look for Recycled Products



- Existing vendors
- State/Federal Contract
- Internet resources
- Trade exhibitions and shows
- The Official Recycled Products Guide

Why Purchase from State Term Contracts?

- Less paperwork and documentation
- Purchases comply with state regulations
- Competition requirements are met
- Fair and reasonable pricing
- Bulk pricing
- Saves resources
- It's the law!

Products Available on State Term Contracts

- 060E: Retread Tires
- 200A: Uniforms
- 207A: Laser Toner Cartridges
- 360A: Carpet
- 395B: Paper and Labels
- 615A: General Office Supplies
- 600B: Remanufactured Copiers
- 640A: Tissue & Paper Towels
- 640B: Plastic Trash Bags
- 645A: Office Paper & Envelopes
- 405J: Re-refined oil
- 070J: Alternative Fuel Vehicles
- 405L: Biodiesel



EPA's Comprehensive Procurement Guidelines

Construction Products

Building insulation products, Carpet and carpet cushion, Cement and concrete, Latex paint, Floor tiles, Laminated paperboard, Patio blocks, Railroad grade crossing surfaces, Shower and restroom dividers

Landscaping Products

Compost, Garden and soaker hoses, Mulch, Plastic lumber

Nonpaper Office Products

Binders, clipboards, file folders, clip portfolios, and presentation folders

Recycling containers & waste receptacles, Plastic desktop accessories, Plastic envelopes, Plastic trash bags, Printer ribbons, Toner cartridges

Paper and Paper Products

Sanitary tissue products, Miscellaneous papers, Newsprint, Paperboard and packaging products, Printing and writing papers

Park and Recreation Products

Park benches and picnic tables, Plastic fencing, Playground equipment, Playground surfaces, Running tracks

Transportation Products

Channelizers, Delineators, Flexible delineators, Parking stops, Traffic barricades, Traffic cones

Vehicular Products

Engine coolants, Re-refined lubricating oils, Retread tires

Miscellaneous Products

Awards and plaques, Industrial drums
Manual-grade strapping Mats, Pallets
Signage, Sorbents

Where to Shop for Green Products



- ✓ Talk to existing vendors and local suppliers
- ✓ Green Home at www.greenhome.com
- ✓ State Term Contract: www.doa.state.nc.us/PandC/recycled.htm
- ✓ EPA's CPG: www.epa.gov/cpg
- ✓ Official Recycled Products Guide: www.recyclingmarkets.net
- ✓ Recycled Paper co-op: <http://www.recycledproducts.org/>
- ✓ Recycled Plastic Product Directory:
recycledproducts.plasticsresource.com/
- ✓ Seventh Generation: www.seventhgeneration.com
- ✓ Method; www.methodhome.com/cleaners.html
- ✓ Enviro-Solutions: www.enviro-solution.com/index.html
- ✓ Office Depot, Office Max, Staples

Research Resources

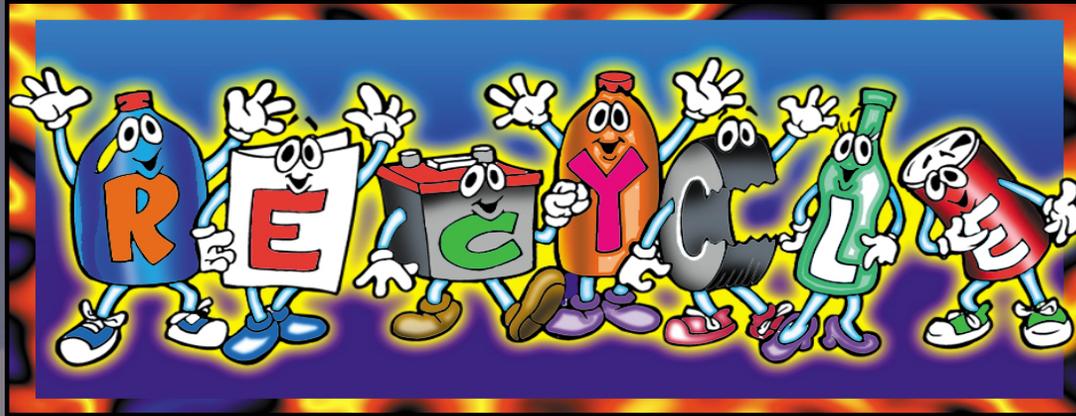
- Center for New American Dream; www.newdream.org/buy
- EPA's Comprehensive Procurement Guidelines (CPG); www.epa.gov/cpg/
- EPA's EPP Database; yosemite1.epa.gov/eppt/eppstand2.nsf
- Green Seal; www.greenseal.org
- Office of the Federal Environmental Executive; www.ofee.gov
- Conservatree; www.conservatree.com/
- EPPNET: www.nerc.org/eppnet.html
- NC Green Building; www.ncgreenbuilding.org/site/ncg/index.cfm
- Triangle Clean Cities Coalition; www.trianglecities.org
- King County Washington Environmental Purchasing;
<http://www.metrokc.gov/procure/green/bulindex.htm>
- Massachusetts; <http://www.state.ma.us/osd/enviro/products.htm>
- Minnesota; <http://www.moea.state.mn.us/lc/purchasing/index.cfm>

DPPEA Assistance and Programs

- Local government grants available
- Business recycling grants available
- Awards for environmentally conscious businesses in the NC community
- University, local government, and business assistance available for recycling, green purchasing, and pollution prevention efforts



Information Resources



- NC DPPEA Web Site; www.p2pays.org/epp
- NC Purchase and Contracts; www.doa.state.nc.us/PandC/recycled.htm
- NC Project Green; www.p2pays.org/ref/07/06568/2001/intro.htm
- NC Markets Directory; www.p2pays.org/DMRM/start.aspx
- NC Waste Trader; www.ncwastetrader.org/home.aspx
- State Energy Office; www.energync.net/