

Buying Smart: How to Make Environmental Purchasing Easier

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Prioritize



- **Largest potential impact**
 - ◆ Health/environmental effects
 - ◆ \$ spent, units purchased, transform markets
- **Ability to meet environmental/health goals**
 - ◆ Climate, Zero Waste, LEED
- **EPPs on your current contracts**
- **Opportunities for change (contracts re-bid)**
- **Ease of implementation (use existing specs)**
- **Potential to save money/create local jobs**





Choose "Best Value"



**Consider overall (life-cycle)
cost of ownership:**

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



Institutionalize

- **Don't try to do it on your own.**
- **Assess your internal resources.**
- **Assemble a “Green Team”**
- **Create a process for working together**
- **Establish communication and outreach strategies**
- **Get top level support**
- **Adopt EPP policy and/or guidelines**



Centralize



- ◆ **Lowens prices**
- ◆ **Easier to control/monitor purchases**
- ◆ **Simplifies education process**
- ◆ **Saves time on ordering, book-keeping**



Direct Vendors to...

- ◆ **Clearly label environmentally preferable products that meet YOUR criteria**
- ◆ **Require “greenest” products to be listed first via online searches**
- ◆ **Substitute (or suggest) EPPs when conventional items ordered**
- ◆ **Periodically report \$ amount of compliant/non-compliant purchases sold on your contract**
- ◆ **Conduct training and outreach**



Block "Red Flag" Products

- Hazardous ingredients
- Poor energy efficiency
- Wasteful (disposable)
- Unsustainable production





Require Product "Take-Back"



- **Saves time by shifting responsibility for recycling to manufacturers and distributors**
- **Stimulates infrastructure for efficient recycling**
- **Encourages manufacturers to redesign their products**
 - ◆ **More durable, easily recyclable**
 - ◆ **Less toxic**



Purchase Cooperatively

Consider using existing contracts for EPPs:

- ◆ US Communities
- ◆ State of California contracts
- ◆ Multi-state contracts (e.g., Western States Contracting Alliance (WSCA))
 - New WSCA contract for “green” cleaners (from Waxie)



US Communities

U.S. Communities : Green Initiative | Home - Windows Internet Explorer

http://www.gogreencommunities.org/

File Edit View Favorites Tools Help

Google US Communities Go Green Search Bookmarks Find Check AutoFill

U.S. Communities : Green Initiative | Home



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

SEARCH Green Products GO

- Upcoming Events
- About Our Suppliers
- Resources
- Trainings/Seminars
- Best Practices
- Certifications & Standards
- New Supplier Inquiry

Think of **US** first for PROVIDING SOLUTIONS

U.S. Communities SOLUTIONS

Founding Co-sponsors



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!

 **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 programs? A powerful new resource for finding and buying credible green products through competitively solicited contracts. [Full Details...](#)

Internet

Specify Independently Certified Goods & Services



- **Green Seal** (low-toxicity cleaners, paints)
- **Environmental Choice** (Canada EcoLogo)
- **Green Guard for Children and Schools** (low-emitting materials)
- **EPEAT** (green computers)
- **Green-e** (renewable energy)
- **USDA Organic/Fair Trade**
- **Energy Star** (energy-efficient office equipment, CFLs and appliances)
- **EcoWise** (safer pest management)
- **WaterSense** (water-efficient technologies)

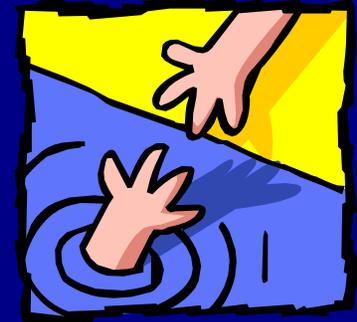


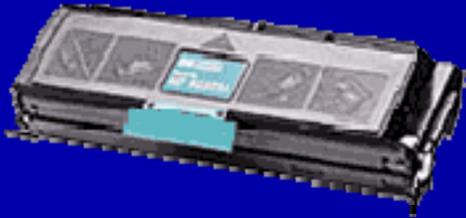
Don't Recreate the Wheel

Use specifications developed by other jurisdictions

“Recycle” outreach materials

- ◆ Stopwaste.org
- ◆ [Responsible Purchasing Network](#) (guides, webinars)
- ◆ [EPPNet List-serve](#)
- ◆ [Green Guide for Health Care](#)
- ◆ [California's EPP Best Practices Manual](#)
- ◆ [King County, WA EPP Bulletins](#)
- ◆ [San Francisco's SF Approved List](#)





Buy Local



- **Support local manufacturers and distributors**
 - ◆ Reduces transportation impacts (and costs)
 - ◆ Contributes to local tax base
- **Give preference to Certified Green Businesses**
- **Source locally grown food**
 - ◆ Portland, OR bought 45% local produce for county jail at no extra cost
- **Avoid “overnight shipping”**



Performance Test



- Engage end-users early
- Set performance criteria
 - ◆ Should be no trade-off
- Request product samples
- Conduct pilot tests
 - ◆ Try innovative products
- Only approve what works

