Responsible Purchasing Guide to Cleaners

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Green Cleaners Webinar
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Social and Environmental Issues

Annual maintenance of buildings requires:

- 5 billion lbs of cleaning & coating chemicals
- 4.5 billion lbs of janitorial paper products
- 36 billion plastic trash can liners
- 20 million vacuum cleaners

-One Source
Social Responsibility

- Worker Health & Safety
- Vulnerable populations

6 out of 100 janitors are injured by the chemicals they use
Hazardous Substances

Many cleaners contain hazardous substances:
- Volatile Organic Compounds (VOCs)
- Corrosive Chemicals & Strong Irritants
- Fragrances
- Carcinogens
- Alkyphenol Ethoxylates (APEs)
Air Quality

- Volatile Organic Compounds (VOCs)
- Health Risks
- Improved working and learning environments
- e.g. Charles Young Elementary School
Water Quality

Phosphates & Sodium

- Eutrophication
- 1 lb of phosphorous can fuel growth of nearly 700 lbs of algae!
- Bans on Phosphates
- High levels of salt effect soil & plant life
- Difficult to re-use water in a safe & affordable way
Best Practices

- Form a team
- Measure baseline
- Set goals
- Adopt a policy
- Evaluate standards & specifications
- Group contracts, e.g. U.S. Communities & ZEP

- Improve Practices
  - Streamline procurement processes
  - Improve employee training
  - Use better cleaning equipment
  - Clean by need, not schedule
  - Use recycled-content
  - Choose 3rd party certified, biobased products
  - Measure & Report Progress
JANITORIAL SUPPLIES CONTRACT
Solicited by County of Dallas, Texas
Contract Term: 2 years
Jan. 1, 2008 to Dec. 31, 2009
Extension: Ability to extend for 38 months.

Contract Documents
- Master Agreement No. 2007-118
- Master Agreement No. 2007-118 Attachment A
- Master Agreement No. 2007-118 Attachment B
- Master Agreement No. 2007-118 Price List
- Master Agreement No. 2007-118 Amendment

RFP Documents
- Request For Proposal
- RFP Supplemental Documents
- RFP Posting Documents

RFP Posting Summary
No. of suppliers participated in the solicitation process:
141 invited; 3 responded; posted in the internet

U.S. Communities: Upcoming Contract
Date Posted: July 30, 2007 to Aug 30, 2007

www.zep.com
Tel. No. (800) 972-4937
Fax. No. (404) 863-7742
uscommunities@zepmfg.com
Cost, Quality and Supply

- Green cleaners are cost competitive & perform as well as conventional products
  - Increased worker performance and reduced liability
- Green Seal & EcoLogo require that green cleaners perform as well as conventional cleaners
  - Improved practices and technology
- The RPN database has over 1600 Green Seal, EcoLogo, DfE products
Policies and Specifications

› Create & implement comprehensive green cleaning programs

› Model specs and policies:
  • New York Green Cleaning Law, 2005
  • Harvard University Specification for Green Cleaning Products, 2008
Standards

ISO Type I Ecolabels:

- Washington D.C. based nonprofit, independent standard setting organization
- Standards-based labeling system created by Environment Canada
Standards cont.

- Design for the Environment (DfE) reviews ingredients and recommends safer alternatives

- ASTM International, standards development organization for commercial products, no verification

- GREENGUARD establishes indoor air standards for products and buildings, 3rd party testing

- LEED-EB Operations and Maintenance: earn 3 points by using certified Ecologo or Green Seal products
Standards cont.

- NSF International, independent non-profit organization, certifies products & writes standards for manufacturers, 3rd party reviews of surfactant ingredients in cleaners, reviews products for aquatic toxicity & biodegradability

- Carpet and Rug Institute nonprofit industry assoc. of U.S. carpet makers; Seal of Approval identifies efficient spot removers & pre-spray cleaning products for carpets; Products must be Green Seal certified or DfE approved.
Green Cleaning
Pollution Prevention Calculator

Quantifies projected environmental benefits of purchasing & using “green” janitorial services & products
Contact

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