

RPN New Member Orientation & Environmental Products That Save Money



RPN Webinar
September 19, 2012

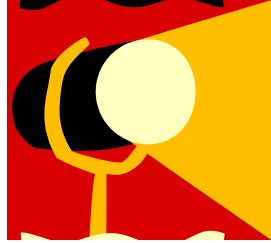


Questions?

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

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





Agenda

- 1. Welcome and Introduction**
- 2. “Green” Products that Save Money**
- 3. RPN Resources**
- 4. Membership Administration**
- 5. Q&A**

Poll Question #1

**How long have you been
an RPN member?**

VOTE NOW

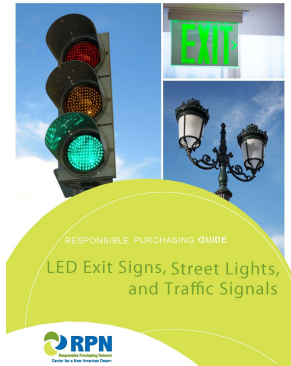
Who is RPN?

International Network

- State and local governments
- Federal agencies
- Colleges and universities
- School districts
- Businesses
- Nonprofit organizations
- Faith-based organizations



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**

RPN's Multi-Regional Green Purchasing Initiative

PROJECTS MAY INCLUDE:

- Creating “green” purchasing policies and bid specifications
- Reviewing bid responses
- Facilitating cooperative contracting opportunities for “green” products or services
- Other “green” purchasing initiatives with measurable results

2012-2013 US EPA
Grant Covers
Projects in EPA
Regions 1, 4, 7, 9



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
- Earn green building credits (LEED)
- **SAVE MONEY**



Environmental Claims Increasing

- Eco-safe
- Environmentally friendly
- Earth friendly
- Earth smart
- Environmentally safe
- Environmentally responsible
- Essentially safe
- Practically non-toxic
- Made with non-toxic ingredients
- Degradable
- Natural
- Environmentally friendly
- Recyclable

According to the FTC:
FALSE CLAIMS



Original Source: Kirsten Ritche, Gensler

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

Green Seal-Certified Products



Household Products (GS-8)



Construction Materials & Equipment (GS-13, GS-31)



Paints & Coatings (GS-11, GS-43)



Printing & Writing Paper (GS-7, GS-10, GS-15)



Paper Towels, Napkins & Tissue Paper (GS-1, GS-9)



Food Packaging (GS-18, GS-35)



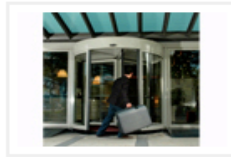
Institutional Cleaning Products (GS-34, GS-37, GS-40)



Hand Soaps & Cleaners (GS-41)



Commercial Cleaning Services (GS-42)



Hotels and Lodging Properties (GS-33)



www.greenseal.org

Questions? Comments?



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Environmental Products That Save Money



Alicia Culver
Executive Director
Responsible Purchasing Network

RPN Webinar • Sept 19, 2012

What is **Green** Purchasing?

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



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

Can Bottled Water

Colleges moving away from plastic water bottles

By Kirstl Marohn, USA TODAY

Updated 9/15/2011 1:31 AM

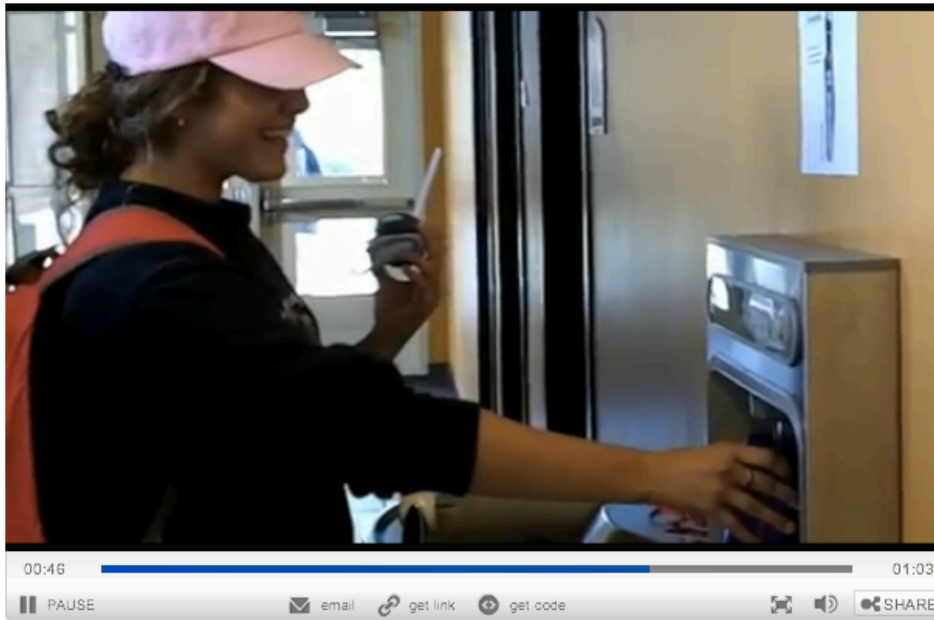
Comment 18

Recommend 2K

Tweet 129



Reprints & Permissions



See RPN's free *Responsible Guide to Bottled Water Alternatives*



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.

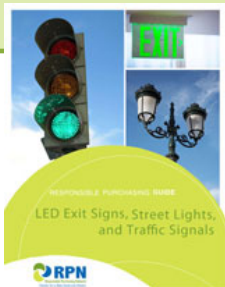
Fill in the shaded boxes and click "Calculate" to analyze the impact on your operation.

(*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 Drying 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

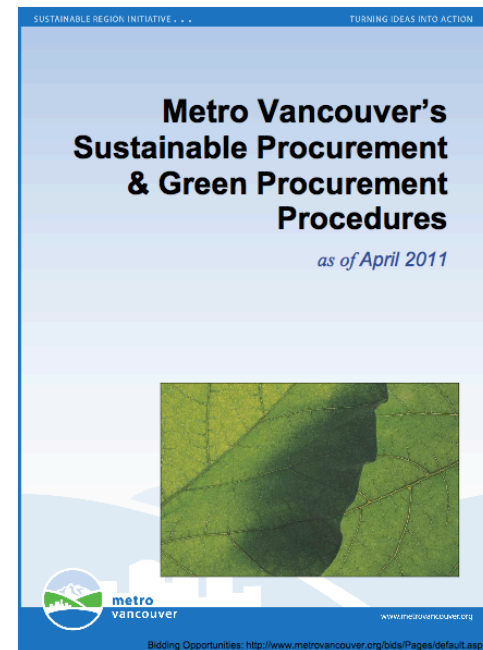
- **Energy-efficient**
(75% less than incandescent)
- **Long life** ($\geq 25,000$ hours rated life
=15X longer than incandescent;
3X longer than CFLs)
- **Mercury-free**



Qualified list: www.energystar.gov

Adopt “Best Value” Procurement Policy

“The Purchasing Division is responsible for attaining *value for money*, following transparent, non-discriminatory procedures [and] supporting Metro Vancouver’s commitment to sustainability...”



Poll Question #2

Does your organization have a policy that allows for lifecycle assessment or best value awards?

VOTE NOW

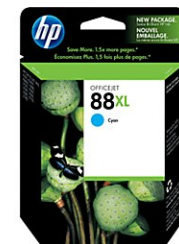
King County EPP Cost Savings

\$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 |

Toner and Ink Cartridges

- Evaluate toner/ink costs **BEFORE** purchasing imaging equipment
- Remanufactured toner and ink cartridges cost **30-60% less per copy** than “virgin” cartridges
 - ✓ **Need strict performance standards**
 - ✓ **Can support local jobs**
- Require vendors to take-back empties to reduce disposal costs (ask for rebates)
- **XL toner and ink cartridges** reduce replacement costs



Green Cleaners Save Money



An Environmental Services employee cleans the floor with a microfiber mop at HCMC.

CASE STUDY: Hennepin County, MN medical center switched to green cleaners, non-corrosive (peroxide) disinfectant, and microfiber mops

- 7% reduction in cost of cleaners
- 17% reduction in volume of cleaners
- 80% reduction in chemical injuries

*Pilot test financed by Hennepin County
Leading by Example Fund*



Hand Soap



- **Foaming hand soap reduces soap and water usage up to 40% compared to liquid hand soap**

- **Green-certified hand soap is less expensive than antibacterial hand soap and as effective**



- **Push-operated hand soap dispensers eliminate battery purchase, installation and disposal costs associated with hands-free dispensers**

Energy-Efficient Equipment

CASE STUDY

Chicago, IL public housing authority cut its annual electricity bill \$500,000 by purchasing 10,000 ENERGY STAR-rated refrigerators





Energy-Efficient Purchasing

Topeka, Kansas’ built and renovated affordable housing units to meet ENERGY STAR building standards.

The City found “the Energy Star housing units achieved a 57 percent reduction in power consumption compared to the non-ENERGY STAR units.”



Topeka receiving the 2008 Energy Star Affordable Housing Award.

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**



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

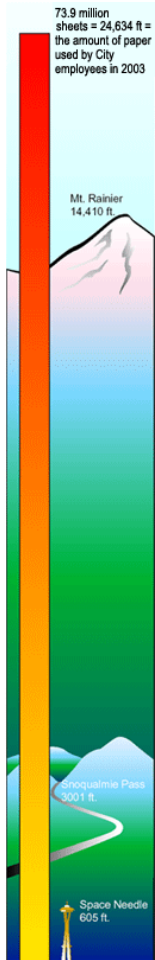
- Utility rebates
- Energy conservation service agreements
- Product leasing
- Revolving loans
- Grants
- Reduce consumption



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
- 2009 => 28% reduction;
cost savings = <\$80,000



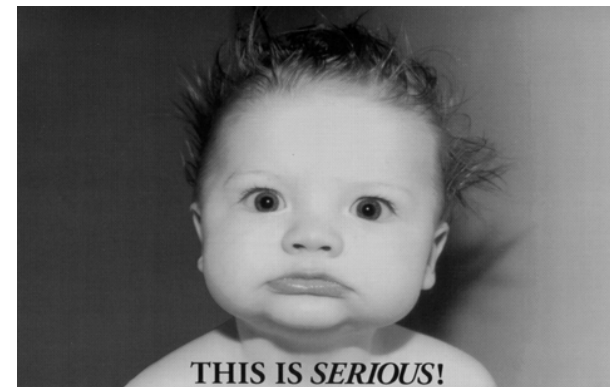
Save Time by Requiring Suppliers to...

- Periodically report \$ amount and % of compliant products sold on your contract (“green” spend) as well as cost savings
- Calculate environmental benefits of purchasing their green products
- Conduct training and outreach



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**





Purchase Cooperatively

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

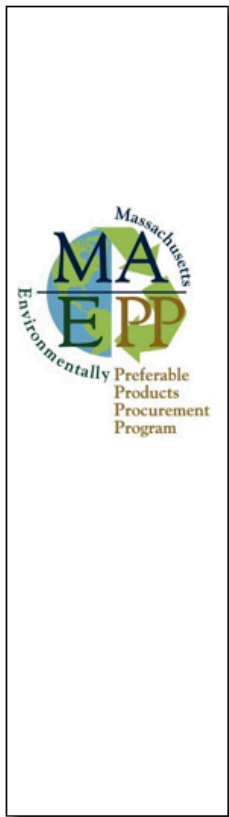


Piggy-Back on Other Jurisdictions' Contracts

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:

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](#)

GOVERNMENT PURCHASING ALLIANCE U.S. COMMUNITIES

Going Green Program

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

SEARCH:

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 influence 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...](#)



Poll Question #3

Does your organization track and report the cost savings and environmental benefits of your green purchasing decisions?

VOTE NOW

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



Questions? Comments?



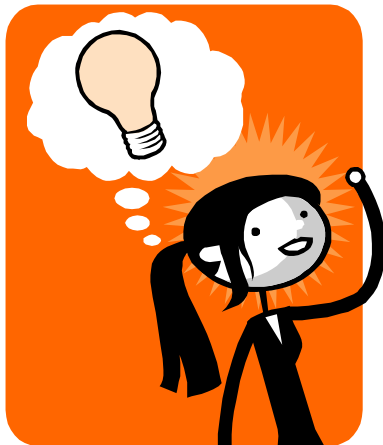
Alicia Culver

Executive Director

Responsible Purchasing Network

alicia@responsiblepurchasing.org

510-547-5475



RPN Resources & Membership Info

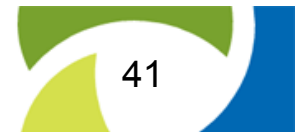


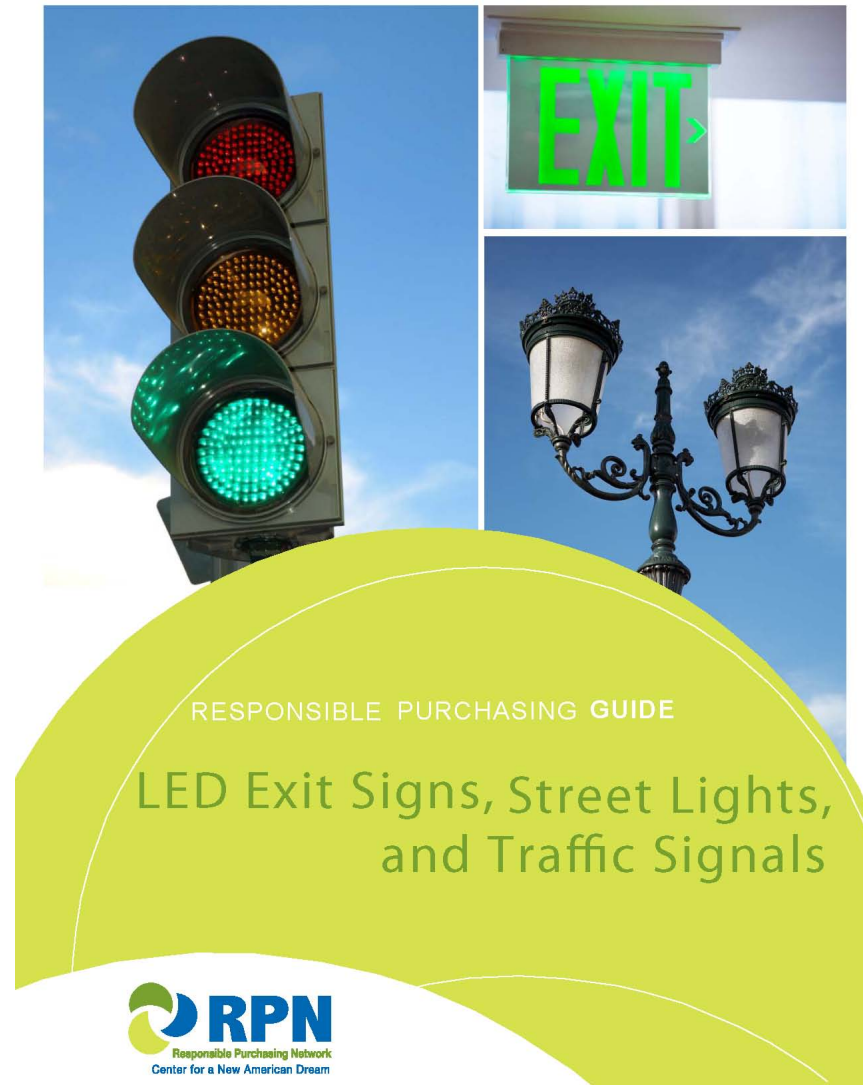
Kelly Panciera
Communications Manager
Responsible Purchasing Network

RPN Webinar • Sept 19, 2012



www.ResponsiblePurchasing.org






Product Categories:

- Bottled Water
- Carbon Offsets
- Cleaners
- Computers
- Copy Paper
- Fleet Vehicles
- Fluorescent Lights
- Food Services
- Graffiti Remover
- Green Power
- LEDs
- Office Electronics
- Paint
- Tires & Wheel Weights
- Toner Cartridges

- Overview >>
- Social & Environmental 🔒
- Best Practices 🔒
- Cost, Quality, & Supply 🔒
- Policies 🔒
- Specifications 🔒
- Standards 🔒
- Products 🔒
- Calculator
- Handy Facts
- Definitions
- Credits & Endnotes
- Webinars 🔒

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Feedback on this Guide

Please contact us with corrections, additions, policies, or questions.
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Personal Links

Logged in as:
KELLY PANCIERA
[Profile](#)



Office Electronics: Overview

Welcome to the Responsible Purchasing Guide for Office Electronics. This Guide provides information and recommendations on responsible use, purchasing, and disposal of printers, copiers, fax machines, scanners, and multifunction devices (MFDs).

Below we provide an overview of each section of the Guide: [Social & Environmental Issues](#); [Best Practices](#); [Cost, Quality & Supply](#); [Policies](#); [Specifications](#); [Standards](#); [Products](#); [Handy Facts](#); [Definitions](#); and [Credits & Endnotes](#).

Creating and exchanging documents is a function shared by all sizes and geographic locations. Document technologies have changed, but office electronics (printers, copiers, fax machines, scanners, multi-function devices, mailing machines, power adapters and others) will continue to be a significant part of any office for the foreseeable future.

Over the past decade, there have been significant shifts in the practices and technologies used by organizations to create and exchange documents:

- ▶ The costs of printing and document management are staggering. These costs account for up to 10% of an organization's annual revenues (Hawkins, 2007) even though, according to some industry estimates, office paper use nationwide has been on a slight decline in recent years (Ringquist, 2006). Some organizations still project increases in office paper use. For example, the Federal Government expects continued growth in paper consumption through 2020 (The Federal Network for Sustainability, 2007).
- ▶ Document imaging technologies are changing. Analog copying has been replaced by digital technology, which produces not only higher-quality prints but also enables copiers to be connected to computer networks and serve as printers, scanners, fax machines, and even e-mail stations. With the rise of these multi-function devices (MFDs), the boundary between copying and printing equipment is

Download Office Electronics Case Studies

RPN has created two case studies concerning office electronics, that provides real-world experiences on how green procurement can save your institution money and environmental resources. They feature a private [law firm](#) in Michigan that successfully reduced paper and energy consumption through responsible purchasing and a [government office](#) in Illinois that lowered printing costs by 15% through the use of multi-functional devices (MFD).

Click the links below to download:

- [WNB&J Law Firm](#)
- [DCFS Government Office](#)

[Overview](#)

[Social & Environmental](#) 


[Best Practices](#) 

[Cost, Quality, & Supply](#) 

[Policies](#) 

[Specifications](#) 

[Standards](#) 

[Products](#) 


[Calculator](#)

[Handy Facts](#)

[Definitions](#)


[Credits & Endnotes](#)

[Webinars](#) 

 [Download this Guide](#)

Feedback on this Guide

Please contact us with corrections, additions, policies, or questions.

 [Submit Feedback](#)

a project of



Toner Cartridges: Products

RPN's online product database includes STMC-certified remanufactured toner cartridge vendors in North America and EcoLogo certified remanufactured toner cartridges. These listings are updated regularly. It is advisable, however, to refer to the certifiers websites for the most current listings.

> [Download an Excel file of this listing](#) (last RPN update on June 16, 2008).

Source recommended green products at competitive prices

through cooperative contracts. Learn more on the [RPN Factsheet: Buy Green on Cooperative Contracts](#).

Search these results:

Search by Type:

« 1 2 3 4 »

[see all results](#) (page 1 of 4)

| Type | Manufacturer | Product/Model | Standards |
|-------------------------------|-----------------------------------|---------------|-----------|
| Reman Vendor - Minnesota | Advanced Graphic Systems | Vendor | STMC |
| Reman Vendor - North Carolina | Alltech Superior Cartridges, Inc. | Vendor | STMC |
| Reman Vendor - New York | Cartridge King of Elmira | Vendor | STMC |
| Reman Vendor - Kansas | Cartridge King of Kansas | Vendor | STMC |
| Reman Vendor - South Carolina | Dove Data Products | Vendor | STMC |
| Reman Vendor - Connecticut | Flo-Tech | Vendor | STMC |



[Overview](#)

[Social & Environmental](#) 


[Best Practices](#) 


[Cost, Quality, & Supply](#) 

[Policies](#) 

[Specifications](#) 

[Standards](#) 

[Products](#) 

[Calculator](#) 

[Handy Facts](#)

[Definitions](#)


[Credits & Endnotes](#)

[Webinars](#) 

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Feedback on this Guide

Please contact us with corrections, additions, policies, or questions.

 [Submit Feedback](#)

Login

Username (email):

Password (forgot?):



Office Electronics: Calculator

These calculators were developed by the US EPA and DOE and are provided for estimating the cost savings of ENERGY STAR qualified office machines compared with non-ENERGY STAR machines. Actual energy savings may vary based on use and other factors.

Copiers: Life Cycle Cost Estimate for ENERGY STAR Copiers

Printers: Life Cycle Cost Estimate for ENERGY STAR Printers

Multifunction Devices: Life Cycle Cost Estimate for ENERGY STAR MFDs

Scanners: Life Cycle Cost Estimate for ENERGY STAR Scanners

Electronics Environmental Benefits Calculator: The Electronics Environmental Benefits Calculator is intended to assist institutional purchasers, including Federal Electronic Challenge (FEC) program participants, in quantifying the benefits of environmentally sound management of electronic equipment. The Calculator estimates the environmental and economic benefits of purchasing EPEAT-registered products, in addition to improvements in equipment operation and end-of-life management practices. Currently this tool is designed to evaluate EPEAT-registered desktop (with a CRT or LCD) and notebook computers.

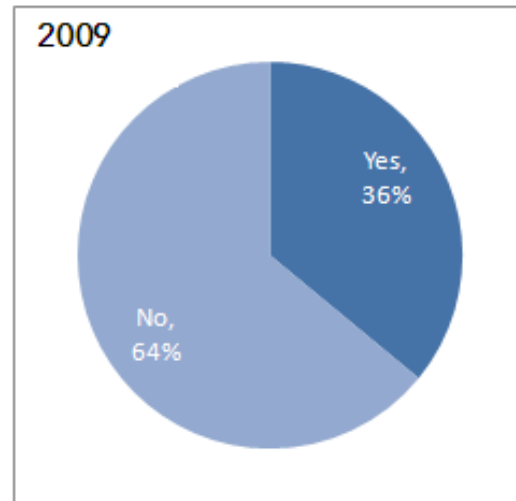
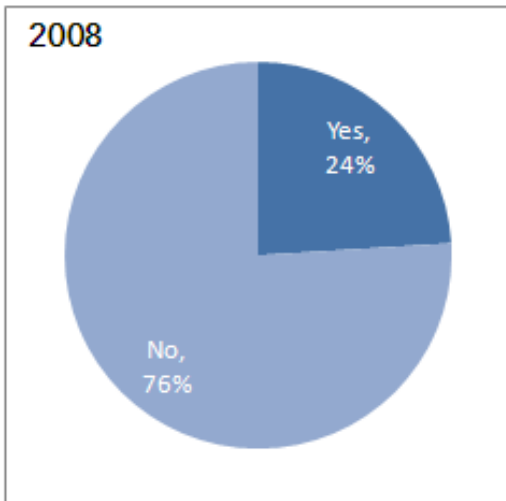












Other Publications

The screenshot displays the RPN website interface. At the top left is the RPN logo with the tagline "Responsible Purchasing Network" and the slogan "Because Every Purchase Matters". A navigation bar contains links for "About", "Membership", "Resources", "Events", "News", "Sustainability 101", and "Purchasing Guides". The "Resources" link is circled in red, and a red arrow points to the "Publications and Fact Sheets" option in the dropdown menu. The left sidebar includes links for "Join Now", "Memberships", "Buy Publications", and "View Cart", along with a login form. The main content area features several resource sections: "Webinars", "Publications and Fact Sheets", "Local Resources", "Purchasing Guides", "Green Building Initiative", "Consulting", "Forums", "Request a Speaker", "Speakers", and "Eco-labels Calendar". Below these are three featured publications: "10 Steps to Starting a Sustainable Purchasing Program" (Free Download), "Environmentally Preferable Purchasing (EPP): Resources" (Free Download), and "Model Responsible Purchasing Report" (Free Download for RPN Members). Each section includes a brief description and a "Download" button. Small thumbnail images for each resource are also present.

Model Responsible Purchasing Report

Does your organization publish a report on your green purchasing initiatives?
Answers shown in percentages of respondents.



| Eco-Labels | |
|---|---|
|  | Biodegradable Products Institute is an organization which certifies that plastic products with “biodegradable” claims will safely break down in a typical commercial composting facility. www.bpiworld.org |
|  | Chlorine-free Products Association is a nonprofit organization that certifies chlorine-free products such as copy paper, envelopes and tissue products. www.chlorinefreeproducts.org |
|  | EcoLogo is Canada’s environmental product certification program. It has issued standards for over 300 product categories (such as flooring, paint, electricity, cleaners, office equipment, and paper products), many of which are sold in the United States. www.ecologo.org/en/ |
|  | Electronic Products Environmental Assessment Tool (EPEAT) is an independent program that certifies “green” electronic equipment such as computers, monitors and laptops. www.epeat.net |
|  | ENERGY STAR is a joint program of the US Department of Energy and US Environmental Protection Agency that allows its label to be used on energy-efficient products (such as light fixtures, CFLs, LEDs, appliances and office equipment). www.energystar.gov |
|  | E-Stewards is a program that certifies recyclers of electronic equipment that adhere to the highest standard of environmental responsibility and worker protection. The e-Stewards Standard for Responsible Recycling and Reuse of Electronic Equipment® can be found at http://e-stewards.org/certificationoverview/ |
|  | Forest Stewardship Council certifies lumber and other building products made with sustainably harvested wood or that reduce wood consumption. www.fscus.org |
|  | Green-e is a labeling program established by the nonprofit organization, Center for Resource Solutions, which verifies that electricity has been generated using renewable sources such as solar and wind. www.green-e.org |
|  | Greenguard is a nonprofit organization which certifies products that improve indoor air quality. Find products (such as flooring, paints, furniture, and cleaning products) with low VOCs and other emissions. Some are certified for use near children. www.greenguard.org |
|  | Green Seal is a nonprofit organization that sets standards for products (such as janitorial cleaners, floor strippers, and paints) and certifies products that meet those standards. www.greenseal.org |

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>

Eco-Labels Calendar

RPN Responsible Purchasing Network *Because Every Purchase Matters*

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RPN has commented on are marked with a and a link to RPN's

review
 recently proposed or are under development
 recently revised or finalized

ped and expanded to include more standards and certifications, please
 Please [email us](#) with additional information, suggestions, feedback, or

| | | Code | Status | Deadline |
|---------|--|-----------------|---|--------------|
| EcoLogo | Lithographic Printing Services and Digital Printing Services | CCD-041/CCD-141 | Stakeholder Comment Period | N/A |
| EcoLogo | Drain and/or Grease Trap Additives | CCD-113 | Stakeholder Comment Period | N/A |
| EcoLogo | Personal Care Products | CCD-103 | Development of Draft Standard and Recruitment of Advisory Committee | N/A |
| EcoLogo | Renewable Low-Impact Electricity Products | CCD-003 | Development of Draft Standard | Aug 2012 |
| EcoLogo | Sanitary Paper | CCD-082-086 | Release of Comment Report | Aug 31, 2012 |

Proposed/Under Development

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!**



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Upcoming Webinars

Webinars that are available to RPN members only are designated by

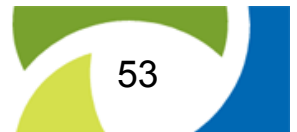
Webinar: Biobased Products in the U.S. - June 4, 2012



Hosted by the Sustainable Biomaterials Collaborative, Responsible Purchasing Network, and USDA BioPreferred Program, this live webinar explores biobased products procurement. Learn from experts how U.S. federal laws and regulations



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Webinars

Learn the latest trends and best practices for a wealth of procurement topics.

To view previous webinar recordings and presentation slides, please click [here](#).

Request a Speaker

Would you like to have a speaker from RPN at your event? [Click here](#) to use our simple request form.

| Webinar | Date/Time |
|---------|-----------|
|---------|-----------|

| | |
|--|---------------|
| RPN Webinar: New Member Orientation Featuring Green Products That Save Money | Sept 19, 2012 |
|--|---------------|

RPN Webinar: New Member Orientation Featuring Green Products That Save Money Sept 19, 2012

Whether you are a new RPN member or thinking about becoming a member, please join RPN for our orientation webinar plus a discussion on green products that save money.

We will be discussing all of the sustainable procurement resources available to RPN members and some basic strategies to get you started such as creating an environmentally preferable purchasing (EPP) policy, setting up an effective green purchasing program, and prioritizing contracts that are likely to yield environmental and economic benefits.

This webinar will cover:

- ▶ An introduction to green purchasing and how to avoid greenwashing
- ▶ How green products can save money - upfront and over time
- ▶ Case studies of jurisdictions that have saved money by choosing products that last longer, lower utility bills, or reduce maintenance costs
- ▶ Best practices for lowering the upfront costs of green products and negotiating agreements that offer "the best value"
- ▶ An overview of RPN member benefits
- ▶ How to use RPN's website and resources effectively

RPN member organizations include government agencies at the local, state, and federal levels; schools and universities; businesses; and nonprofits. Join this webinar to learn how an RPN membership can help

Technical Assistance

- **One free hour of consultation with our staff experts**
- **Member discounts on RPN consulting services**



Information Sharing



- **Live discussions about high-priority sustainable purchasing topics**



- **Online discussion forums to share information about green products, purchasing policies, and more**

RPN Awards

The screenshot displays the RPN website interface. At the top left is the RPN logo with the tagline "Responsible Purchasing Network" and the slogan "Because Every Purchase Matters". A green navigation bar contains the following menu items: About, Membership (circled in red), Resources, Events, News, Sustainability 101, and Purchasing Guides. A dropdown menu is open under "Membership", listing: Join RPN!, Make a Donation, Membership Benefits, Member Directory, Membership Renewal, Responsible Purchaser Awards (highlighted in green with a red arrow pointing to it), and My Profile. Below the navigation bar, the "Responsible Purchaser Awards" page is visible, featuring introductory text and links for nomination and award entry. The footer includes a login section with fields for "Username (email)" and "Password (forgot?):" and a "Create Account" link. The footer also contains the text "a project of" above a "see" logo and a navigation bar with links for Home, Join RPN, Contact, and Privacy Policy.



E-Newsletter & Announcements

- **Responsible Purchasing Updates:**
RPN's quarterly e-newsletter



- **Responsible Purchasing Announcements: periodic emails about webinars, events, other resources**

Other Member Benefits

- Job/event postings (email info@responsiblepurchasing.org)
- Member news
- RPN member logo
- Member certificate and “Eco-Purchasing” book



Poll Question #4


What additional web resources would you most be interested in?

VOTE NOW

Member Profile


**Allows for interaction and communication
between RPN members via Member Directory**



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To learn about membership benefits and consulting services, please [click here](#).

Please subscribe to our email lists by clicking "Subscribe Now" on the left to stay in touch with RPN news and new responsible purchasing resources.

If you are experiencing technical difficulties with our website's navigation bar, please click below to access RPN's main resources pages while we fix the problem:

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RPN Highlights



Join RPN for New Member Orientation Webinar Featuring Green Products That Save Money on Sept 19

Please join RPN for our orientation webinar plus a discussion on green products that save money. [More](#)



Sign Up for Safer Sanitizers and Disinfectants Webinar on Sept 24

This webinar discusses the health and environmental impacts of these ingredients and will discuss how San Francisco evaluated alternative disinfectant chemicals. [More](#)



Recording Now Available for RPN's Webinar: "Cutting-Edge Eco-Labels: Green-e"

Learn about an innovative program developed by Green-e that certifies products manufactured with 100% renewable energy such as solar or wind power. [More](#)

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Charter School Institute

State Of Maine

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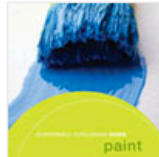
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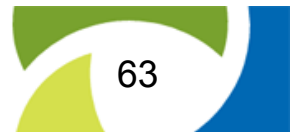
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- State Of Rhode Island

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
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[See our Privacy Policy](#)

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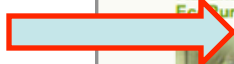
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Membership Directory

- **Allows you to connect with other RPN members interesting in green procurement**
- **Accessible **ONLY** by RPN members**
- **Advanced search**

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Member Directory

Filter by state (enter a two-letter state abbreviation):

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Showing All Members 201-225 of 426

Page navigation: <- 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 -> ->>

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|--|-------|---------------------|
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| Berkeley National Laboratory | CA | John Speros |
| Community College | CO | Ava Bair |
| Kokua Hawai'i Foundation | HI | Kaliko Amona |
| King County, Washington | WA | Karen Hamilton |
| Kies Strategies | CA | Delyn Kies |
| Illinois Department of Central management Services | IL | John Donato |
| Hampton Roads Sanitation District | VA | J R Cannon |
| Government of the District of Columbia | DC | David P. Gragan |
| Front Range Community College | CO | Bryant Heberlein |
| Fairfax County | VA | Christopher McGough |
| Fair World Project | AK | Ryan Zinn |
| EcoPurchasing Consultants | WA | Sandra Cannon |
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| Delta College | MI | Barbara Webb |
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Use any combination of the fields below to search our member directory.

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note: please add a \ before an apostrophe in a person's name

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State:

Zip: Everywhere of (zip code)

Country:

Click your mouse while pressing the control button on your keyboard to select multiple interests

Product Interests:

- Carpet
- Cleaners
- Computers
- Electricity

General Procurement Interests:

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- Policies
- Specifications
- Standards

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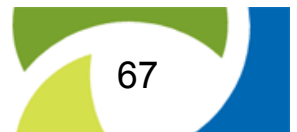


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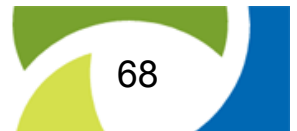
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DHS, North Central
Procurement

Government Of The



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Affiliate Memberships

- **Everyone in your organization has access to your RPN membership!**
- **To set up affiliate memberships, contact Marci Yellin, RPN's Administrative and Membership Coordinator, at marci@responsiblepurchasing.org**

Questions? Comments?



Kelly Panciera
Communications Manager
Responsible Purchasing Network
Direct: 503-208-3786
RPN Main Office: 510-547-5475
kelly@responsiblepurchasing.org



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- ▶ **Model policies and specifications**
- ▶ **Green purchasing webinars**
- ▶ **Certified green products database**
- ▶ **Expert sustainability speakers**
- ▶ **Responsible Purchasing Awards**

Consulting Services:

- ▶ **Custom green specifications**
- ▶ **Green purchasing policies**
- ▶ **Life Cycle Analyses**
- ▶ **Green office audits**
- ▶ **Cost-saving green practices**