

ENVIRONMENTAL PURCHASING

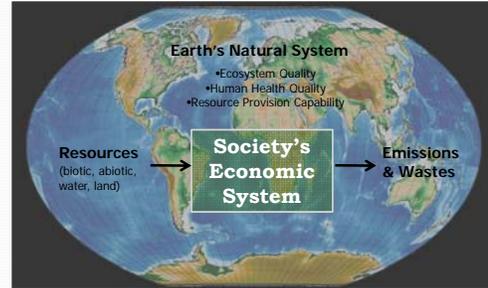
CONCEPTS, PRACTICES & TOOLS FOR NPS PURCHASE CARD HOLDERS



Eun-Sook Goidel
Full Circle Environmental, Inc.,
through a contract with Prizim
and
Fred Sturniolo
WASO, NPS
and
Chris Case
Pictured Rocks National Lakeshore

March 10, 2011

CONSUMPTION AND ENVIRONMENTAL IMPACT



Source: UNEP's Report *Assessing the Environmental Impacts of Consumption and Production: Priority Products and Materials*, page 15 (2010)

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THE FEDERAL FOOTPRINT

- Spent \$500 billion on goods and services in FY 2008
- Owns or leases more than 645,000 non-tactical vehicles worldwide
- Manages or owns nearly 1 in every 5 acres in the U.S.
- Single largest domestic buyer and user of energy
- Spends \$7 billion to power Federal buildings
- Purchases about \$74 billion worth of IT equipment and services per year
- Department of the Interior spent \$4 billion in FY 2007 purchases



NPS KEY INDICATORS

- 60:** The number of parks that account for 75% of the NPS's total annual energy consumption
- 9,500:** Number of NPS purchase card holders
- 15,000:** The number of U.S. households that, on average, consume an equal amount of energy (1.8 million MMBTU) as the NPS annually
- 67,342:** Number of constructed assets held by NPS.
- \$44 million:** The average annual cost of the NPS's energy consumption
- 275 million:** The number of visits to parks in 2008—and the number of interpretation and education opportunities on climate change and sustainability
- 2 billion:** The number of gallons of water consumed in national parks every year.

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ROLE OF GOVERNMENT

“If policymakers make sustainability their priority, bolstered by citizens’ support, vast societal transformations can occur so that one day living sustainable lives will become natural—by design.”

-- Erik Assadourian
From *State of the World, 2010*
WorldWatch Institute



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INTENDED AUDIENCE

- Primary audience
 - NPS Staff with government charge cards
- Secondary audience
 - Anyone who makes a purchasing decision.

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PROCUREMENT AND THE ENVIRONMENT

- Purchasing is a core function in all organizations
- Purchasing transactions cover:
 - Products AND services
 - Direct and indirect purchases
- Purchasers hold tremendous market power AND shoulder big responsibilities.
- Historically, organizations have not looked to the purchasers to support their environmental goals.
- At the same time, purchasers have not seen themselves in a role of influencing the field unit staff.

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WORKSHOP OVERVIEW

- Introductions and Training Logistics
- What is Environmental Purchasing?
- Why Buy Green?
- What are the Requirements?
- How Do You Know it's "Green"?
- Do Green Products Work?
 - Green Purchasing at Pictured Rocks
- Where Can You Find Green Products?
- How Can You Get Started?
- Resources to Help You

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WHAT'S NOT COVERED

- Detailed Federal Acquisition Regulation (FAR) provisions for green purchasing
 - See Office of Federal Environmental Executive (OFE) presentation. URL in participant's guide.
- Steps for institutionalizing green purchasing, e.g.,
 - Greening of contracts (supplies, services or construction)
 - Establishing EP policies
 - Creating green teams or training modules
 - Developing and implementing metrics

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TRAINING LOGISTICS

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TRAINING LOGISTICS

- We welcome your questions and comments!
- Use "Push to Talk" microphone
 - The microphone should be no closer than 12 inches
 - Push and hold the talk button while you are talking
 - Release the talk button when you finish talking
 - Identify your first name and location; please wait to be acknowledged to avoid talking over others

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TRAINING LOGISTICS

- Other ways to communicate with us...
 - Use email: broadcast@fws.gov
 - Fax: 1-877-884-6282
- We'll keep a list of questions that cannot be answered during the session. Follow up post-training

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TRAINING LOGISTICS (cont'd)

- Sign the roster
 - Get credit for your training!
 - Sign the Attendance Roster sheet and your TEL Point-of-Contact will finalize the roster.
- Participant Guide
 - Check back tomorrow for some additional materials
- Complete the on-line TEL Evaluation Form
- Mention of specific products, services or certification programs in this training should not be construed as an endorsement by the National Park Service or Full Circle Environmental.

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A WORD ABOUT THE EXERCISES...

- Your participation is key!
- All sites
 - Each exercise will require you to jot down ideas or responses to a question
 - You should have a flip chart or a white board and markers
 - Please designate a "recorder" at your site
- Only a few sites will be called upon at a time
 - Please share your responses when called upon
 - Other sites – contribute if you'd like to
 - We'll record and share on the ELMO

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EXERCISE #1



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ITEMS USED BY PARKS...



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KEY POINTS OF EXERCISE

- It takes a wide variety of products to run an organization!
 - Simple purchases to more complex
 - Both products AND services
- All have an environmental footprint and an opportunity for improvement.

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WHAT IS ENVIRONMENTAL PURCHASING?

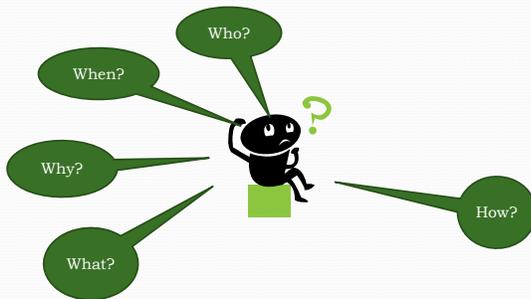
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PURCHASING



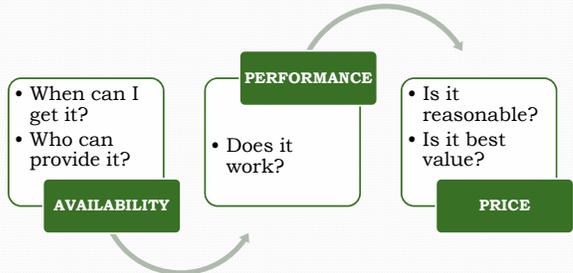
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PURCHASING



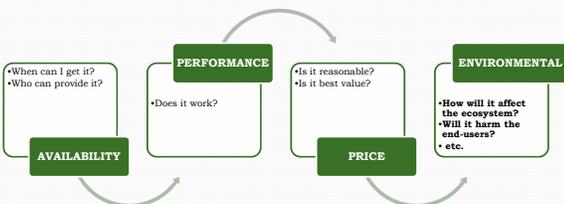
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PURCHASING



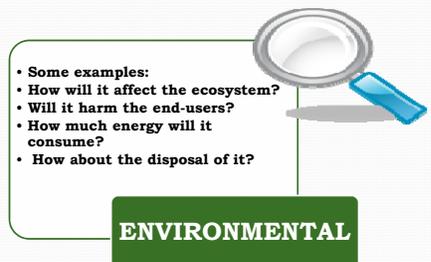
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ADD ENVIRONMENT AS A KEY FACTOR...



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ENVIRONMENTAL FACTORS



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ENVIRONMENTAL PURCHASING

...Incorporating key **environmental factors** with traditional **price** and **performance** considerations in purchasing decisions.



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EXERCISE #2

WHAT IS A "GREEN" PRODUCT?

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EXERCISE #2

What is a "green" product?

- Part 1: Create a generic list of green characteristics or attributes



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EXERCISE #2: WHAT IS A GREEN PRODUCT?

- Part 2: Create a more specific list for:
 - Office Paper (Alpha codes A- G)
 - Cleaning Products (Alpha codes H – M)
 - Interior Paint (Alpha codes N – Z)



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EXERCISE #2: WHAT IS A GREEN PRODUCT?

- Part 3: Homework
 - Take a look at the criteria developed by 3rd party certifier in the Participant Guide

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GREEN ATTRIBUTES

- Hard Surface Cleaners
 - Reduced or no skin irritants
 - Reduced flammability
 - Reduced or no VOCs
 - Minimizes exposure to concentrates
 - Reduced or no added dyes and fragrances
 - Reduced packaging
- ▶ Interior Paint
 - Reduced or no skin irritants
 - Reduced flammability
 - Reduced or no VOCs
 - Minimizes exposure to concentrates
 - Reduced or no added dyes or fragrances
 - Reduced packaging
- ▶ Office Paper
 - Recycled content
 - Recyclable
 - Processed Chlorine Free
 - Recyclable ream wrapper
 - Green power use in manufacturing



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GREEN PRODUCT

	Life cycle <ul style="list-style-type: none"> • Upstream • Downstream impacts 	
	Multiple attributes	
	Single attribute?	

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WHAT MAKES A PRODUCT GREEN?

- Look for the presence of certain attributes:
 - Recycled content
 - Energy efficient
 - Bio-based
 - More durable
 - Less packaging
 - Upgradeable
- Look for the absence of certain attributes:
 - GHG emissions
 - Carcinogens
 - Ozone Depleting Chemicals
 - Toxics

Choosing to NOT BUY!

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GREEN PRODUCT ATTRIBUTES

General Purpose Cleaners



- Reduced or no skin irritants
- Reduced flammability
- Reduced or no VOCs
- Minimizes exposure to concentrates
- Reduced or no added dyes and fragrances
- Reduced packaging

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GREEN PRODUCT ATTRIBUTES

office Paper



- ~~• Reduced or no skin irritants~~
- ~~• Reduced flammability~~
- ~~• Reduced or no VOCs~~
- ~~• Minimizes exposure to concentrates~~
- ~~• Reduced or no added dyes and fragrances~~
- ~~• Reduced packaging~~

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GREEN PRODUCT ATTRIBUTES

Office Paper



- Recycled content
- Recyclable
- Processed Chlorine Free
- Recyclable ream wrapper
- Green power use in manufacturing

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REMEMBER:
**ONE SIZE (ATTRIBUTE)
DOES NOT FIT ALL.**

Use common sense when selecting products.

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WHY BUY GREEN?

WHY BUY GREEN?

- It's required!
- It's consistent with NPS Mission
- Reduce liability
- Cost Savings
- Reduce worker health impacts
- General environmental benefit

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WHY BUY GREEN: REQUIRED BY LAW

Legislation	<ul style="list-style-type: none"> • RCRA • Pollution Prevention Act • Energy Policy Act of 2005, • Energy Independence and Security Act of 2007 • 2002 and 2008 Farm Bills
Executive Orders	<ul style="list-style-type: none"> • EO 13423 and EO 13514
FAR Amendments	<ul style="list-style-type: none"> • Various revisions to FAR to reflect EO and legislative mandates

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WHY BUY GREEN: REQUIRED BY LAW

Legislation	<ul style="list-style-type: none"> • RCRA Section 6002, 1976 • Pollution Prevention Act, 1990 • Energy Policy Act of 2005, • Energy Independence and Security Act of 2007 • 2002 and 2008 Farm Bills
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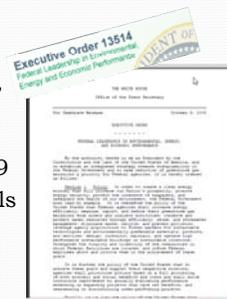
EXECUTIVE ORDER 13423

- EO 13423, *Strengthening Federal Environmental, Energy and Transportation Management*
 - Consolidated and strengthened “sustainable” purchasing requirements from 5 previous EOs and Memorandum of Understanding
 - Establishes new and updated goals, practices, reporting requirements for environmental, energy and transportation performance and accountability

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EXECUTIVE ORDER 13514

- *Executive Order on Federal Leadership in Environmental, Energy, and Economic Performance*
- Signed October 5, 2009
- Sets sustainability goals for federal agencies
- Builds on EO 13423



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EXECUTIVE ORDER 13514

- Requires federal agencies to:
 - Establish a 2020 greenhouse gas emissions reduction target
 - Increase energy efficiency
 - Reduce fleet petroleum consumption
 - Conserve water
 - Reduce Waste
 - Support sustainable communities; and
 - Leverage Federal purchasing power to promote environmentally responsible products and technologies**

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EXECUTIVE ORDER 13514

Ensure that 95% of all new contracts and contract modifications for products and services are:

- Energy-efficient
- Water-efficient
- Biobased
- Environmentally preferable
- Non-ozone depleting
- Contain recycled content
- Non-toxic or less toxic alternatives

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EXECUTIVE ORDER 13514 AND NPS

- Check out: Executive Order 13514 on Federal Sustainability, Secretarial Order 3289, and What They Mean for NPS

<http://www.nps.gov/climatefriendlyparks>



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GREEN PURCHASING & THE FEDERAL ACQUISITION REGULATION (FAR)

- FAR 23.202 Policy
- The Government's policy is to acquire supplies and services that promote energy and water efficiency, advance the use of renewable energy products, and help foster markets for emerging technologies. This policy extends to all acquisitions, including those below the simplified acquisition threshold.



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WHY BUY GREEN?

- It is consistent with the NPS Mission:

"...to preserve and protect the natural and cultural resources for future generations..."
- NPS Environmental Leadership
 - Conduct business in an environmentally responsible manner
 - EP supports Green Parks Initiative
 - EP is part of broader Environmental Management System
 - EP supports Climate Friendly Parks program
- NPS History of Commitment to EP
 - WASO
 - Regional Initiatives
 - Park Projects
 - Commercial Services (Concessioners)



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GREEN PURCHASING SUPPORTS GOALS FOR GREEN PARKS PLAN

Goal Categories and Key Objectives	2016 Goal	2020 Goal
EC—Environmental Compliance		
NPS will implement an EMS Service-wide.	100% of appropriate locations implement EMS	100% of appropriate locations implement EMS
CC—Climate Change Mitigation & Facility Adaptation		
NPS will reduce GHG emissions and strive for operational carbon neutrality.	50% GHG reduction	50% GHG reduction
EM—Energy Management		
NPS will conserve energy and reduce Service-wide energy intensity.	10% energy intensity reduction	20% energy intensity reduction
WM—Water Management		
NPS will conserve potable water (non-irrigation).	20% reduction of potable water use	30% reduction of potable water use
ET—Eet & Transportation Management		
NPS will right-size its fleet.	20% reduction in # of vehicles	30% reduction in # of vehicles
PW—Environmental Purchasing & Waste Reduction/Management		
NPS will divert solid waste from landfills.	50% diversion of solid waste	60% diversion of solid waste
IE—Healthy Indoor Environments		
NPS will ensure healthy workplace environments for park employees.	70% of employees report "satisfaction"	80% of employees report "satisfaction"
OQ—Outdoor Environmental Quality & Sustainable Sites		
NPS will reduce light pollution from park facilities with the goal of dark night sky preservation.	75 Night Sky friendly lighting projects completed	100 Night Sky friendly lighting projects completed
BP—Best Practices in Sustainable Facilities Management		
NPS will fully integrate Green Parks Plan with EMS and other sustainability planning initiatives.	100% GFP integration	100% GFP integration

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GREEN PURCHASING SUPPORTS ENVIRONMENTAL MANAGEMENT SYSTEM

- Environmental Management System (EMS) - a federally required management tool to reduce impacts
 - The framework and the process to organize and incorporate environmental considerations into day to day operations
 - Involves continuous improvement, and is proactive rather than reactive



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GREEN PURCHASING SUPPORTS ENVIRONMENTAL MANAGEMENT SYSTEM

- Environmental Purchasing can be a goal, with further defined objectives and targets, under a park's EMS
- This could include:
 - Developing a park EP plan
 - Inventorying current purchases and switching to nontoxic, RC, and biobased products
 - Finding local green vendors
 - Improving tracking (tracking worksheet), etc.



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GREEN PURCHASING SUPPORTS CLIMATE FRIENDLY PARKS

- Buying green products and services also supports the service-wide Climate Friendly Parks (CFP) program
- Environmental purchasing
 - saves resources
 - reduces GHG emissions, and
 - reduces the amount of waste sent to landfills

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WHY BUY GREEN? REDUCED LIABILITY



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WHY BUY GREEN? COST SAVINGS



- Think durability
- Think life cycle cost not first cost
 - Less maintenance translates into reduced life cycle cost

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WHY BUY GREEN? REDUCED WORKER HEALTH IMPACTS



Bio-based solvents

Green Seal Certified environmental cleaners from JWOD

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WHY BUY GREEN? MANY OPPORTUNITIES NOW



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WHY BUY GREEN?

By buying green...

- We conserve...
 - foreign and domestic raw materials
 - landfill space
 - energy in securing, transporting, and manufacturing
- Create jobs, markets, and revenues
- Decrease greenhouse gas emissions



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WHY BUY GREEN?

It's the right thing to do!

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AND WHAT GOOD REASONS...



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WHAT ARE THE REQUIREMENTS?

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FEDERAL ACQUISITION REGULATION (FAR)

- Subchapter D, Part 23, mandatory purchase programs:
 - Recycled Content
 - Energy Efficient Products (Energy STAR and FEMP-designated)
 - Bio-based
- FAR Part 13.201
 - Environmental procurement requirements apply at or below the micro purchase threshold



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ENERGY EFFICIENT PRODUCTS: ENERGY STAR AND FEMP-DESIGNATED

- Federal buyers are required by the Energy Policy Act of 2005 to purchase products that are
 - ENERGY STAR®-qualified
 - FEMP-designated and
 - Products that use minimal standby power.
- The purchasing requirements are codified by FAR Part 23.



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ENERGY EFFICIENT PRODUCTS: ENERGY STAR

- There are seven categories of ENERGY STAR products for government agencies:
 - commercial appliances
 - building products
 - commercial food service equipment
 - computers and electronics
 - heating and cooling,
 - lighting and fans
 - plumbing



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ENERGY EFFICIENT PRODUCTS: FEMP-DESIGNATED

- FEMP products are in the upper 25% of energy efficiency in their class.
- Categories of FEMP-Designated Products:
 - Lighting
 - Commercial and Industrial Equipment
 - Food Service Equipment
 - Office Equipment
 - Appliances
 - Residential Equipment
 - Plumbing
 - Construction products
 - Low standby power



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EPEAT

(Electronic Products Environmental Assessment Tool)



- Covers:
 - Desktops
 - Laptops
 - Monitors
 - Thin clients
 - Workstations

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COMPLYING WITH EPEAT?

Department-wide hardware contract specifies EPEAT!



Are you purchasing from this mandatory contract?
If yes, you are meeting the EPEAT requirements!

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USDA-DESIGNATED BIOBASED ITEMS



- Section 9002 of the Farm Security and Rural Investment Act of 2002 (2002 Farm Bill)
 - Requires Federal agencies to establish affirmative procurement programs for preferred purchasing of biobased products
- Federal Acquisition Regulation amended
 - Provisions implement the procurement preference for biobased products.



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EFFECTIVE DATES FOR PURCHASING PREFERENCE

42 Biopreferred Designated Items

- 42 designated item categories
 - You should already be buying these items!
- 14 new item categories proposed in November, 2010
 - No later than one year after final rule is published



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BIOBASED PRODUCTS – 42 Categories of Items

A small sampling of designated items include:

- Carpet
- Composite Panels
- Disposable Cutlery
- General Purpose Cleaners
- Greases
- Metalworking Fluids

www.biopreferred.gov



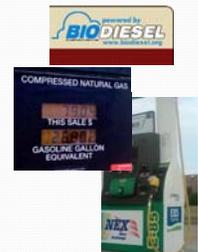
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MORE REQUIREMENTS TO BUY GREEN...

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ALTERNATIVE FUEL VEHICLES AND ALTERNATIVE FUELS

- Energy Policy Act requires purchase of
 - alternative fuel vehicles
 - alternative fuels, and
 - recycled content vehicular products
- Alternative fuels must be used in dual fuel vehicles unless agency certifies and DOE grants a waiver because:
 - Fuel is not available
 - Unreasonable cost compared to gasoline
- EPAAct also requires reduced petroleum consumption and is a critical piece of green house gas reduction requirements of EO 13514



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ALTERNATIVE FUEL VEHICLES AND ALTERNATIVE FUELS (cont'd)

- The Energy Independence and Security Act of 2007 addresses greenhouse gas emissions, including:
 - Purchase light duty motor vehicles or medium duty passenger vehicles that are “low greenhouse gas emitting,” as determined by EPA
 - Alternative or synthetic fuels must have lifecycle GHG emissions from production and combustion that are lower than that of conventional fuels.

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WATERSENSE PRODUCTS

- Voluntary program but emphasized in EO 13514
- WaterSense Label developed for:
 - Bathroom sink faucets
 - Urinals
 - Toilets
 - New homes
 - Showerheads
- In the Pipeline:
 - Water Softeners
 - Pre-rinse Spray Valves
 - Landscape Irrigation Controllers



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ENVIRONMENTALLY PREFERABLE PRODUCTS & SERVICES



- Janitorial products and services
- Building construction and renovation products and services
- Landscaping products and services
- Cafeteria-ware
- Meeting and conference services

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NON-OZONE DEPLETING SUBSTANCES

- EPA's Significant New Alternatives Policy (SNAP) Program
 - Lists acceptable and unacceptable substitutes for ozone-depleting substances
 - Primarily for manufacturers but some products are applicable for federal agencies
- Covers eight product categories
 - Refrigeration and Air Conditioning
 - Foam Blowing
 - Solvent Cleaning
 - Fire Suppression and Explosion Protection
 - Aerosol Solvents and Propellants
 - Sterilants
 - Tobacco Expansion
 - Adhesives, Coatings, and Inks

www.epa.gov/ozone/snap



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GREEN PRODUCTS COMPILATION

- Comprehensive list of products for which various federal agencies have issued designations or guidance
- The designated green products are separated into 18 spreadsheets
- Matrix is available on FedCenter website: www.fedcenter.gov
- Continually updated as needed. Version 7 is current at this point.

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HOW DO YOU KNOW IT'S GREEN?




HOW DO YOU DETERMINE IT'S "GREEN"?

- “Green” based on:
 - Government standards or guides
 - Vendor claims about its products or practices
 - Third Party standards
 - Organization-unique standards



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GOVERNMENT STANDARDS OR GUIDES



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VENDOR CLAIMS OF "GREEN"



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BEWARE

- **Green-wash** (green'wash', -wòsh') – verb: the act of misleading consumers regarding the environmental practices of a company or the environmental benefits of a product or service.



Source: <http://sinsofgreenwashing.org/>

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BEWARE!

- Beware of:
 - Broad or vague claims, e.g., product is "environmentally safe," "environmentally friendly" or "non-toxic"
- Ask:
 - Is it relevant?
 - Is there proof?



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AVOID GREENWASHING

- All environmental claims must comply with the Federal Trade Commission *Guides for Use of Environmental Marketing Claims* ("FTC Green Guides")
 - Guides are being revised currently
 - A summary of the proposed revised Guides can be found at:
 - <http://www.ftc.gov/os/2010/10/101006grenguidesproposal.pdf>



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REVISIONS TO FTC GREEN GUIDES

Guides currently address:

- General Environmental Benefit claims (e.g., “green”, “eco-friendly”)
- Certifications and Seals of Approval
- Recyclable
- Degradable
- Compostable
- Ozone-Safe/Ozone Friendly
- Free-of/Non-Toxic

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REVISIONS TO FTC GREEN GUIDES

Proposed Guidance for Claims:

- Made with Renewable Materials
- Made with Renewable Energy
- Carbon Offsets



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AVOID GREENWASHING

- Visit “The 7 Sins of Greenwashing” found at: <http://sinsofgreenwashing.org>



TerraChoice's Greenwash Gremlin

- Play “Name that Sin” game –
 - A fun, informative game to help you avoid greenwashing
- Print out and use wallet card, found in Participant Guide

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THIRD PARTY STANDARDS



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THIRD PARTY STANDARDS



- Beware: Not all third party standards are created equal...
- Look for programs that have:
 - Open, public process
 - Criteria that reflect life cycle considerations
 - Process for updating standards

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THIRD PARTY STANDARDS

- Comprehensive list of standards and specifications:

- EPA’s EPP Database

<http://yosemite1.epa.gov/oppt/epstand2.nsf>

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DO GREEN PRODUCTS WORK?

DO GREEN PRODUCTS WORK?

Performance Myths:

- It foams
- It voids the warranty
- It peels right off
- It won't get things clean
- They don't deliver on time
- It's not available
- It costs too much
- It clogs the machine
- It won't last as long
- It warps
- etc., etc.

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GREEN PRODUCTS DO PERFORM

Performance Myths:

- It foams.
- It voids the warranty.
- It peels right off.
- It won't get things clean.
- They don't deliver on time.
- It's not available.
- It costs too much.
- It clogs the machine.
- It won't last as long.
- It warps.
- etc., etc.



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Green Procurement at Pictured Rocks National Lakeshore

Presented by
Chris V. Case, Facility
Manager

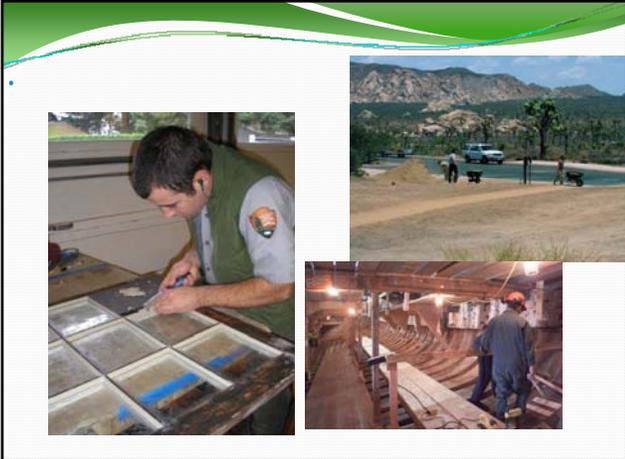


GREEN PURCHASING: OTHER NPS EXAMPLES

- **Channel Islands - green boat, 100% biodiesel**
 - Goal to become petroleum free park
- **Yellowstone - using green janitorial products** for park and hotel facilities; plastic lumber boardwalk
- **Many parks buying rerefined oil, biobased** hydraulic fluids, greases, 2-stroke engine fuels, and alternative fuel vehicles and alternative fuels
- **PWR buying 100% post consumer, chlorine-free copier paper**
- **Park concessioners- greening hotels and food service**
Xanterra Parks and Resorts is one such example
- **Many more ...**

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WHERE CAN YOU FIND GREEN PRODUCTS?

PRIORITIES FOR USE OF GOVERNMENT SUPPLY SOURCES

- Excess Surplus Property
- Federal Prison Industries ---UNICOR
- AbilityOne (formerly JWOD-NIB/NISH)
- Wholesale Supply Sources (GSA Global Supply and DLA stock programs)
- Federal Supply Schedules
- Commercial Sources






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GSA's ONLINE SHOPPING SERVICE

- GSA Advantage, www.gsadvantage.gov
 - Provides information on mandatory and preferred sources
 - All "green" products marked with a green leaf icon
 - Symbols identify environmental factors like Energy Star, Recycled, Biobased Environmentally Preferable, etc. within Product Detail.





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SEARCH FUNCTION IN GSA ADVANTAGE

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Compare Available Sources

Quantity: Add to Cart Instructions: Select price below, enter qty at left, then Add to Cart. To view another contractor description, simply select the Contractor in the list below. @ indicates when volume discounts are offered.

Price/Unit	Features	Contractor	Socio	Green	Photo	Deliv. Class.	Qty.	Est./Shipping
\$124.90 @		STAPLES	0			1 day Delivered APO	625.00	0-COMM/NO-MR/US
\$124.90 @		ECOLIFE	0			1 day APO	625.00	0-COMM/NO-MR/US
\$125.50 @		DESIGN-TAC OFFICE PRODUCTS, INC.	0			2 day Delivered APO	675.00	0-COMM/NO-MR/US
\$124.78 @		AMSON OFFICE SUPPLIES, INC.	0			3 day Delivered APO	650.00	0-COMM/NO-MR/US
\$130.33 @		DATA BUSINESS SYSTEMS INC.	0			1 day Delivered APO	6100.00	0-COMM/NO-MR/US
\$133.57 @		SAGA OFFICE PRODUCTS, INC.	0			2 day Delivered APO	675.00	0-COMM/NO-MR/US
\$143.31 @		NEW YORK IMPRYT, LLC DBA IMP-11113	0			3 day Delivered APO	650.00	0-COMM/NO-MR/US
\$143.31 @		NEW YORK IMPRYT, LLC DBA IMP-11113	0			3-4 day Delivered APO	6100.00	0-COMM/NO-MR/US
\$189.45 @		ECOLOGY	0			2 day Delivered APO	6100.00	0-COMM/NO-MR/US
\$404.99 @		OFFICE DEPOT, INC. DBA OFF DEP	0			3 day Delivered APO	650.00	0-COMM/NO-MR/US
\$411.18 @		SUN SUPPLY	0			1 day Delivered APO	650.00	0-COMM/NO-MR/US

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GSA SmartPay SUGGESTS...

- **Conduct Market Research**

... The purchase should represent the best buy that meets the government's minimum requirements.



- **Select the Best Value**

... identify what best satisfies the requirement, weighing both price factors and non-price factors. You can buy a higher priced item if it represents a better value...

Excerpted from GSA's SmartPay training:
http://fss.gsa.gov/webtraining/trainingdocs/smartpaytraining/part3_before.cfm

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GSA SmartPay SUGGESTS...

- **Select Required Sources**

...Use of the purchase charge card should be consistent with established guidelines for required sources of supply...



- **When You Buy Green**

...you and your agency are helping to perform the mission in a cost-effective manner, enhancing energy security, creating markets, increasing worker safety, and promoting environmental stewardship.

Excerpted from GSA's SmartPay training:
http://fss.gsa.gov/webtraining/trainingdocs/smartpaytraining/part3_before.cfm

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PUTTING THE CONCEPTS INTO PRACTICE



Environmental purchasing is 10% technical and 90% behavioral!



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INSTITUTIONALIZING EP

THEORY/CONCEPT



PRACTICE, PRACTICE, PRACTICE



TRANSFORMATION OF HOW WE BUY

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PUTTING IT ALL TOGETHER

1. Start early in the process
2. Inventory your purchases
3. Prioritize your efforts
4. Define "green"
5. Communicate green goals and priorities

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1. START EARLY

- Criteria for green must be integrated early in the procurement process
 - Market surveys that include environmental questions
 - Solicitations and evaluation processes that reward environmentally superior products and processes
- Engage others – think about:
 - Who will be affected by a product switch?
 - Who might be a good champion?
 - Who else might have tried the green product?

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2. KNOW WHAT YOU'RE BUYING

- Inventory your purchases
 - Secure a report of purchase card buys for the past year
 - Have the report organized by product category or ranked by value of purchase
 - Obtain information about existing vendors and type of contract (e.g., long-term vs. short-term)
 - Benchmark your purchases

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3. PRIORITIZE

- Select a product category on which to focus your efforts based on criteria such as:
 - Total value of purchase
 - Environmental impact
 - Availability of alternatives



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3. PRIORITIZE (cont'd)

- How others have prioritized:
 - Focus on products sold by 23 vendors receiving 70% of hospital's purchasing funds (**Swedish Medical Center**)
 - Formed teams around 16 commodities for which city spends 80% of its dollars (**City of Seattle**)
 - Rank based on three criteria: waste reduction potential, toxicity reduction in the waste stream, and availability of alternatives (**State of Minnesota**)

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4. DEFINE GREEN

- For the selected product categories, decide what product attributes will differentiate a "greener" product
- Remember to look at existing resources and replicate!
 - InsideNPS resources
 - Other parks & sister bureaus
 - Other Federal, state and local green purchasing resources
 - Third party standards and certifications
- Don't reinvent the wheel!

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5. COMMUNICATE

- Internal Stakeholders
 - Procurement staff
 - End Users
 - Budget/Finance staff
- External Stakeholders
 - Vendors
 - Customers (park visitors)

Articulate
Goals and
Priorities

Seek
Feedback

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A TOOL TO HELP YOU GET STARTED

- *Environmental Purchasing in the National Park Service: A How-to Handbook*
- The Handbook covers:
 - Many of the topics included in this training
 - Environmental purchasing in solicitations and contracts
 - Basic elements of an environmental purchasing program (Appendix A)



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EXERCISE #3

What will you do to make your next purchase “green”?

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OPPORTUNITIES FOR PARKS TO CONSIDER

- Green janitorial products
- Biobased hydraulic fluids, greases, chainsaw fuels
- RC building products (i.e. insulation, restroom partitions)
- Environmentally friendly paints and carpet and non-carpet
- Sustainably harvested wood
- Water-based solvents and adhesives; no VOCs
- Alternatives to pressure treated lumber
- Non-lead practice bullets
- Use less paper
- Buy RC office products

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RESOURCES TO HELP YOU

YOUR FIRST STOP THE SOCC LIBRARY WEBPAGE

- Visit the Environmental Purchasing page within the SOCC Library
 - NPS Environmental Purchasing Handbook
 - EP Toolkit:
 - EP Vendor Locator Tool
 - Green Purchasing Tracking Tool
 - OFEE Green Products Compilation
 - Green Office Practices Guide
 - And many more EP resources and tools!

<http://inside.nps.gov/waso/custommenu.cfm?lv=4&prg=1092&id=6667>

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- Regional Environmental Coordinators

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REMINDERS...

- Your feedback is important!
- Please complete the on-line evaluation at:
www.nps.gov/training/tel
- Click on the DOI Learn tab
- Go to the link under Class Evaluations for
“Introduction to Environmental, “Green”, Purchasing
- Please complete the evaluation by March 24th

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**THANK
YOU!**