NASPO Green Purchasing Webinar:
Oregon - Washington Janitorial Green Supplies Contract
October 23, 2013

Speakers: Pam Johnson (Oregon)
          Wendy Walker (Washington)

Moderator: Marcia Deegler (Massachusetts)
How We Did It

• Why not WSCA?
• Defining Categories
• 3rd Party evaluation
• Usage and deep discounts
• Manufacturer relationships
How We Did It

• Overcoming misconceptions
  • Cost
  • Efficacy

• Scoring
  • Apples to apples comparison

• Award
  • Tiered vs. Multiple

• Quaternary requirements
Lessons Learned

• Stake holder buy in
• Educate your customers green is coming
• Be prepared for pushback
  – Be armed with facts
• Have a transition plan
EXECUTIVE ORDER NO. 12-05

FOSTERING ENVIRONMENTALLY-FRIENDLY PURCHASING AND PRODUCT DESIGN

Emerging market opportunities driven by consumer demand and changing regulations in the U.S. and abroad are creating a shift to products that are designed to be safe for people and the environment. Building materials, electronics, apparel and cleaning products are just some of the products that are increasingly being designed to eliminate or significantly reduce the use of toxic materials. Businesses that use safer, cleaner alternatives to toxic chemicals and processes will be in the best position to capture this growing market.
7 Product Categories

1. Cleaning & Maintenance Chemicals
2. Hand Soaps & Hand Sanitizers
3. Trash bags
4. Janitorial Paper Products
5. Mops & Miscellaneous Supplies
6. Vacuums/Powered Equipment
7. Compostable Food Service Ware
Most Products Third-Party Verified as “Green”

• Cleaning chemicals & hand soaps (Green Seal, EcoLogo or EPA’s Design for Environment)
• Janitorial Paper Products (Green Seal, EcoLogo or post-consumer recycled content)
• Vacuum cleaners (Carpet & Rug Institute)
• Compostable Food Service Ware (Biodegradable Products Institute)
# Green Market Basket Created

<table>
<thead>
<tr>
<th>CATEGORY #</th>
<th>ITEM #</th>
<th>GENERIC PRODUCT DESCRIPTION</th>
<th>Unit of Measure (UOM, e.g., CASE)</th>
<th>Sample Product Description (Including name, size, etc.)</th>
<th>Sample Product Manufacturer</th>
<th>Sample Product SKU/OEM Product Number</th>
<th>Description (Including name) of Product Offered</th>
<th>Manufacturer of Product Offered</th>
<th>SKU/OEM Product Number of Product Offered</th>
<th>Green Product Certification/Recognition/Standard (Green Seal, EcoLogo, DFE) (per Specification in Attachment D)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1A: AIR FRESHENERS AND DEODORIZERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1A 1</td>
<td>Deodorizer, RTU, Trigger Spray; Quart Bottle</td>
<td>CASE</td>
<td>Green Logic Odor Neutralizer; 32 oz; trigger spray</td>
<td>Core Products, Co.</td>
<td>GLON Quart</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1A 2</td>
<td>Liquid Enzyme Cleaner and Deodorizer, RTU, 1 gallon; 4 per case</td>
<td>CASE</td>
<td>Enviro Chem Liqui Bac; 1 gallon; 4 per case</td>
<td>Rochester Midland</td>
<td>11767927</td>
<td>Proposer Input</td>
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<td>Proposer Input</td>
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<td>Proposer Input</td>
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<tr>
<td>1A 3</td>
<td>Urinal screens and blocks (non-paradichlorobenzene)</td>
<td>CASE</td>
<td>Green Earth BioActive Solutions Urinal Toss Blocks; 72 blocks per bucket; 3.5 oz per block</td>
<td>Betco</td>
<td>26094-00</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1B: BATHROOM CLEANERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1B 1</td>
<td>Restroom Cleaner, Non-disinfecting, Minimum concentration 1:16</td>
<td>CASE</td>
<td>Crew Bathroom Cleaner and Scale Remover (#44); 2.5L, 2 per case</td>
<td>Diversey</td>
<td>3172650</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1B 2</td>
<td>Dilution System for Restroom Cleaner; wall-mount</td>
<td>EACH</td>
<td>J-Fill Duo Dispensing System, wall-mount</td>
<td>Diversey</td>
<td>4379</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1B 3</td>
<td>Toilet Bowl/Urinal Cleaner, Non-disinfecting, RTU</td>
<td>CASE</td>
<td>Sustainable Earth Toilet and Urinal Cleaner; 32 oz; 12 per case</td>
<td>Coastwide Labs</td>
<td>SEB71032</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1C: CARPET, RUG AND UPHOLSTERY CLEANERS: Must Be Certified by Green Seal or EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1C 1</td>
<td>Carpet Cleaner; Minimum concentration = 1:16; 1 gallon</td>
<td>CASE</td>
<td>FaciliPro Carpet and Upholstery Extraction Cleaner; 1 gallon; case of 4</td>
<td>Ecoblue</td>
<td>14635</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<td>Proposer Input</td>
</tr>
<tr>
<td>1C 2</td>
<td>Dilution system for Concentrated Carpet Cleaner; single product; wall-mount</td>
<td>EACH</td>
<td>Single Product Dilution System for FaciliPro Carpet and Upholstery Extraction Cleaner</td>
<td>Ecoblue</td>
<td>Proposer Input</td>
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<tr>
<td>1C 3</td>
<td>Carpet Spot Remover, RTU, Trigger Spray</td>
<td>CASE</td>
<td>Encapsulating Carpet Spotter (Structured by Nature); 1 Quart Trigger Spray; 12 per case</td>
<td>Nilodor</td>
<td>325BN RTUSP</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1D: DEGREASERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1D 1</td>
<td>Cleaner/Degreaser; Minimum concentration 1:16</td>
<td>CASE</td>
<td>Solstra 143 Cleaner-Degreaser; 3 liters; 4 per case</td>
<td>Wacle</td>
<td>410056</td>
<td>Proposer Input</td>
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</table>
Many Popular Product Lines Offered

- Cleaners (3M, Clorox Green Works, Diversey, Ecolab, Spartan, Sustainable Earth)
- Hand Soaps/Sanitizers (Gojo, Kutol, Provon, Purell)
- Janitorial Paper Products (APC, Baywest, Georgia-Pacific, Kimberly-Clark, SCA/Tork)
- Supplies/Equipment (Electrolux, Nifilsk, Rubbermaid)
Vendor Sustainability Questionnaire in RFP

• Corporate Environmental Policy & Practices
• Sustainable Sourcing Practices
• Green Product Labeling/Online Ordering
• Supplier Diversity Offering & Practices
• Green Cleaning Training Experience
• Contract Outreach Experience & Plan
• Packaging and Transportation Practices
Four Vendors Offering 1000s of Green Cleaning Products

- **WAXIE SANITARY SUPPLY**
- **COASTWIDE LABS/STAPLES**
- **INTERLINE**
- **WEST COAST PAPER**
  (Trash Can Liners only)
Contract Available
For Other States to Use

Oregon Department of Administrative Services
155 Cottage Street NE, U20 Salem, Oregon 97301-3966

News Release
For Immediate Release
Media Contacts:
Matt Shelby, State of Oregon, Department of Administrative Services, 503-378-3118
Jim Erskine, State of Washington, Department of Enterprise Services, 360-407-9212

Two-state effort reduces public exposure to toxic chemicals

Salem, Ore., July 30: Government offices and schools across the Northwest will be healthier places to work and visit thanks to a new “green” janitorial supplies contract developed by Oregon’s Department of Administrative Services in partnership with Washington’s Department of Enterprise Services.

The contract — developed with support from the Oregon Department of Environmental Quality, Washington Department of Ecology and Responsible Purchasing Network — will supply public agencies with people- and planet-friendly janitorial supplies that reduce the use of toxic chemicals without increasing costs.
THANK YOU!

Pam Johnson, CPPB, OPBC, OCAC
pam.johnson@state.or.us
(503) 378-4731

Wendy Walker
wendy.walker@des.wa.gov
(360) 407-8237