How to Create a Green Cleaning Supplies Contract

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Responsible Purchasing Network

SPLC Summit
May 27, 2015
Oregon/Washington Model RFP
Janitorial Supplies and Industrial Paper

• New contract for cleaning chemicals, janitorial supplies and industrial paper (began 8/2013)
• Specifications, bid sheet, and vendor questions developed by the Responsible Purchasing Network (RPN)
• Price agreements available to public agencies throughout US

Massachusetts/New York/Connecticut/Vermont/Rhode Island

Green Cleaners Contract (FAC85)

• Sourcing Team modified the OR/WA solicitation’s bid specs, pricing sheet and vendor questionnaire
• Price agreements available to public entities in Northeastern US
Oregon’s “Green” Chemistry Executive Order

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.
WA-OR Green Cleaning
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

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**OR-WA RFP Product Categories**

**CATEGORY 1: CLEANING AND BUILDING MAINTENANCE CHEMICALS**

This category of products includes a wide variety of cleaners, disinfectants, polishes and other building maintenance products as well as related dilution and dispensing equipment, product labels and labeled bottles, which are divided into the following subcategories:

A. **Air Fresheners and Deodorizers** (e.g., including enzymatic cleaners, deodorizing gels and liquids, urinal screens and blocks, etc.)

B. **Bathroom Cleaners, non-disinfecting and non-sanitizing only** (including restroom cleaners, tub and tile cleaners, grout cleaners and whiteners, de-scalers, mold and mildew cleaners, and toilet/urinal cleaners, etc.)

C. **Carpet, Rug and Upholstery Cleaners** (including also pre-spray, spot and stain removers, carpet shampoos and bonnet cleaners)

D. **Degreasers** (including also cleaner-degreasers, grease trap cleaners, oven and grill cleaners, etc.)

E. **De-Icers/Snowmelt Products**

F. **Floor Care Products** (including floor polishes, finishes, waxes, restorers and maintainers as well as floor polish strippers/removers)

G. **General Purpose Cleaners** (including also all-purpose and multi-purpose cleaners, neutral floor cleaners, dust and damp mop cleaners, peroxide-based cleaners, etc.)

H. **Glass Cleaners** (including also window, mirror and computer screen cleaners)

I. **Laundry/Clothes Washing Products** (including laundry detergents, whiteners, and brighteners; fabric softeners, anti-static products and stain removers, etc.)

J. **Sanitizers and Disinfectants** (including antimicrobial surface cleaners, disinfecting restroom and toilet bowl cleaners, antimicrobial mold and mildew cleaning products, food-contact and non-food-contact sanitizers, etc.; excluding hand sanitizers and disinfecting hand soaps)

K. **Specialty Cleaners, Non-Antimicrobial** (including, but not limited to, abrasive powdered cleaners; calcium, lime and rust (CLR) removers), cream cleansers; appliance cleaners; furniture polish; stainless steel/metal cleaners/polish; vehicular cleaners; leather cleaners; graffiti and paint removers; gum and adhesive removers; wallpaper removers; and other cleaning and maintenance products not listed elsewhere in this category description)

L. **Ware washing; Dish washing Products** (including hand and automatic dishwashing detergents, rinse aids, etc.)
100% ECO FRIENDLY

Betty's GREEN Seal

www.ResponsiblePurchasing.org
Most Products Third-Party Verified as “Green”

Cleaning chemicals & hand soaps
Green Seal, UL EcoLogo or EPA’s Design for Environment (now Safer Choice)

Janitorial Paper Products
Green Seal, EcoLogo or high post-consumer recycled content

Vacuum cleaners
Carpet & Rug Institute

Compostable Food Service Ware
Biodegradable Products Institute
Green Seal Multi-Attribute Criteria for Institutional Cleaners (GS-37)

- Low toxicity
- No cancer-causing ingredients
- No asthmagens
- Not corrosive to eyes or skin or skin sensitizer
- Won’t pollute air or deplete ozone layer
- Won’t kill fish
- Low phosphorous
- Will biodegrade
- Package recyclable
- Available as concentrate
- Limits on fragrances used
- Certain ingredients prohibited
- Performance tested
- Vendor training available

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Just Released: Comprehensive Report on Safer Disinfectant Products

Disinfectants are essential for maintaining public health, but are also hazardous. Most common disinfectants can cause asthma, many are corrosive to eyes and skin or pose hazards to aquatic life, and some cause cancer or reproductive harm. To complicate matters, consumers cannot tell whether the products really work, since the targets are microscopic organisms.

SF Environment, together with the Responsible Purchasing Network, has just completed a wide-ranging analysis of disinfectant products to help consumers make better choices, based on safety, germ-killing ability, compatibility with surfaces, and environmental impacts. Researchers compared health hazards, environmental impacts, germ-killing claims, surface incompatibilities, and other factors for 11 common active ingredients, 33 representative disinfectant products and 24 surface sanitizer products. This “alternatives analysis” also considered non-chemical options such as improved cleaning practices and the use of various tools, such as microfiber mops and electrolyzed water devices.

The highest scoring products contain either hydrogen peroxide, lactic acid, caprylic acid, or citric acid as active ingredients. The study recommends active ingredients and specific products for general disinfection as well as for special purposes such as locker rooms (athlete’s foot fungus), bloodborne pathogens (HIV and hepatitis), and stomach flu (norovirus). Other recommendations include:

- Buying products as concentrates instead of pre-diluted formulations. Concentrates weigh 1/16 to 1/256 as much as ready to use products, which means substantially less fuel is required for shipping.
- Using “closed-loop” dilution systems, which automatically mix chemicals to the correct strength while keeping concentrates inaccessible to users.
- Cleaning surfaces well, which can reduce germs by 99% or more without the use of disinfectants. Using microfiber mops and cloths can dramatically improve the effectiveness of cleaning.
- Limiting disinfectant use to high skin contact areas such as door knobs or sinks can also reduce product use without compromising public health.

View the full report

www.ResponsiblePurchasing.org
# Green Market Basket List

<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</td>
<td>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>
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<tr>
<td>1A</td>
<td>2</td>
<td>Liquid Enzyme Cleaner and Deodorizer, RTU; 1 gallon; 4 per case</td>
<td>CASE</td>
<td>Enzyme Chem Liqui Bac; 1 gallon; 4 per case</td>
<td>Rochester Midland</td>
<td>11767917</td>
<td>Proposer Input</td>
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<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1A</td>
<td>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>25094-00</td>
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<td>Proposer Input</td>
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<tr>
<td>1B</td>
<td>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>
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<td>Proposer Input</td>
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<tr>
<td>1B</td>
<td>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>
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<tr>
<td>1B</td>
<td>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>SE871012</td>
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<tr>
<td>1C</td>
<td>1</td>
<td>Carpet Cleaner; Minimum concentration 1:16; 1 gallon</td>
<td>CASE</td>
<td>FacilPro Carpet and Upholstery Extraction Cleaner; 1 gallon; case of 4</td>
<td>Ecolab</td>
<td>14635</td>
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<td>Proposer Input</td>
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<tr>
<td>1C</td>
<td>2</td>
<td>Dilution system for Concentrated Carpet Cleaner; single product; wall-mount</td>
<td>EACH</td>
<td>Single Product Dilution System for FacilPro Carpet and Upholstery Extraction Cleaner</td>
<td>Ecolab</td>
<td></td>
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<tr>
<td>1C</td>
<td>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>3259N RTUSP</td>
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<td>1D</td>
<td>1</td>
<td>Cleaner/Degreaser; Minimum concentration 1:16</td>
<td>CASE</td>
<td>Solita 143 Cleaner-Degreaser; 3 liters; 4 per case</td>
<td>Waxe</td>
<td>410356</td>
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<td>Proposer Input</td>
</tr>
</tbody>
</table>

[www.ResponsiblePurchasing.org](http://www.ResponsiblePurchasing.org)
Product Certifications
Verified (Green Seal)

Daycon Products Company
Spectra System2 Vibrance 27 Mild Acid Restroom Cleaner (CDCC-As-Used Acute Tox)

DeVere
Pure Clean: Hydrogen Peroxide-based All-Purpose Cleaner (CDCC-As-Used Skin/Eye)

DPM Enterprises, Inc.
Spectrum Low Moisture Carpet Cleaning Solution

Ecolab
Acid Bathroom Cleaner

Ecolab
Ecolab Neutral Bathroom Cleaner

Ecolab
Ecolab Ultra Concentrated Neutral Bathroom Cleaner
Product Certifications Verified (UL EcoLogo)
Product Certifications
Verified (DfE/Safer Choice)

Introducing our new Safer Choice label!

Finding safer products just got easier! Products with the Safer Choice label will be available in stores later this spring and summer. Learn more.

Safer Choice helps consumers, businesses, and purchasers find products that perform well and are safer for human health and the environment.

The Safer Choice Label
- Learn About Safer Choice
- Resources for Manufacturers
- Safer Choice Standard

Find Safer Products
- Browse the Full Product Listing
- Find Safer Choices to Use in Your Community

Find Safer Choice Products
- e.g. company or product
- Search

- All-Purpose Cleaners
- Car Care Products

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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
Multiple Price Agreements Awarded

- WAXIE
- COASTWIDE LABS/STAPLES
- INTERLINE/AmSan
Model Green Cleaners Contract
For Other Jurisdictions to Use

News Release
For Immediate Release
Media Contacts:
Matt Shelby, State of Oregon, Department of Administrative Services, 503-378-3118
Jan 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.
Many Popular Brands Available

• **Cleaners**
  3M, Clorox Green Works, Diversey, Ecolab, Spartan, Sustainable Earth, etc.

• **Hand Soaps/Sanitizers**
  (Gojo, Kutol, Provon, Purell)
MA Green Cleaning Supplies Contract (FAC85)

- Awarded in March 2015
- Available to Northeastern states only
- Specs similar to OR’s but more stringent
- 37 bids received, 15 awards
- Categories include cleaning and building maintenance chemicals, hand soaps, disinfectants and sanitizers, janitorial paper products, hand soaps, deicers, and more
- Contact Julia Wolfe: julia.wolfe@state.ma.us
Lessons Learned

• Include certifications in specs, when possible
  – Makes bid evaluation process easier
  – Reduces the potential for a bid challenge
  – Sends clear message to bidders/contract users

• Recruit end-users & environmental staff to help develop specs and evaluate products/vendors

• Encourage local and DBE vendors/products

• Actively promote contract to potential users

• Monitor contract implementation process

• COLLABORATE: less work, better pricing, more fun!