

## Buying Recycled and Environmentally Preferable Products

- Richard Keller  
Manager of Recycling  
Maryland Environmental Service
- Maryland Recycling Network
- September 29, 2011

1

## Why Buy Recycled and EPP Products

- Create Markets
- Reduce Disposal
- Incentive for manufacturers
- Conserve resources
- Jobs and economic development
- Leadership and P.R.
- Cost savings

2

## Federal Programs

- EPA has developed 61 guidelines for a variety of recycled products
- Guidelines are national standards developed with industry input
- [www.epa.gov/cpg](http://www.epa.gov/cpg) has information on the guidelines, including lists of manufacturers
- Office of the Federal Environmental Executive [www.ofee.gov](http://www.ofee.gov)

3

## State Programs

- Maryland has been a national leader in buying recycled paper and other products since 1977
- DGS – list of recycled products
- Recycled and environmentally preferable products available from four vendors – MCE, BISM, Staples, Rudolph's

4

## Green Maryland Act

- Senate Bill 690 (2010) designed to increase purchases of recycled and environmentally preferable products
- Increase recycled paper purchases to 90 percent
- Green purchasing committee
- Review specifications
- Use compost

5

## Definitions and Percentages

- Focus on post-consumer material – creates markets for materials that would otherwise go to disposal

6

## Make a Commitment

- Establish a green purchasing policy
- Program needs senior management support
- Involve buyers, environmental agencies and users
- Evaluate current purchasing practices
- Green Team
- Employee handbook, new job orientation, job descriptions, employee evaluation

7

## Variety of Products Available

- Paper
- Office products
- Vehicle Fleets
- Construction
- Transportation
- Recreation and parks

8

## Price, Quality, Availability

- Price – Use high volume purchases, maximum number of bidders, life-cycle costing
- Quality – Recycled products competitive in quality
- Availability – Recycled and environmentally preferable products more readily available

9

## Ask

- Seek and ye shall find – Make sure that vendors know of your interest in buying recycled and environmentally preferable products
- Vendor preference statement

10

## Writing Specifications

- Use existing standards such as EPA guidelines
- Percentages high enough to increase use of products but not so high that industry cannot provide
- Certify percentages
- Avoid obstacles
- Performance over design

11

## Options for Purchasing

- Purchase with no preference
- Price preference
- Recycled only

12

## Testing

- Ensures user comfort
- Same tests as virgin
- Buy product for intended end use
- Keep results on file

13

## Contractors and Grantees

- Make sure that contractors and grantees use recycled and environmentally preferable products in their programs

14

## Cooperative Purchasing

- Helps reduce unit and administrative costs
- Larger volumes
- Market influence
- Common definitions and standards
  
- Do cooperative purchasing internally first

15

## Closed Loop Systems

- Buy what you collect and collect what you buy
- Examples – office paper, glass, toner cartridges

16

## Buying for Waste Prevention

- Berkeley, CA – Recycling
- Best purchase for environment – none
- Reduce paper waste
- Buy recyclable
- Inventory control
- Remanufactured and reused

17

## Green Purchasing

- Recycled Products
- Buildings
- Alternative materials (biobased, fuels, etc.)
- Human health (less toxic and hazardous; indoor air quality)
- Climate change (energy conservation)
- Air and water pollution

18

## Record Keeping and Evaluation

- If you don't record it, you didn't do it
- Can't improve if you don't know baseline
- Evaluation – what is being purchased and how can we improve

19

## For more information

- Richard Keller  
Manager of Recycling  
Maryland Environmental Service  
410-729-8531  
[rkell@menv.com](mailto:rkell@menv.com)

20