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The WOW Factor
Environmentally Preferable Purchasing:
The Gift That Keeps On Giving

1

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Today's Agenda

- Defining EPP
- Establishing your Program and Removing Barriers
- Products and Processes
- Identifying Credible Sources
- Selling its Relevance

2

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Plan It… Because There is No Planet B

3

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Protect Your Assets

- People - staff, community, people who made products you buy
- Culture-heritage
- Buildings
- Nature
- Long-term financial viability

4

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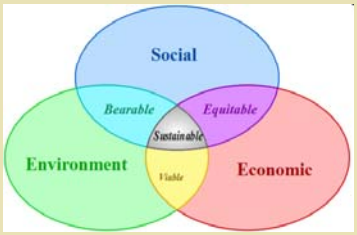
Triple Bottom Line: More than Just Money



5

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What is Environmentally Preferable Purchasing or EPP?

Purchasing products and services

That have a lesser or reduced effect on human health and the environment

When compared with competing products or services that serve the same purpose

6

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The Story of Stuff

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Address These In Your Strategy…

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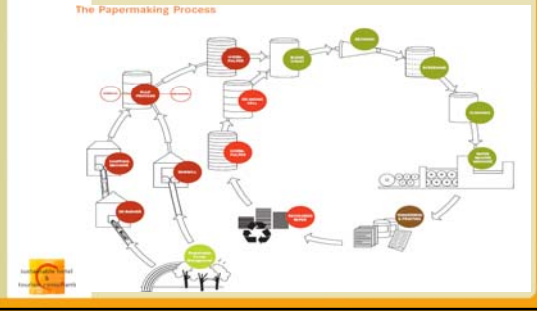
The Oh So Typical Office Paper



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EPP Addresses Every Purchase

10

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Drivers for EPP

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Objectives of an EPP Program

- Consolidate Inventory
- Reduce Costs
- Provide Healthier Indoor Environment
- Part of a Corporate Social Responsibility Program (CSR)
- Show Caring Through Action
- Reduce Liabilities
- Use as a Marketing and PR Tool

12

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Step 1: Form a Team

13

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Step 2: Determine Objectives

14

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Step 3: Inventory

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Step 4: Develop a Policy

PRO-TEC COATING COMPANY

Environmental Policy Statement

We, the Associates of PRO-TEC Coating Company, recognize our responsibility to the Environment and are committed to the implementation of practices that will promote environmental compatibility.

Our environmental goals are to prevent and reduce pollution through established measurable environmental targets and objectives. We will continually improve environmental management activities and processes and evaluate technologies to meet or exceed environmental compliance with all relevant laws, regulations, and other requirements, as well as promote conservation of natural resources.

We are committed to:

Prevention and
Reduction of pollution through
Ongoing
Technological controls,
Environmental compliance, and
Conservation practices.

NOTE: The environmental policy is documented, implemented, maintained, and communicated to all Associates through various methods and is made available to the public upon request.

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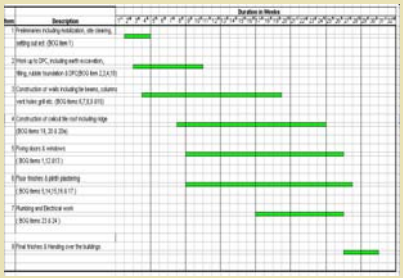
Step 5: Develop Time Lines and Communicate



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The Core of Success

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Supply Chain Dynamics: Keep the Love

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Step 6: Do Your Homework

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Step 7: Purchase and Test

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Product Attributes

- Recycled content
- Less Toxic
- Less Packaging
- Energy Efficient
- Renewable Energy
- Product Take Back

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Choosing an Ecolabel to Swear By

1. Independent of ties to product manufacturers
2. Use a broad-based stakeholder consensus process or other rigorous process to develop standards
3. Provide information on their organizational structure, funding and standards development process
4. Periodically review standards
5. Encourage the design of products and services with positive environmental and human health attributes.

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How to Buy 101

Two Types of Product Certifications:

1. Multiple Attributes: Addresses many attributes

2. Single Attributes: Addresses one aspect only (e.g., energy)

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In These Images We Trust…

GREEN SEAL CERT
GREENGUARD Indoor Air Quality Certified
FSC Recycled
USDA ORGANIC
ENERGY STAR
FAIR TRADE CERTIFIED
PEAT

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Special Attention

- Inoperable windows
- Toxic Cleaning chemicals
- Off-gassing materials
- Dust & Mold
- High VOCs = **Asthma triggers**

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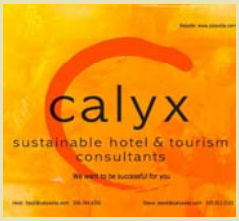
Warmest thanks for joining us



27

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The Guest One Never Thinks About…

28

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The End…or the beginning

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