



U.S. General Services Administration

Federal Acquisition Service

Going Green with GSA

Elizabeth Skolnik

**Program Analyst, Office of Acquisition Support
FAS, General Services Administration**

March 22, 2011



Today's Goals:

U.S. General Services Administration

Federal Acquisition Service

- Understand the policy and requirements which drive green procurement
- Discuss today's green standards
- Discuss Icon Update on *GSA Advantage!*
- GSS Approach to Greening Schedules
- Discuss GSA approach to Greening the Supply Chain
- Learn how to access GSA's green offerings, services, and products.



The Federal Footprint

U.S. General Services Administration

Federal Acquisition Service

- The Federal environmental footprint is significant because all agencies:
 - Buy goods and services
 - Own, lease, operate and maintain buildings.
 - Own or lease IT and electronic equipment
 - Operate and maintain fleet vehicles
- 1 out of every 6 dollars spent by the federal government goes to contractors.





Regulatory Overview

U.S. General Services Administration

Federal Acquisition Service

- Executive Order 13514 (Oct 2009)
- Executive Order 13423 (Jan 2007)
- EO 13148 (2000)
- EO 13123 (1999)
- EISA 2007
- EPACT of 1992, 2005
- RCRA
- Clean Air Act





Federal Acquisition Regulations

U.S. General Services Administration

Federal Acquisition Service

- Green purchasing is prevalent throughout the FAR:
 - Part 4, *Administrative Matters*
 - Part 7, *Acquisition Planning*
 - Part 8, *Required Sources of Supplies and Services*
 - Part 10, *Market Research*
 - FAR Part 11, *Describing Agency Needs*
 - FAR Part 12, *Acquisition of Commercial Items*



And let's not forget FAR Part 23...

U.S. General Services Administration

Federal Acquisition Service

- Prescribes acquisition policies and procedures related to:
 - Energy and water efficiency
 - Recovered materials and bio-based products
 - Environmentally preferable supplies and services
 - Realize life-cycle cost-savings
 - Ozone-depleting substances
- Requires acquisition strategies that maximize utilization of environmentally preferable products and services
- *Note: This section will be updated in the future in order to reflect the changes set forth in EO 13514*



Use EPA Guidelines:

U.S. General Services Administration

Federal Acquisition Service

- GSA recommends the use of EPA's Environmentally Preferable Purchasing Guidelines
 - 1) Environment + Price + Performance = EPP
 - 2) Pollution Prevention
 - 3) Life Cycle Perspective/Multiple Attributes
 - 4) Comparison of Environmental Impacts
 - 5) Environmental Performance Information

- Visit www.epa.gov/epp



Environmental Program

Welcome to the GSA Environmental Program aisle on GSA Advantage.

Whether fulfilling a requirement or concerned about the environment, there are many reasons to choose environmentally sound products.

GSA Advantage offers thousands of products and services to meet your environmental purchasing goals. This Environmental page is designed to give you easy access to the wide variety of environmental products and services offered by GSA. We encourage you to purchase products designated as "Energy Star", "Recycled", "EPEAT" and more.

Note: For many products on GSA Advantage, vendors determine (self-certify) the environmental symbols listed with a product. If you have a question about a product's environmental specification, please contact the vendor directly for confirmation prior to placing order.

Go Green

GSA offers products and services that support your Green efforts and help our nation build a clean energy future and protect the environment.



[▶ learn more about GSA's Green Initiatives >>](#)

"Drive Green with GSA" Alternative Fuel Vehicles

▶ Support our Planet GSA Program with AFVs



Find out more about...

Go Green

At GSA, we offer products and services that support your Green efforts and help our nation build a clean energy future and protect the environment.

[learn more »](#)

GSA Environmental Policy

GSA is committed to provide world class products and services that minimizes harm to the environment, safety, and health. GSA is living up to this commitment, not only in regards to the products and services we provide customers, but also in the way we conduct internal operations.

[view GSA Environmental Policy »](#)

GSA's Environmental Services

Reduce your agency's environmental footprint and meet agency goals through the services available on Schedule 899.

[learn more »](#)

GSA's Environmental Products

Smarter Solutions for a Better Environment
GSA offers a variety of environmentally friendly products and services to assist in your environmental procurement responsibilities.

[learn more about GSA solutions »](#)

Environmental Symbols

What do the environmental symbols on GSA Advantage mean?

[view the Symbol definitions »](#)

Recycling & Property Disposal

GSA helps federal agencies protect the

Product Search

Look for:

in

All Categories



Search

Select an environmental program below

Note: checking more than one will return only those items having all the indicators selected

BIO
BASED Bio-Based

ETV ETV

PRIME PRIME Item

CA CA Air Quality Compliant

FEMP FEMP Energy Efficient item

Recycled Content

GSA's Green Icons on *GSA Advantage!*

Federal Acquisition Service

- CPG Compliant 
- Energy Star 
- FEMP 
- WaterSense 
- BioPreferred 
- SNAP Approved 
- NESHAP 
- EPA Primary Metals Free



- EPEAT 
- PRIME 
- Forest Stewardship Council 
- Green Seal 
- GreenGuard 
- Biodegradable 
- Low VOC 



Energy-Efficient Products

U.S. General Services Administration

Federal Acquisition Service

- Standards: ENERGY STAR and Federal Energy Management Program (FEMP)
- Strong purchasing requirement
- Product Categories:
 - Lighting
 - Commercial and industrial Appliances
 - Office equipment
 - And more...





Water-Efficient Products

U.S. General Services Administration

Federal Acquisition Service

- Standards: EPA's WaterSense and FEMP
- Agencies must reduce water consumption by 2% annually through 2020
- Product Categories
 - Bathroom sink faucets
 - High-efficiency toilets
 - Pre-rinse spray valves
 - Showerheads
 - Flushing urinals





Bio-Based Products

U.S. General Services Administration

Federal Acquisition Service

- Standard: US Department of Agriculture's BioPreferred program
- Product Categories
 - Lubricants
 - Housewares and cleaning
 - Industrial supplies
 - Landscaping and agriculture
 - ~~Office supplies~~
 - Personal care and toiletries





Third-Party Standards

U.S. General Services Administration

Federal Acquisition Service

- Green Seal
 - Multiple environmental attributes over product life cycle
 - Construction, household, office, food products...
- GreenGuard
 - Evaluates product effect on indoor air quality
 - Flooring, furniture, textiles, doors...
- Forest Stewardship Council
 - Responsible forest management practices
 - Any product containing wood



Other Icons

U.S. General Services Administration

Federal Acquisition Service

- Biodegradable
 - Product complies with 40 CFR 796

- Low VOC
 - Meets California requirements for VOC emissions

- EPA Primary Metals Free
 - Product is free of cadmium, lead and/or mercury



Update on GSS MAS Green Mandates

U.S. General Services Administration

Federal Acquisition Service

| Product Description | Schedule/ SIN Number | Green Standard | Implementation |
|--|----------------------|-----------------------------------|----------------|
| Copiers | 36 | Energy Star | Complete |
| Copier Paper | 75/75 200 | 30% post consumer content | Complete |
| Food Service, Hospitality and Cleaning Equipment | 73 | Energy Star/ Biopreferred | Complete |
| Energy Saving Lighting, Plumbing Products and Bathroom Fixtures, Water Heaters | 56 | Energy Star WaterSense FEMP | Complete |
| Appliances, Heating/Cooling Equipment & Plumbing Items | 51-V | Energy Star | Complete |
| Firearms Storage, Securing and Cleaning Equipment; | 84/426 4G | BioPreferred | Complete |
| Environmental Services | 899 | R2/BAN | Complete |
| Carpet/Carpet Tile | 72 | NSF-140 Gold | Complete |
| Furniture | 71 | BIFMA | TBD |
| Televisions/VCR | 58 | Energy Star | TBD |

Federal Acquisition Service

GSA trains contracting staff to “buy green”

- The next several slides are examples of how we train agency personnel to buy green products using *GSA Advantage!*
- If you are selling a products that meets a green standard, advertise effectively.
 - Should be appropriately reflected on *Advantage!/Global Supply*
- Stay away from “greenwashing” practices



The Market Research Phase

U.S. General Services Administration

Federal Acquisition Service

- Visit GSA Sustainability Page
<http://www.gsa.gov/portal/category/27109>
- GSA.gov's "Go Green" webpage
- Visit the Green Aisle on *GSA Advantage!*[®] and GSA Global Supply[™]
- FedCenter.gov is the Federal government's home for comprehensive environmental stewardship and compliance assistance information.
- Beware of "greenwashing"...



Use Industry Association Websites

U.S. General Services Administration

Federal Acquisition Service

The screenshot shows the American Coatings Association website. At the top left is the logo, which consists of a cluster of colored dots (red, orange, yellow, green, blue, purple) next to the text "American Coatings ASSOCIATION". To the right of the logo is a search bar with a "Search" button. Below the logo is a horizontal navigation menu with buttons for "Home", "About ACA", "About Our Industry", "Issues", "News", "Programs", and "Partners". Below the navigation menu is a breadcrumb trail: "Home > About Our Industry > Environmental Footprint". The main content area features a section titled "Addressing Environmental Issues Proactively" with a row of eight circular icons representing various aspects of the industry: a paintbrush, a pipe, a green paint can, a red car, a house, a green interior, blue paint cans, and a yellow paintbrush. Below the icons is a paragraph of text: "For years, the paint and coatings industry has aggressively looked for strategies to produce products in an environmentally conscious way, without compromising product performance." This is followed by another paragraph: "Industry R&D, market-demand, recent regulatory developments, and the continuing market trends toward water-based coatings, powder coatings, ultraviolet cure coatings, and other lower-emitting coating products have contributed to reductions in both hazardous air pollutants (HAPs) and volatile organic compound (VOC) emissions from production in recent years." Below this is the heading "Here is a short list of our environmental successes:" followed by a bulleted list of two items: "In general, the energy usage and as a result, greenhouse gas emissions from the paint and coatings sector is very small as compared to other U.S. manufacturing sectors. In 2002, the paint and coatings sector purchased about 1.6 billion kilowatt hours of electricity for heat and power, which represented well under 1% of the total quantity of electricity purchased for heat and power by U.S. manufacturers." and "Emissions from hazardous air pollutants were reduced by 67% between 1993 and 2005."



Product Example: Runway Deicer

U.S. General Services Administration

Federal Acquisition Service

Search Results - Products

[See Services Results](#)

Criteria: runway deicer

Sort by: Limit by price:

CRYOTECH BX36 LIQUID RUNWAY DEICER

2120-60

Cryotech BX36 is an environmentally preferred runway deicer, compatible with aircraft and airfield materials, that also contains a renewable resource. Bulk Truckload

Mfr: CRYOTECH DEICING TECHNOLOGY

Contractor: [CRYOTECH DEICING TECHNOLOGY](#) [GS-10F-8887H]



[Buy/Compare](#)

\$7.43 GA

42 days delivered ARO



ICE CLEAR RDF (RUNWAY DEICER FLUID) TOTE

IC-RDF-330M

IceClear RDF- Runway Deicing Fluid (330 gallon tote) HAS significant improvement in corrosion protection on key metals including galvanized steel and copper. IceClear RDF exceeds t...

Mfr: ORISON MARKETING, L.L.C.

Contractor: [ORISON MARKETING, L.L.C.](#) [GS-07F-0341N]



[Buy/Compare](#)

\$2,231.11 BR

14 days delivered ARO



CRYOTECH E36 LIQUID RUNWAY DEICER - BULK

2100-60

50% Potassium Acetate Solution in bulk truckloads (approx. 4400 gallons)

Mfr: CRYOTECH DEICING TECHNOLOGY

Contractor: [CRYOTECH DEICING TECHNOLOGY](#) [GS-10F-8887H]



[Buy/Compare](#)

\$5.50 GA

10 days delivered ARO





Product Example: Copiers

U.S. General Services Administration

Federal Acquisition Service

Home > Search Results

Advanced Search

Refine by Keyword

Find all these words

Refine

Categories

Office Solutions

Multifunction machines(1578)
Printer or copier paper(714)

IT Solutions & Electronics

Laser printers(890)
Multi function printers(83)

Furniture & Furnishings

Computer support parts or acce...(4)
Stands(1)

Building, Construction, & Industrial

Other Lifting equipment and ac...(4)

Hospitality, Cleaning, & Chemicals

Waste containers or rigid line...(2)

Related Terms

copier paper
Printer or copier paper

or copier paper
COPY PAPER

Narrow Results

Contractors
See all Contractors

Search Results - Products

[See Services Results >](#)

Criteria:

[copiers](#)

and [All Products](#)

and [Other environmental items](#)

Sort by:

Limit by price:

1 | 2 | 3 | 4 | 5 Next>

Copier Paper

7530-01-200-2207

White, 8-1/2 x 11", SKILCRAFT, Long-grain, 20-lb. basis weight paper, is suitable for use in wet toner liquid process copiers. 84 bright.

Mfr: NIB

Contractor: [GSA Global Supply](#)

[Buy/Compare](#)

\$71.42 [BX](#)

2-7 days



Copier Paper

7530-01-200-2206

White, 8-1/2 x 14", SKILCRAFT, Long-grain, 20-lb. basis weight paper, is suitable for use in wet toner liquid process copiers. 84 bright.

Mfr: NIB

Contractor: [GSA Global Supply](#)

[Buy/Compare](#)

\$87.29 [BX](#)

2-7 days



Copier Paper

[Buy/Compare](#)

Federal Acquisition Service

- Request an Environmental Impact Statement
- Waste Minimization Plan
- Planned Use of Green Products
- Weighted environmental factors





GreenGov Supply Chain Partnership

U.S. General Services Administration

<http://www.gsa.gov/portal/content/240789>

Federal Acquisition Service

➤ Membership Criteria:

- Membership in the GreenGov Supply Chain Partnership is open to companies of all sizes and sectors that are Federal vendors and contractors in good standing.

➤ Joining the Partnership

- Companies must meet one of the following criteria to be admitted to the Partnership:
- The company has an existing *verified* GHG emissions inventory and has set GHG emission reduction targets. Any level of verification (1st, 2nd, 3rd) is acceptable for membership.
- The company is a member of the GSA Federal Supplier Greenhouse Gas Emissions Inventory Pilot Program (focused on small businesses) and remains a member in good standing.



GreenGov Supply Chain Partnership

U.S. General Services Administration

<http://www.gsa.gov/portal/content/240789>

Federal Acquisition Service

- Membership Benefits
 - Companies engaged in reducing their GHG emissions have already benefited from energy savings, operational efficiencies, waste reduction, and the resultant cost savings.
 - The Partnership program means to assist all Federal vendors and contractors to benefit from GHG emissions reductions.
- GSA will develop an online resource for use by Partnership members to:
 - Share their lessons learned from completing GHG emissions inventories
 - Post the location of their GHG emissions inventory and GHG emissions/energy usage reduction targets, and highlight progress towards sustainability,
 - Connect with successful companies for partnering opportunities
- GSA will host webinars on GHG emissions inventory and reduction topics, featuring Partnership members and representatives from other government agencies and organizations.



Federal Acquisition Service

Greening of 51V

- SINs with new green requirements
- Why Appliance, Plumbing, Heating & Cooling
- What's Next



Federal Acquisition Service

SINs with new green requirements

- 639 001, 639 002
 - Appliances
- 105 001, 105 002
 - Appliances
 - Plumbing
 - Heating and Cooling



Federal Acquisition Service

Why These Products

- Established requirements
 - Energy Star and FEMP Approved
- Wide acceptance and availability
- New Items or offers



Federal Acquisition Service

What's Next

- Current Contract items
- Green Additional SINs
 - Additional Product Classes
 - Add SINs



Questions?!

➤ **Contact Information**

- Elizabeth Skolnik – elizabeth.skolnik@gsa.gov
- Ellie UpChurch – ellie.upchurch@gsa.gov
- Gary Jenkins – gary.jenkins@gsa.gov