

A Targeted Strategy to **Increase Sustainable Purchases**

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Chain of Command



Secretary of
Defense

Secretary of
the Navy

Chief of Naval
Operations



Naval
Air Systems
Command
(NAVAIR)

Space & Naval
Warfare
Systems
Command
(SPAWAR)

Naval Supply
Systems
Command
(NAVSUP)

Strategic
Systems
Programs
(SSP)

Naval
Sea Systems
Command
(NAVSEA)

Naval Inventory
Control Point
(NAVICP)

➤ **Executive Order 13423/13514**

- Lays foundation for Green and Sustainable Procurement

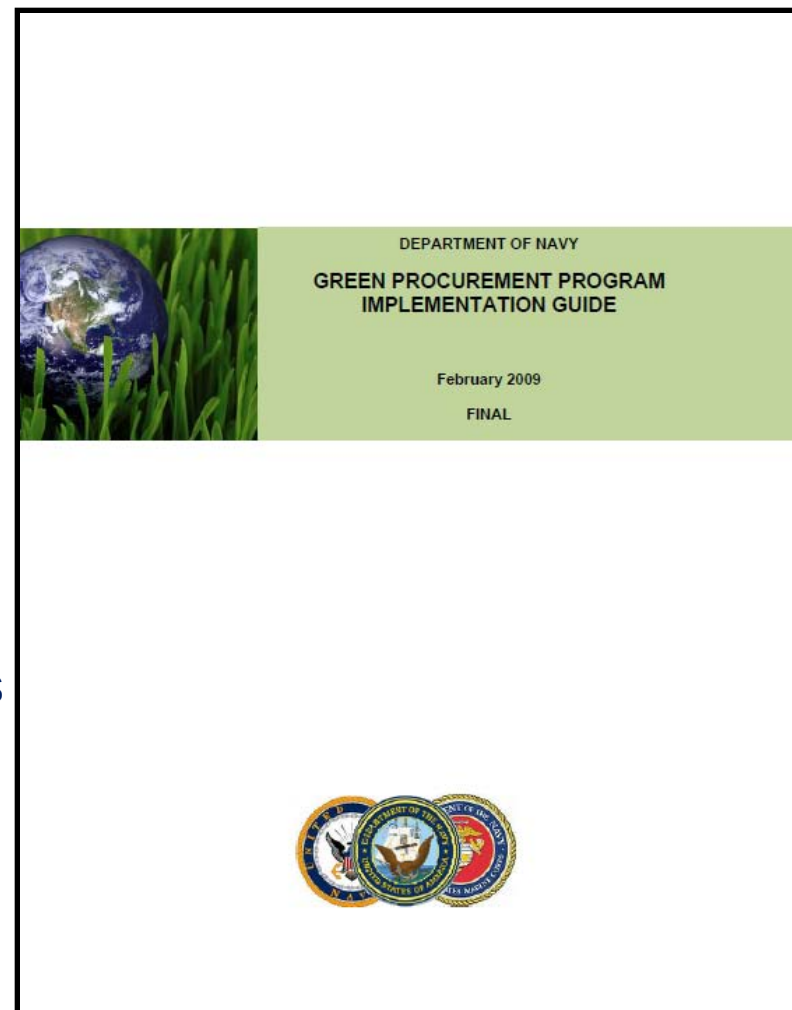
➤ **FAR Clauses** (examples)

- 23.2 Energy and Water Efficiency and Renewable Energy
- 23.4 Use of Recovered and Biobased Products
- Environmentally Preferable and Energy Efficient Products and Services
- 23.8 Ozone Depleting Substances

➤ **DoD Strategic Sustainability Performance Plan**

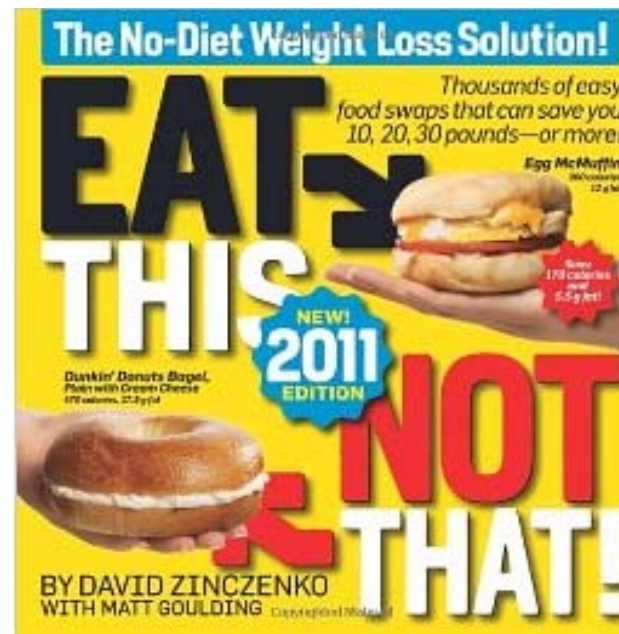
- Goal 7: Sustainable Practices Become the Norm
- Sub Goal 7.1: 95% of Procurement Conducted Sustainably

- **DON Publication**
 - Navy and USMC
- **Consolidated Reference**
 - Laws, regulations & policy
 - Green Categories
 - Recycled Content
 - Energy Efficiency
 - Bio-Based
 - Alternative Fuels/Vehicles
 - Non-Ozone Depleting Substances
 - Environmentally Preferred Products
 - Management practices and specific roles
- **Under Revision**
 - Include DoD SSPP & EO13514
- **Interested?**
 - Google “Navy Green Procurement Guide”
 - See the link below



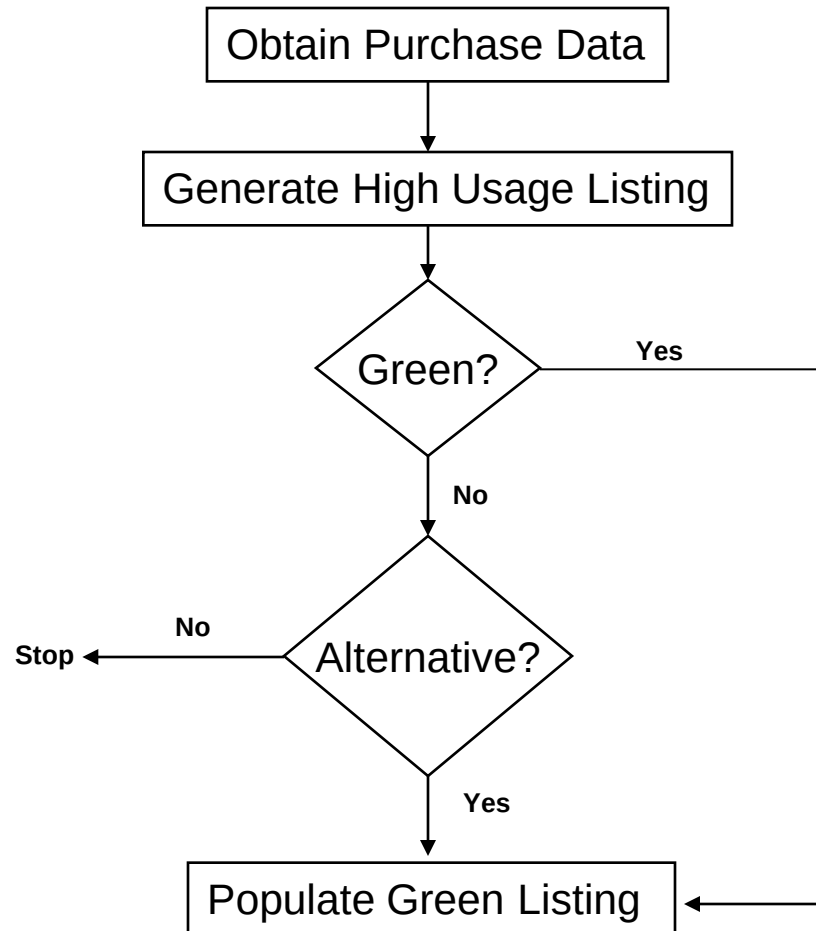
Targeted Strategy Options

- **Buying Habits**
 - Obtain data to understand current patterns
 - Promote better long term habits
- **Product (NSN) Specific**
 - General Use/Consumables
 - GSA & DLA Focus
- **Contracts**
 - FAR Clause Focus
- **Easy to Use Products**
 - Catalogs
 - Reference Cards



SF Approved List

Product Specific (NSN) Logic



- **Easier Said Than Done**
- **Obtained Data Sources**
 - DLA (via DCSP)
 - GSA (via FPDS Reporting)
- **High Demand Items by**
 - Total Dollars Spent
 - Requisitions/Quantity
- **Data Pull Time Frame**
 - Fiscal Year 2009



➤ DLA

- Enter NSNs into DoD EMALL
- <https://dod-email.dla.mil>
- One symbol for many environmental attributes

➤ GSA

- Enter NSNs into GSA Global
- <https://www.gsaglobalsupply.gsa.gov>
- A different symbol for each attribute

➤ Green Decision Process

- Enter NSN into IT System
- Group symbols into categories
- Record symbols in log sheet
- Note: Not a laboratory comparison, but a human comparison

GSA Symbols

 Comprehensive Procurement Guideline compliant (CPG Item)	 WaterSense
 Energy Star Compliant	 BioPreferred
 FEMP Energy Efficient Item	 Forest Stewardship Council (FSC)
 S.N.A.P. Approved	 GreenGuard
 EPEAT	 Biodegradable
 PRIME Item	 Low VOC
 NESHAP Compliant	 EPA Primary Metals Free
 Green Seal	



Naval Inventory Control Point

Enter NSN

 About GSA Global Supply™ Request A Catalog Feedback help 1-800-525-8027

Home Your cart contains: 0 item(s); \$0.00

ACCOUNT LOGIN | User ID: Password: GO Registration or Login Assistance

Computer Products Office Supplies Furniture and Furnishings Housewares and Cleaning Industrial Supplies Safety Tools and Hardware Wildland Fire Items "Green" Items Disaster Relief

> SHOP GSA GLOBAL SUPPLY™ > FEATURED PRODUCTS > ACCOUNT MAINTENANCE

SEARCH/BROWSE:
8010014416147
In: All Categories GO
[Advanced Search](#)

QUICK ORDER GO
RE-ORDER (View Previous Orders) GO
FEDSTRIP/MILSTRIP GO
ORDER FROM PARKED CARTS GO

GSA Global Supply
H1N1 Influenza
Support Products



Bio-based Individual Flatware Set
Bio-weight flatware set is excellent for use during picnics or with military rations. Made of 50% wheat based resin (biobased) and 50% polypropylene, this flatware is heat tolerant and environmentally friendly. Set contains a 6-1/2" picnic knife, 6" picnic fork and 5-3/8" picnic tea spoon in an... [>> more](#)

 **Electric Drill**
This heavy duty, medium speed (650-rpm no load speed) has a spade and handle with breastplate for breast drilling & auxiliary side handle. Rated 6.0 amp minimum and has a minimum of 4.7 ft.-lb. torque at rated load. Keyed jaw chuck. Furnished in a carrying case. [>> more](#)

 **Side Chair**
Chair has a tubular steel, cantilever, sled base design, with T-arms. Seat is a contoured molded foam cushion with fabric upholstery. Back has a black breathable mesh fabric. Direct Delivery [>> more](#)

 **Dining Packet**
Also contains a can opener, chewing gum and sugar, A-A-3012, (N/FES #0935) For use with in-flight lunchboxes. Each packet contains: white plastic knife, fork and spoon; 6" plastic drinking straw; two-ply, 17" paper napkin; wash-and-dry paper towel; salt and pepper packets; two round, wooden toothpicks... [>> more](#)

Bio-Write Mechanical Pencil
For use with replacement lead NSN 7510-01-317-6421, Bio-write mechanical pencil uses black lead. Features green body with black rubber grip and black clip end. The mechanical pencil is biobased and biodegradable. Includes a long twist-up replaceable latex and phthalate free eraser. Biodegradable... [>> more](#)

REQUISITION STATUS GO
RECONCILE CREDIT CARD STATEMENT
Bill Date: Apr 19 2011
Session #: GO

WHAT'S NEW?

- Click here to learn more about changes in the way GSA identifies "green" products.
- "Thank you" for Customer Satisfaction Surveys
- Attention: GSA Global Supply™ Billing Errors
- Toner and Ink Cartridge Reference Charts
- Customer Advisory: Potential Contamination of MRE Dairynshakes

Search Results

Found 1 product for **8010014416147**

Sort By: **Most relevant**

Sort It

Search within results (all words)

Find It

[More "Refine" Options](#)

> SEARCH RESULTS			
NSN/Mfr Part #/Product	Price/Delivery	Qty	Photo
8010-01-441-6147 Marine Coating Gray 26270, Type 2: Standard durability coatings with max VOC 340 g/L (2.8 lb/gal). Class 2: Semigloss. Grade B: Low Solar Absorbent. This weather resistant enamel is intended for use on primed, smooth metal, fiberglass (GRP), wood & ... [More product details] Manufacturer: N/A Contractor: GSA Global Supply	\$185.63 CN 2-7 days   	 Add to Cart	



> **RESTRICT YOUR SEARCH** (all entries are optional)

Search in Price more than \$ Price less than \$ **GO**

Limit to

☐  American Recovery and Reinvestment Act items (1)	☐ Benzene-free items (1)
☐ CFC-free item (1)	☐ Chromate-free items (1)
☐  Environmentally Friendly (1)	☐ Lead-free items (1)
☐ Low volatile organic compounds (1)	☐  NESHAP compliant items (1)
☐ ODS-free item (1)	



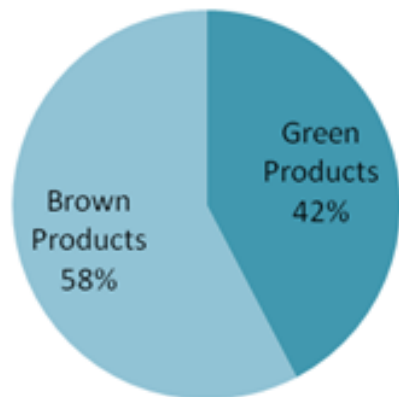
Naval Inventory Control Point

Record Findings

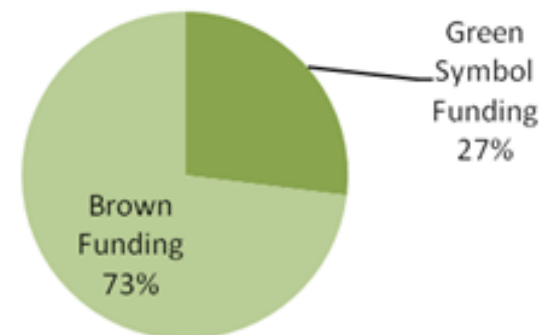
O87 In											
FY2009 Top 100 NSNs for Department of the Navy					Advantage						
Rank	NSN Identification	NSN Name	National Stock Number (NSN)	Dollars	PRIME	Recycled	Resource Efficiency	Bio-Based	Air Quality	Environmentally Preferable	Total
1	5120		5120 -	\$10,038,610	Sorta	Out	Out	Out	Out	Out	Out
2	7530013352623	PAPER,COPYING,XEROG	7530013352623 - PAPER,COPYING,XEROG	\$5,882,361	Out	In	Out	Out	Out	Out	In
3	8115014440206	PALLET BASE,SHIPPIN	8115014440206 - PALLET BASE,SHIPPIN	\$2,813,588	Out	Out	Out	Out	Out	Out	Out
4	6350		6350 -	\$2,109,064	Out	Out	Out	Out	Out	Out	Out
5	GR1A91708	UNDEFINED	GR1A91708 - UNDEFINED	\$2,021,188	DNE	DNE	DNE	DNE	DNE	DNE	DNE
6	8115014440211	TOP,NESTING,SHIPPIN	8115014440211 - TOP,NESTING,SHIPPIN	\$1,952,935	Out	Out	Out	Out	Out	Out	Out
7	7110		7110 -	\$1,886,611	Out	Out	Out	Out	Out	Some	Out
8	8470		8470 -	\$1,611,164	Out	Out	Out	Out	Out	Out	Out
9	5410		5410 -	\$1,585,449	Sorta	Sorta	Out	Out	Out	Sorta	Out
10	7920008239773	TOWEL,PAPER	7920008239773 - TOWEL,PAPER	\$1,574,242	Out	In	Out	Out	Out	Out	In
11	2340		2340 -	\$1,560,364	Out	Out	Out	Out	Out	Out	Out
12	7920002051711	RAG,WIPING	7920002051711 - RAG,WIPING	\$1,290,651	In	Out	Out	Out	Out	Out	In
13	8105011839768	BAG,PLASTIC	8105011839768 - BAG,PLASTIC	\$1,262,053	Out	In	Out	Out	Out	Out	In
14	8105011839764	BAG,PLASTIC	8105011839764 - BAG,PLASTIC	\$1,251,929	Out	In	Out	Out	Out	Out	In
15	8105011839769	BAG,PLASTIC	8105011839769 - BAG,PLASTIC	\$1,225,350	Out	In	Out	Out	Out	Out	In
16	GR1A72EM17	MARINE KIT	GR1A72EM17 - MARINE KIT	\$1,151,593	DNE	DNE	DNE	DNE	DNE	DNE	Out
17	8105012842924	BAG,WASTE RECEPTACL	8105012842924 - BAG,WASTE RECEPTACL	\$1,126,924	In	Out	Out	Out	Out	Out	In
18	5110014623400	MULTI-TOOL,FOLDING,	5110014623400 - MULTI-TOOL,FOLDING,	\$1,104,996	Out	Out	Out	Out	Out	Out	Out
19	8115007746562	BOX,SHIPPING	8115007746562 - BOX,SHIPPING	\$1,079,383	Out	In	Out	Out	Out	Out	In
20	5120015469940	JACK,HYDRAULIC,HAND	5120015469940 - JACK,HYDRAULIC,HAND	\$1,024,081	DNE	DNE	DNE	DNE	DNE	DNE	Out
21	8105011958730	BAG,PLASTIC	8105011958730 - BAG,PLASTIC	\$971,615	Out	In	Out	Out	Out	Out	In
22	8540010556094	PAPER,TOILET	8540010556094 - PAPER,TOILET	\$969,492	In	In	Out	Out	Out	Out	In
23	OS2AOD1120R	OD ITEM# 940650 NS	OS2AOD1120R - OD ITEM# 940650 NS	\$964,790	DNE	DNE	DNE	DNE	DNE	DNE	Out
24	8540005303770	PAPER,TOILET	8540005303770 - PAPER,TOILET	\$930,774	Out	In	Out	Out	Out	Out	In
25	8540002627178	TOWEL,PAPER	8540002627178 - TOWEL,PAPER	\$885,202	Out	In	Out	Out	Out	Out	In
26	8010014416147	ENAMEL	8010014416147 - ENAMEL	\$842,124	Out	Out	Out	Out	In	In	In
27	7920013701364	TOWEL,MACHINERY WIP	7920013701364 - TOWEL,MACHINERY WIP	\$746,405	Out	In	Out	Out	Out	Out	In
28	5340014635841	PADLOCK SET	5340014635841 - PADLOCK SET	\$720,615	Out	Out	Out	Out	Out	Out	Out
29	5120014168568	COMBINATION TOOL,HA	5120014168568 - COMBINATION TOOL,HA	\$705,354	Out	Out	Out	Out	In	In	In

- **Analysis of Top 100 GSA Items**
 - **42/100 were Green = 27% of Funding**
- **Most Common GSA Attribute – Recycled Content**
- **DLA Analysis did not yield any Green Products**

**Green Products in GSA
Top 100**



**Funding Spent on
Green Products in the
GSA Top 100**



Found 777 products for **Pen** Sort By: **Most relevant** **Sort It**

> **SUGGESTED CATEGORIES**

- [Pens - Specialty \(17\)](#) [Pens - Fine Writing \(16\)](#) [Pens - Ballpoint \(144\)](#)
- [Pens - Rollerball \(164\)](#) [Pen and Pencil Sets \(6\)](#) [Pens - Multi-Function Data \(2\)](#)

[Show all matching categories](#)

Search within results (all words) **Find It** [More "Refine" Options](#) Page: [1](#) [2](#) [3](#) [4](#) [5](#)

> **SEARCH RESULTS**

NSN/Mfr Part #/Product	Price/Delivery	Qty	Photo
7520-01-484-4575 Pen, Executive, In-Purix Tri-Wood, Ballpoint Tri-Wood, Inpurix Tri-Wood Pnc, Ballpoint, 7520-00-NIB-1236, Manufacturer's part number 7520-00-NIB-1236 Inpurix Tri-Wood ballpoint pen with a variety of colors in its wooden construction. Pen features a twist-action mechanism to advance ... [More product details] Manufacturer: NIB Contractor: GSA Global Supply	\$48.06 EA 17 days ARRA	Add to Cart	
7520-01-455-7235 Environmental Stick Pen Black, Fine Point, SKILCRAFT, This ball point stick pen is made from 51% post consumer recycled polystyrene which satisfies Executive Order 13423. It is lightweight, flexible, and the round barrel design provides added writing comfort. Cap ... [More product details] Manufacturer: NIB Contractor: GSA Global Supply	\$3.87 DZ 17 days ARRA CPG	Add to Cart	

> **RESTRICT YOUR SEARCH** (all entries are optional)

Search in Price more than \$ Price less than \$ **GO**

Limit to

- ☐ ARRA AbilityOne/NIB/NISH mandatory items (260)
- ☐ Biobased items (1)
- ☐ Cooperative Purchasing items (2)
- ☐ Environmentally Friendly (30)
- ☐ GreenSeal Seal of Approval (1)
- ☐ Lead-free items (30)
- ☐ Non-toxic items (7)
- ☐ ARRA American Recovery and Reinvestment Act items (777)
- ☐ CPG CPG compliant items (21)
- ☐ Disaster Recovery Purchasing items (78)
- ☐ Ergonomic products (2)
- ☐ Hexavalent-chromium-free items (30)
- ☐ Low volatile organic compounds (30)
- ☒ Recycled items (other than CPG) (56)

Original Brown Product

- 7520-00-935-7136: (Brown) \$7.43 a Dozen
PEN,BALL-POINT (7.43 DZ) Black Ink, Medium Point, SKILCRAFT, retractable pen provides smooth writing, high-quality ink will not smear. "U.S. Government" is lettered on the barrel. Pocket clip. 18-month maximum shelf life (extendable)

Alternative Green Product

- 7520-01-587-9633: (Green) \$4.14 a Pack
Retractable Ballpoint Pen (4.14 PK) 3 ea Black Ink, Medium Point 1.0 mm, SKILCRAFT, lightweight retractable ballpoint pen features low viscosity (LV) ink to write smoother and is water and smear resistant. Rubber grip for added comfort. Pocket clip and nose cone tip are added features. A color coded cap is included for easy identification This lightweight retractable ballpoint pen features low viscosity (LV) ink writes smoother, is water and smear resistant. rubber grip for added comfort. Metallic pocket clip. 18-month maximum shelf life (extendable)

Navy Spent \$189,700 in 2010 on the Above Brown Product

➤ Populate With

- High Demand Green Items
- Green Alternatives to High Demand Brown Items
- Suggestions to Fill in the Gaps

➤ Categories

- Cleaning
- Galley/Cooking
- Office
- Painting
- Housing
- Tools

➤ Targeted Audience

- Purchase Card Holders
- Contracting Officers



➤ FAR Clauses

- Easy to Understand
- Potentially Measurable/Track-able

➤ Quick Pick Reference Card

- Single/Dual Sided Easy Use Card

➤ Targeted Audience

- Contracting Officers
- Contracting Officers Representatives

**Leverage SSPP
100 Contract Review**



- **Understand Current Buying Habits**
 - Data sources not straight forward
- **Analyze Data Carefully**
 - Standard/Repeatable Processes
- **Awareness & Implementation**
 - Shifting focus from analysis to implementation will be a challenge
- **Track and Measure Performance**
 - Looking to shift more long term buying trends to sustainable products

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