

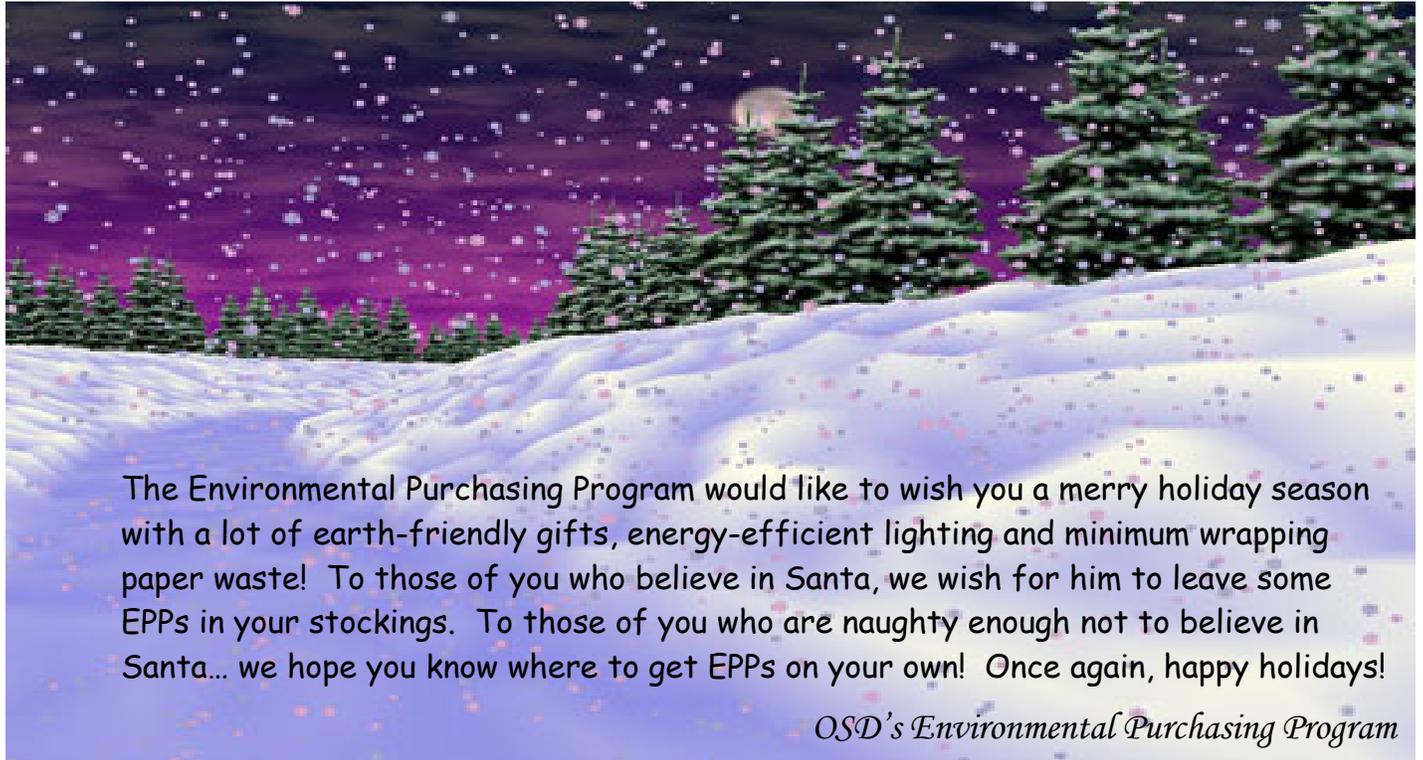


EPP Buyer Update

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Environmentally
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Procurement
Program

Volume 6, December 2004 – Special Holiday Issue

Happy Holidays from the Environmental Purchasing Program



The Environmental Purchasing Program would like to wish you a merry holiday season with a lot of earth-friendly gifts, energy-efficient lighting and minimum wrapping paper waste! To those of you who believe in Santa, we wish for him to leave some EPPs in your stockings. To those of you who are naughty enough not to believe in Santa... we hope you know where to get EPPs on your own! Once again, happy holidays!

OSD's Environmental Purchasing Program

Thanks to the 2004 Show Sponsors:

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In This Issue:

- **After the Vendor Fair:**
Agencies, cities and towns are trying EPPs for free!
- **What's Next?** The Operational Services Division and the Environmental Purchasing Program are making plans for next year!

After the Vendor Fair

Vendor Fair Results: Green Product Trials on the Way!

Those of you who did not make it to our 10th Annual EPPs Vendor Fair and Conference sure missed a lot! In addition to the 110 exhibitors (over a third of whom were new) and 10 workshops, the event featured the “*Earthtones*,” Worcester’s own student environmental chorus. One of the attendees wrote, “I actually got tears in my eyes a few times. At first I thought maybe I was just a sap but others mentioned the same thing!” But the luncheon show was just beginning!

Over the months preceding the Vendor Fair, our team conducted an essay contest in all Worcester middle schools asking students one question: *If you could be on TV for three minutes and say something about environmental protection to all the leaders and citizens of the United States, what would you say?* We received over 425 submissions – and read them all. The three winners took the stage at the Vendor Fair luncheon ceremony to deliver their message to all the attendees and exhibitors. For the first time in the history of the event, the typical lunch sounds of silverware and table chatter disappeared. Read with perfect poise and timing, the essays made the audience laugh and brought the tears to their eyes again, and we are not kidding!

Yet even this is not all you could gain from attending! For the second year in a row, the exhibitors offered over 20 “promotional pilots” or opportunities to try new EPPs free of charge or at a significant discount. Attendees interested in piloting a specific product registered at the booth of the vendor who offered it. The winners were determined by the vendors.

The **City of Worcester** is the first of the two pilot sites for the Compressed Natural Gas (CNG) Honda Civic offered by Manchester Honda for a week-long trial. It seems like the city employees liked the car so much that the city may be adding CNG Civics to its vehicle fleet! The **Town of Natick** is the next on the list to try the car. In the upcoming year, the *EPP Buyer Update* will bring you more information on the pilot awardees and their testimonials. For now, visit our website at www.mass.gov/epp/events.htm to see the Vendor Fair pictures, read the student essays and access a variety of other information!

Subscription Information

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In the Works

What’s next for OSD

Two new exciting contracts were just awarded by the Operational Services Division:

- **OFF16** for copiers, printers, fax machines as well as supplies and service for all of this equipment.
- **ITC16** for computer hardware, which covers not only regular Windows desktops and laptops, but also servers, storage equipment, Macs, project management, system integration and

In the upcoming issues of the *EPP Buyer Update* we will be discussing both contracts in more detail. There are more contracts with EPPs on the horizon:

- Hybrid vehicles
- Engine retrofits
- Ultralow sulfur diesel and bio-diesel
- Re-refined motor oil and antifreeze
- Outdoor landscape applications and supplies, including organic fertilizers and pesticides as well as environmentally preferable soil erosion control products.

What’s next for EPP

We are working on a number of exciting new initiatives:

- **More website updates:** we will be revisiting a lot of the information on our website and will inform you about the new pages.
- **Energy savings studies:** Energy Star-enabled equipment is available (and often required) on all applicable statewide contracts, but are our energy and cost savings living up to their potential? What can we do to save more?
- **Comprehensive environmental impact analysis:** As in 2002, we will calculate the environmental impact of the green purchases made by the state in a year. Visit our website for the previous study’s results. See the Environmentally Preferable Products Procurement Program Assessment: Final Report at <http://www.mass.gov/epp/material.htm>