



EPP Buyer Update

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End-of-Year Savings

Take Advantage of the Opportunity to Save Big on Lighting and Energy Efficient Products



As the fiscal year draws to an end, state agencies, cities, and towns are stocking up on items they know will be needed in the upcoming year. Since lighting and electrical products are among those items, statewide contractors for Lighting Products (FAC22) and Industrial/Commercial Supplies (FAC28) are offering significant opportunities to save on many of them!

The [Lighting and Energy Efficient Products “Big Buy”](#) covers the following product types:

- Compact Fluorescent Light Bulbs
- Fluorescent Tubes
- Occupancy Sensors
- Exit Signs, LED and Photoluminescent

Take advantage of the opportunity to save up to 60% compared to regular statewide contract prices on orders delivered no later than June 30, 2006! Remember that these products are energy efficient and, therefore, savings will continue long after purchase!

Compact fluorescent light bulbs (CFL) use 66% less energy than standard incandescent bulbs and last up to 10 times longer. Replacing a 100Wt incandescent light bulb that is on for 4 hours a day with a 23Wt compact fluorescent will save you \$18 a year on energy costs. It is no secret that CFLs cost more than incandescents, but - thanks to the excellent prices available through “Big Buy” – they will pay for themselves in under a month and a half! And that does not include the over 60% savings in labor costs you will achieve thanks to not having to replace the light bulbs as often.

LED exit signs offered through “Big Buy” are actually cheaper than those that contain incandescent or fluorescent light bulbs. Since these signs are on 24/7, choosing ones with energy-conserving light sources will help you save up to 85% on energy costs. An LED exit sign will save you \$35 a year on energy costs plus the cost of lamp replacements.

If you want to pay nothing to power up your exit signs, choose **photoluminescent (glow-in-the-dark) exit signs**, which comply with all the regulatory requirements for regular exit signs. Although they cost significantly more, they are ideal for places where vandalism may be a problem – with photoluminescent signs you will no longer have to pay fines for broken exit signs or exposed wiring.

All Massachusetts state agencies, cities, towns, schools, state and local authorities, as well as other organizations that are eligible to use the statewide contracts can take advantage of this savings opportunity! The product and pricing information are available online at the [OSD website](#) (click on the “Lighting and Energy Efficient Products Big Buy” at the top of the screen) or directly accessing the [price list itself](#). If you have any questions about the “Big Buy” program, please contact Dmitry Nikolayev at OSD at Dmitry.Nikolayev@osd.state.ma.us or by calling 617-720-3351.

Sample Prices

Percentage savings shown are based on comparisons between “Big Buy” prices and regular contract prices.

Compact Fluorescent Light Bulbs

- **14 Wt** (replaces 60 Wt incandescent) – \$1.70 EA
- **20 Wt** (replaces 75 Wt incandescent) – \$2.16 EA
- **23 Wt** (replaces 100 Wt incandescent) – \$2.16 EA

T8 Fluorescent Tubes

27-60% savings

- **4-foot** – \$1.11 EA
- **8-foot** - \$2.85 EA
- **U-shaped** – \$3.46 EA

Occupancy Sensors

5-28% savings

- **Wall switch sensor** – \$41.30

LED Exit Signs

5-31% savings

- **Single or double-faced, without battery backup** – \$12.00
- **Single or double-faced, with battery backup** – \$12.00

Photoluminescent Exit Signs

5-18% savings

- **Single-faced** – \$106.09
- **Double-faced** – \$201.78

New Purchasing Tool

Buying “Green” Electronics: A New Tool Makes it Easy to Find, Compare and Choose “Green” Desktops, Laptops and Monitors



It is hard to overestimate the impact of computers on our lives. Computers help us do our jobs, manage information, and communicate – the computer industry is a life-changing force indeed. Every year, close to 60 million computers are sold in the United States, adding to the nearly 200 million already in use. As a result, building, selling, using, and disposing of electronic equipment has enormous impacts on our environment.

Just a few facts:

- **Toxic chemicals.** Computers contain over 1,000 materials, many of which are highly toxic: chlorinated and brominated substances, toxic metals, photo-active and biologically-active materials, acids, plastics, and plastic additives.
- **Energy consumption.** Computers and other office electronics consume 74 billion kWh of electricity per year, equivalent to the annual electricity consumption of 7 million households.
- **Electronic waste.** The number of obsolete computers in the U.S. is expected to reach between 315 and 680 million units in the next few years. However, only 5 to 15 percent of those computers are expected to be recycled.

Choosing computer equipment that addresses some of these issues is a challenging task. The Operational Services Division’s recent computer procurement (ITC16) required countless hours to specify and evaluate the environmental attributes of the equipment offered by bidders.

Luckily, this monumental effort will not have to be repeated – very soon, any purchaser will be able to find, compare, and choose computers based on their environmental attributes using a new system called the Electronic Product Environmental Assessment Tool (EPEAT).

With EPEAT, you will not have to research the environmental information on each supplier and equipment model on your own. The tool will have that information in a searchable form on their website. To make it easier for you to compare specific models, all registered equipment will receive a specific EPEAT level – Bronze, Silver or Gold.



How does EPEAT work? Which purchasing organizations are planning to use it? What do equipment manufacturers think about this tool?

Learn the answers to these and other questions by participating in the free conference call offered by the Northeast Recycling Council! (See adjacent box for more information and register today!)

Subscription Information. *EPP Buyer Updates* are published by the Environmentally Preferable Products Purchasing Program at the MA Operational Services Division. Visit us online, subscribe and unsubscribe at <http://www.mass.gov/epp>.

Register Now!

Free Conference Call on Purchasing “Green” Computers

Tuesday, June 20 • 10-12 noon (EST)

Pre-registration is required to reserve a space (*see instructions below*).

Learn about purchasing “green” computers without leaving your office – participate in this free conference call! Upon completing registration, you will receive a link to a PowerPoint presentation to view on the screen of your computer. You will also receive a toll-free phone number to call in, listen to the presenters and ask questions.

This teleconference will introduce:

- The new Electronic Product Environmental Assessment Tool (EPEAT[®]), a program sponsored by the U.S. EPA
- The environmental performance standards required for EPEAT[®]-registered products
- The EPEAT[®] products database
- Product availability and cost expectations
- Strategies for incorporating EPEAT[®] requirements into purchasing specifications and contract language

Confirmed speakers include:

- Scot Case, Green Electronics Council, the organization that manages EPEAT[®]
- Mark Schaffer, Dell Computer, green purchasing initiatives
- Dmitry Nikolayev, Massachusetts Operational Services Division

Who should participate:

- State, county, and municipal purchasers
- University, corporate, and health care purchasers
- Chief information and technology officers
- Environmental champions and professionals

How to register: Send the following information by email (epcatsvp@nerc.org) or fax (802-254-5870):

- Name:
- Affiliation:
- Email address:
- Phone number:
- City & State:

Upon completing the registration, you will receive a registration confirmation and participation