Zero Waste, Green Labs and Tail Spend: Shared Goals of Sustainability and Purchasing

Allen Doyle,
UC Davis Sustainability Manager,
MS, Chemical Oceanography
Buy One GREEN Thing

• Appealing to Suppliers--Simple
• Easy to Understand for Buyers–Gateway to GREEN Spend
• Procurement Alliance, Preparation, Tracking
• Sustainability Partnership; #MyLastTrash
• Quarterly Events may develop familiarity and attention
Buy One GREEN Thing
Calendar—Fit #MyLastTrash

• Quarterly Effort
• Advance Preparation
• Nominated by Stakeholders
• Supplies or Equipment
Buy **GREEN**: Back Ground

- **Why** lab spending matters
- **How** stuff gets Bought
- **What** Labs Buy
- **Who**: Partners & Stakeholders
- Buy One **GREEN** Thing, 2017
Is Purchasing A Big Deal?

YES  $4.4 B  Fiscal Year 2016

University of California

“Tail Spend”

- Building Construction $428 M
- Life Sciences $701 M
- MRO
- IT and Telecom
- Unclassified
- Subawards
- Travel
- Food
- Utilities
- Out of Scope
- Published Products
- OEE

Published Products
How **Office** Stuff gets Bought

1. **Departmental Purchasing Office**
2. **Transactional Procurement Team**
3. **Strategic Sourcing Team**
   - Negotiate Contracts, Compliance
How Lab Stuff gets Bought

1. PI’s (1,000 at UC Davis)
   - Staff x 2
   - Post Docs + Grad Students x 5

2. Departmental Purchasing Office

3. Transactional Procurement Team

4. Strategic Sourcing Team
   - Negotiate Contracts, Compliance
Who’s watching for Sustainability?

1. PI’s (1,000 at UC Davis)
   - Staff x 2
   - Post Docs + Grad Students x 5

2. Departmental Purchasing Office

3. Transactional Procurement Team

4. Strategic Sourcing Team
   - Negotiate Contracts, Compliance
Who’s watching for Sustainability?

1. PI’s (1,000 at UC Davis)
   - Staff x 2

“...I really believe this UC can make a difference.”

Julie Alvarez
- UC Procurement Officer
- Strategic Sourcing
- Negotiate Contracts, Compliance
Buy **GREEN:** Stakeholder Goals

- **Researcher**—performance, price, fast, GREEN?
- **Supplier**—Volume, Price, market share & differentiation; GREEN?
Researchers Are Concerned

“...for the longest time I felt bad about the amount of waste generated in the lab ...”

June 22, 2017 subscriber,
Green Labs Planning

(Google Group)
Buy **GREEN**: Stakeholder Goals

- **Researcher**—performance, price, fast, **GREEN**?
- **Supplier**—Volume, Price, market share & differentiation; **GREEN**?
- **Procurement Officer**—Total Cost of Ownership, ease of PO; on-Contract, **GREEN**?
- **Sustainability**—**GREEN**: performance, production footprint, zero waste (Life Cycle; Cradle to Cradle, embodied GHG,...)
$4.4 B Spend on Goods
University of California, FY 2016

Buying for sustainability raises strategic awareness and may help stay “on-contract”.

“Tail Spend”
Consumables... tips, tubes, vials

- Tens-100’s of Thousands of Items
  - Plastic Items
    - Pipet tips, Centrifuge tubes, vials, syringes, gloves, filters,
  - Packaging > Product
    - Film, cardboard, hard shell boxes and “rockets”, unnecessary padding & volume
Are Foam Racks a Big Deal?

• Not really—not from a campus diversion MASS perspective
  – Less than packaging—eliminated by contracts
  – Less than coolers—complex for insulation and ick factor issues.

• Yes—from a landfill VOLUME perspective; Maybe 50:1 in mass equivalent value??

• Yes—VISUALLY foam commands attention in lab

• Perhaps already on the decline

• No—Commonly re-used, “free”< Rigid racks
Buy One GREEN Thing
Roll Out:

1. Select Items 6-9 mo. in advance
2. Notify Suppliers
3. Prepare Promotions
4. Pick Catalog Items
5. Incentives?
6. Launch Promo
7. Vendor Fairs, sales reps
8. Conclude, Track, Reward
Buy One GREEN Thing

1. Select Products (Proposed)

May: Foam Racked tubes: “No Home For Foam”
Aug: Pipette Tips—”Ban The Box”
Oct: LED lamps & Film-Free Imaging, Vendor Fair
Feb: Ethidium Bromide—”Retirement Party”
May: Catered Lunches—“Ban The Box”
Aug: Autoclaves ?
Oct: Chillers ?

What’s Your Product Annoyance in the Lab?
Buy One GREEN Thing

2. Notify Suppliers

1. Send memos
   – Suppliers
   – UCOP
   – Campuses

2. Repeat, prepare
   3-6 months ahead
Buy One GREEN Thing

3. Promotional Materials

- Template
- Not-yet Standard
- Catalog #’s
- MLT “graphic element”
- UCOP Logo
- 2 Suppliers, 2 UC’s
Buy One **GREEN** Thing

4. Pick Catalog Items

- Complicated!
- One Vendor only has desired items
- Emphasize Preferred Vendors
- Ignore off-contract suppliers
Buy One GREEN Thing

5. Incentives

• Would have been a big help
• Develop with future efforts
• Coffee or gift cards
Buy One **GREEN** Thing 6, 7 Promotion

- Email Blast
- Flyers at Central Stores
- Vendor Fair
- Sales Reps, Face to Face
Buy One **GREEN** Thing

8. Results from Tracking

- UCOP reports difficult to access, timed out
- Supplier with alternates:
- One supplier with no alternates: No Change
Buy One GREEN Thing
Lessons Learned

• Has Potential
• Needs Uniformity,
• Catalog Items difficult to single out
• Incentives would help
• Vendor Fairs Good Venue
“Soft Launch” May, 2017

- Davis—Doyle
- San Francisco—Schnirel
- Irvine in July—Niswonger