Spartan General Sales Meeting December 4, 2003

New Information On Environmentally Preferable Cleaners

Where We Are. Where We're Going. And What It Will Take To Get Us There

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Impact of Cleaning on the Environment

- 6.0 Billion pounds of Chemicals
- 4.5 Billion pounds of Paper
- 0.5 Billion pounds of Equipment
- 35.0 Billion Plastic Liners







"Never doubt that a small group of thoughtful committed citizens can change the world. In fact, it's the only thing that ever has."

Margaret Mead

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Cleaners: All Purpose, Glass and Washroom

- Green Seal: GS-37 Standard for Industrial and Institutional Cleaners
- Biobased
- Concentrates (use dispensing equipment)

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Cleaners: Other

- Cal VOC
 - www.
- Biobased
- Concentrates (use dispensing equipment)
- Full Disclosure

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Floor Care

- Metal-free
- Low VOC / Low Odor
- Phthalates
- Sustainable practices (minimize stripping)
 - Durable
 - 6 to 12 Coats
 - Routine maintenance
 - Entryway mats
 - Avoid high gloss finishes

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Hand Soap

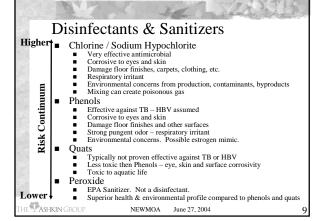
- Avoid Antimicrobials, except where required by law or health code
 - Healthcare
 - Food preparation
 - Day Care
- Buy in bulk, clean and maintain dispensers

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Disinfectants & Sanitizers

- Important to protect public health
- Use only when and where necessary
- Use the least "aggressive" product necessary to protect product users and the environment
- Concentrates (use dispensing equipment)
- Low VOC / Low Odor

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Miscellaneous Aerosols Flammable Expensive Replace with concentrates diluted into a spray bottle (use appropriate labels) IPM Practice prevention Use least toxic materials

Home Recipes

- "Natural" does NOT mean "good"
- All products have health and environmental impacts
- Can support bacterial growth when stored for long periods of time
- People do NOT follow mixing directions
- Lack appropriate labels and MSDS for I&I setting

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Cleaning Is More Then Chemicals

- Janitorial Paper
 - Recycled Content
 - Chlorine-free processing
- Equipment
 - Vacuum cleaners
 - Floor machines
- Non-chemical Cleaning
 - Micro-fiber cloths and mops
 - Stream

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Next Steps

- Santa Monica
- Pilots
- US Green Building Council: LEED-EB
- Hospitals for a Healthy Environment (H2E)
- Collaborative for High Performance Schools

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Barriers To Success

- Greenwash
 - ✓ To mislead, cover up or gloss over damaging facts by appealing to environmental values.
- Irresponsible Companies
 - ✓ "we don't use chemicals, our products are all natural...
 - ✓ "the products you are currently using are making your workers sick...
- Confusion
 - ✓ "Our product contains no...
- ✓ "Our product is EPA...
- Unnecessary Regulations

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Resources

- Center for a New American Dream
 - http://www.newdream.org/
- Green Seal
 - http://www.GreenSeal.org/
- Cal VOCs
 - http://www.arb.ca.gov/consprod/regs/Cpreg.doc
- Scorecard
 - http://www.scorecard.org/chemicalprofiles/index.tcl
- Beyond Pesticides
 - http://www.beyondpesticides.org/main.html

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Resources

- Office of the Federal Environmental Executive
 - http://www.ofee.gov/
- Children's Health and Environmental Coalition (CHEC)
 - http://www.checnet.org/
- EPA Office of Children's Health Protection
 - http://yosemite.epa.gov/ochp/ochpweb.nsf/ho mepage
- The Ashkin Group
 - http://www.AshkinGroup.com/

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