


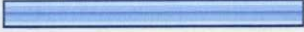
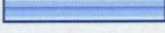




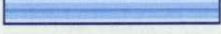
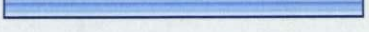
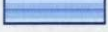






Environmental Preferable Purchasing


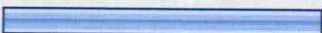



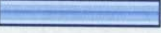

1. Which option best describes your organization's total annual procurement budget?			
		Response Percent	Response Count
Under \$1 Million, please specify below		2.4%	9
\$1 Million - \$4,999,999		10.6%	39
\$5 Million - \$9,999,999		7.6%	28
\$10 Million - \$99,999,999		43.2%	159
\$100 Million - \$499,999,999		23.1%	85
\$500 Million or more, please specify below		7.1%	26
I don't know		5.2%	19
That is confidential information		0.8%	3
Total budgets under \$1,000,000 or above \$500,000,000			18
answered question			368
skipped question			2

2. How many employees does your organization have in total (including all offices/subsidiaries)?			
		Response Percent	Response Count
Less than 100, please specify below		3.1%	11
100 - 499		30.9%	111
500 - 4999		51.8%	186
5000 or more, please specify below		14.2%	51
Number of employees less than 100 or more than 5,000			41
answered question			359
skipped question			11



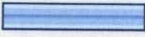
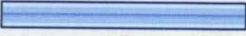

3. Does your organization have an overall social or environmental responsibility policy? (By policy, we mean a statement of overall organizational attitudes, approaches, and/or philosophies toward social and/or environmental responsibility.) If you answer 'No' or 'I'm not sure', skip to question #5.

		Response Percent	Response Count
Yes, we have a formal policy.		32.0%	116
Yes, we have a policy but it is informal.		18.5%	67
No, we do not have such a policy.		39.4%	143
I'm not sure if we have such a policy.		10.2%	37
	answered question		363
	skipped question		7




4. Why does your organization have a general social/environmental responsibility policy? (Check all that apply)

		Response Percent	Response Count
Because social/environmental responsibility is part of our mandate.		69.1%	123
Because our markets/customers/constituents expect it of us.		46.1%	82
Because we receive public pressure on these issues.		37.6%	67
Because it's part of our culture and/or ethical position.		61.2%	109
Because our employees expect it of us.		25.8%	46
Because we receive regulatory pressure.		23.0%	41
Because we see emerging opportunities related to it.		42.1%	75
	Other (please specify)		7
	answered question		178
	skipped question		192






5. Does your organization have a purchasing policy that addresses social or environmental concerns?

		Response Percent	Response Count
Yes, we have a formal 'responsible' purchasing policy.		24.2%	85
Yes, we have a 'responsible' purchasing policy, but it is informal.		17.9%	63
No, but we are planning on implementing one.		20.2%	71
No, we do not have a 'responsible' purchasing policy.		35.3%	124
I don't know if we have a 'responsible' purchasing policy.		2.3%	8
		answered question	351
		skipped question	19





6. Generally, does your purchasing policy address (check all that apply):

		Response Percent	Response Count
Environmental issues		89.9%	125
Human health issues		41.0%	57
Social responsibility issues		62.6%	87
	Other (please specify)		10
		answered question	139
		skipped question	231


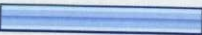

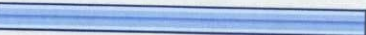


7. Does your organization's purchasing policy state that social or environmental responsibility factors:

		Response Percent	Response Count
Must be considered in all purchases.		33.8%	46
Must be considered, but only for purchases in certain product categories.		28.7%	39
Must be considered, but only for products in a certain price range.		5.1%	7
Must be considered, but only for purchases of a certain volume.		0.7%	1
May be considered at the discretion of the purchaser.		31.6%	43
	Other (please specify)		11
	answered question		136
	skipped question		234



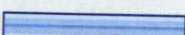





8. How often does your organization actually consider environmental factors in its purchasing decisions?

		Response Percent	Response Count
Never		6.2%	21
Occasionally		55.4%	189
Usually		29.9%	102
Always		8.5%	29
	answered question		341
	skipped question		29

9. What causes your organization to consider environmental factors in some decisions and not others? (Check all that apply.)

		Response Percent	Response Count
The product/service being purchased.		69.3%	232
The value of the purchase.		29.3%	98
The availability of social/environmental information on the product/service.		45.4%	152
The availability of socially/environmentally preferable alternatives.		53.7%	180
The desires of my (internal) client		33.7%	113
Other (please specify)		6.3%	21
answered question			335
skipped question			35

10. Overall, how much of your organization's annual spending is actually influenced by social or environmental responsibility factors?

		Response Percent	Response Count
0%		4.4%	15
1% - 9%		37.2%	127
10% - 40%		26.1%	89
41% - 60%		7.0%	24
61% - 90%		3.5%	12
91% - 99%		1.2%	4
100%		0.9%	3
I don't know		19.6%	67
answered question			341
skipped question			29

11. Please rank the relative importance of each of the following purchasing factors.

	Least Important					Most Important	Rating Average	Response Count
Product Performance	0.0% (0)	0.0% (0)	0.3% (1)	3.6% (12)	25.4% (84)	70.7% (234)	5.66	331
Purchase Price	0.0% (0)	0.6% (2)	4.6% (15)	19.0% (62)	45.6% (149)	30.3% (99)	5.00	327
International Trade Restrictions	50.5% (161)	18.8% (60)	17.2% (55)	4.4% (14)	4.1% (13)	5.0% (16)	2.08	319
Durability	0.0% (0)	0.6% (2)	4.6% (15)	14.6% (48)	47.6% (156)	32.6% (107)	5.07	328
Environmental considerations	4.6% (15)	12.9% (42)	25.5% (83)	26.5% (86)	21.5% (70)	8.9% (29)	3.74	325
Total cost of ownership	0.6% (2)	3.3% (11)	7.3% (24)	17.9% (59)	37.7% (124)	33.1% (109)	4.88	329
Social impact considerations	8.7% (28)	18.6% (60)	24.5% (79)	31.1% (100)	13.4% (43)	3.7% (12)	3.33	322
Availability	0.3% (1)	0.6% (2)	4.5% (15)	17.6% (58)	49.1% (162)	27.9% (92)	4.98	330
Other considerations:	12.8% (26)	9.9% (20)	36.0% (73)	23.2% (47)	13.3% (27)	4.9% (10)	3.29	203
	answered question							332
	skipped question							38

12. Which of the following standards do you recognize or use to help find and/or purchase more 'responsible' products? Select "I recognize it" if you recognize, but do not use, the standard. If you select "We use it", it is assumed that, you also recognize it.

	I recognize it	We use it	Rating Average	Response Count
Green Seal	66.5% (163)	33.5% (82)	1.33	245
CRI Green Label (Rugs)	89.8% (114)	10.2% (13)	1.10	127
EcoLogo	72.7% (136)	27.3% (51)	1.27	187
Environmental Choice	82.2% (125)	17.8% (27)	1.18	152
Energy Star	33.2% (100)	66.8% (201)	1.67	301
EnerGuide	66.7% (106)	33.3% (53)	1.33	159
LEED Certified	53.4% (125)	46.6% (109)	1.47	234
Chlorine-Free	74.7% (133)	25.3% (45)	1.25	178
FSC (Forest Stewardship Council)	84.0% (105)	16.0% (20)	1.16	125
SFI (Sustainable Forest Institute)	86.2% (100)	13.8% (16)	1.14	116
Green-e	89.3% (92)	10.7% (11)	1.11	103
DfE (Design for Environment)	95.5% (84)	4.5% (4)	1.05	88
GreenGuard	87.8% (101)	12.2% (14)	1.12	115
C2C (Cradle-to-cradle)	87.1% (88)	12.9% (13)	1.13	101
EPEAT	81.9% (86)	18.1% (19)	1.18	105
Fair Trade Certified	89.6% (129)	10.4% (15)	1.10	144
USDA Organic	84.6% (159)	15.4% (29)	1.15	188
SCS (Scientific Certification Systems)	89.2% (83)	10.8% (10)	1.11	93
Other, please specify below	84.2% (16)	15.8% (3)	1.16	19
List other standards you recognize or use.				10
answered question				324
skipped question				46

13. At your organization, what is the relative importance of each of the following environmental issues?

	Least Important					Most Important	Rating Average	Response Count
Human health	0.0% (0)	1.0% (3)	6.0% (18)	7.4% (22)	21.1% (63)	64.4% (192)	5.42	298
Recyclability	1.7% (5)	5.4% (16)	13.2% (39)	30.2% (89)	34.6% (102)	14.9% (44)	4.35	295
Toxics	0.7% (2)	1.4% (4)	9.0% (26)	12.2% (35)	34.4% (99)	42.4% (122)	5.05	288
Reduced Packaging	6.5% (19)	14.7% (43)	31.2% (91)	26.4% (77)	16.1% (47)	5.1% (15)	3.46	292
Water pollution	2.1% (6)	3.4% (10)	10.3% (30)	17.2% (50)	28.5% (83)	38.5% (112)	4.82	291
Recycled content	3.4% (10)	8.1% (24)	26.4% (78)	24.0% (71)	27.0% (80)	11.1% (33)	3.97	296
Volatile organic compounds	4.3% (12)	11.4% (32)	21.4% (60)	21.4% (60)	24.6% (69)	17.1% (48)	4.02	281
Air pollution	2.4% (7)	5.8% (17)	12.4% (36)	20.3% (59)	31.6% (92)	27.5% (80)	4.55	291
Greenhouse gas emissions	3.9% (11)	9.5% (27)	18.7% (53)	19.1% (54)	27.6% (78)	21.2% (60)	4.20	283
Wildlife habitat	8.6% (24)	14.6% (41)	23.6% (66)	16.8% (47)	21.4% (60)	15.0% (42)	3.73	280
Biodegradability	4.5% (13)	9.7% (28)	20.8% (60)	24.9% (72)	25.6% (74)	14.5% (42)	4.01	289
Water conservation	1.4% (4)	4.8% (14)	14.6% (43)	19.4% (57)	26.9% (79)	33.0% (97)	4.65	294
Energy conservation	0.0% (0)	2.4% (7)	6.8% (20)	15.4% (45)	39.0% (114)	36.3% (106)	5.00	292
Climate change	10.7% (30)	12.5% (35)	27.0% (76)	22.1% (62)	17.8% (50)	10.0% (28)	3.54	281
Sustainable forestry	11.9% (33)	16.2% (45)	29.5% (82)	15.1% (42)	17.6% (49)	9.7% (27)	3.40	278
Ancient forests preservation	19.3% (53)	20.4% (56)	26.6% (73)	13.1% (36)	16.4% (45)	4.0% (11)	2.99	274
	14.9%	20.4%	29.1%	16.0%	13.1%			

	(41)	(56)	(80)	(44)	(36)			
Indoor air quality	2.1% (6)	3.1% (9)	15.0% (43)	18.9% (54)	27.3% (78)	33.6% (96)	4.67	286
Bio-based alternatives	7.7% (21)	16.5% (45)	27.5% (75)	22.7% (62)	18.7% (51)	7.0% (19)	3.49	273
Ozone layer protection	8.7% (24)	13.5% (37)	27.6% (76)	19.6% (54)	19.3% (53)	11.3% (31)	3.61	275
Sustainability	4.9% (14)	6.4% (18)	21.9% (62)	26.1% (74)	23.0% (65)	17.7% (50)	4.09	283
Other issues:	14.6% (12)	6.1% (5)	42.7% (35)	15.9% (13)	15.9% (13)	4.9% (4)	3.27	82
	answered question							302
	skipped question							68

14. How often does your organization consider social or environmental factors when purchasing these products/services?






	Always	Usually	Occasionally	Never	We don't purchase these	I don't know	Rating Average	Response Count
Automotive oils and lubricants	19.8% (60)	29.0% (88)	23.1% (70)	10.9% (33)	9.6% (29)	7.6% (23)	2.84	303
Bottled water	11.1% (33)	17.2% (51)	20.9% (62)	20.3% (60)	23.0% (68)	7.4% (22)	3.49	296
Building materials or services (including real property leases)	9.7% (29)	32.0% (96)	39.0% (117)	8.0% (24)	4.0% (12)	7.3% (22)	2.87	300
Carpet	12.8% (38)	26.2% (78)	38.6% (115)	13.4% (40)	2.7% (8)	6.4% (19)	2.86	298
Computers (desktops, integrated systems, monitors, and notebooks)	21.1% (63)	34.4% (103)	26.1% (78)	12.4% (37)	0.3% (1)	5.7% (17)	2.54	299
Electricity	21.1% (63)	28.8% (86)	19.7% (59)	13.4% (40)	6.7% (20)	10.4% (31)	2.87	299
Fluorescent lighting	33.4% (100)	31.8% (95)	21.7% (65)	5.0% (15)	2.0% (6)	6.0% (18)	2.28	299
Janitorial and/or sanitation goods or services (including cleaners)	26.7% (81)	34.0% (103)	28.1% (85)	6.3% (19)	1.3% (4)	3.6% (11)	2.32	303
Light-duty fleet vehicles	16.7% (50)	32.4% (97)	27.4% (82)	10.4% (31)	6.0% (18)	7.0% (21)	2.78	299

Office Electronics (printers, copiers, fax machines, scanners, and multi-function devices)	18.2% (55)	37.7% (114)	27.8% (84)	11.3% (34)	0.7% (2)	4.3% (13)	2.51	302
Office supplies, equipment, or furnishings	12.8% (38)	33.2% (99)	37.2% (111)	12.1% (36)	1.0% (3)	3.7% (11)	2.66	298
Paint	21.7% (65)	27.8% (83)	29.4% (88)	10.7% (32)	3.0% (9)	7.4% (22)	2.68	299
Paper and paper products	26.1% (78)	36.1% (108)	28.4% (85)	6.0% (18)	0.3% (1)	3.0% (9)	2.27	299
Tires	8.9% (26)	27.1% (79)	33.2% (97)	13.7% (40)	7.9% (23)	9.2% (27)	3.12	292
Toner cartridges	25.2% (75)	35.2% (105)	24.8% (74)	9.4% (28)	2.0% (6)	3.4% (10)	2.38	298
	answered question							304
	skipped question							66

15. Do any of your organization's contracts and/or policies specifically require any of the following products to be environmentally preferable?

	Contract	Policy	I don't know	Response Count
Automotive oils and lubricants	28.1% (52)	22.7% (42)	49.2% (91)	185
Bottled water	14.3% (24)	16.1% (27)	69.6% (117)	168
Building materials or services (including real property leases)	31.4% (58)	20.0% (37)	48.6% (90)	185
Carpet	35.9% (66)	14.1% (26)	50.0% (92)	184
Computers (desktops, integrated systems, monitors, and notebooks)	42.4% (84)	23.2% (46)	34.3% (68)	198
Electricity	24.3% (45)	27.6% (51)	48.1% (89)	185
Fluorescent lighting	38.7% (75)	28.4% (55)	33.0% (64)	194
Janitorial and/or sanitation goods or services (including cleaners)	50.7% (104)	21.5% (44)	27.8% (57)	205
Light-duty fleet vehicles	28.1% (56)	28.6% (57)	43.2% (86)	199
Office electronics (printers, copiers, fax machines, scanners, and multi-function devices)	37.7% (72)	28.3% (54)	34.0% (65)	191




Office supplies, equipment, or furnishings	39.7% (75)	25.9% (49)	34.4% (65)	189
Paint	32.1% (60)	25.7% (48)	42.2% (79)	187
Paper and paper products	46.9% (97)	26.1% (54)	27.1% (56)	207
Tires	25.1% (44)	18.3% (32)	56.6% (99)	175
Toner cartridges	42.9% (84)	26.5% (52)	30.6% (60)	196
	answered question			231
	skipped question			139

16. Does your organization allow a price premium for socially or environmentally preferable products?			
		Response Percent	Response Count
No		78.9%	232
Yes, up to 2%		1.7%	5
Yes, up to 5%		6.8%	20
Yes, more than 5%		6.1%	18
I don't know		6.5%	19
	answered question		294
	skipped question		76

17. What would help your organization do more 'responsible' purchasing?

	Very helpful	Helpful	Somewhat helpful	Not helpful	Rating Average	Response Count
More/better policy direction.	44.0% (122)	39.0% (108)	13.4% (37)	3.6% (10)	1.77	277
More/better enforcement of our existing policies.	26.0% (66)	34.6% (88)	18.1% (46)	21.3% (54)	2.35	254
Training/education in 'responsible' purchasing.	47.7% (132)	41.2% (114)	8.7% (24)	2.5% (7)	1.66	277
Changes to our purchasing procedures.	36.4% (99)	37.1% (101)	19.1% (52)	7.4% (20)	1.97	272
Better selection of responsible products.	47.4% (130)	39.1% (107)	11.7% (32)	1.8% (5)	1.68	274
More/better information on social/environmental impacts of products.	50.0% (139)	39.9% (111)	7.6% (21)	2.5% (7)	1.63	278
More competitive pricing for socially/environmentally preferable products.	71.3% (204)	25.2% (72)	3.1% (9)	0.3% (1)	1.33	286
Less price sensitivity in our purchasing.	28.6% (77)	41.3% (111)	20.8% (56)	9.3% (25)	2.11	269
More focus on total cost of ownership, rather than purchase price.	42.6% (118)	41.2% (114)	13.0% (36)	3.2% (9)	1.77	277
Expanding the list of preferred suppliers.	38.2% (104)	37.5% (102)	14.3% (39)	9.9% (27)	1.96	272
Providing greater flexibility in the purchasing process.	36.0% (98)	36.4% (99)	19.1% (52)	8.5% (23)	2.00	272
Comments:						14
answered question						290
skipped question						80

18. In your opinion, in the next two years will your organization do more or less 'responsible' purchasing?

		Response Percent	Response Count
More		77.4%	229
Less		0.0%	0
About the same		17.9%	53
I don't know		4.7%	14
answered question			296
skipped question			74

19. Please indicate which of these paper-related programs exist at your organization.

	Yes	No	I don't know	Response Count
Paper use reduction program(s)	49.5% (140)	44.9% (127)	5.7% (16)	283
Paper reuse and/or recycling program(s)	83.2% (247)	14.8% (44)	2.0% (6)	297
Environmentally preferable paper purchasing program	52.1% (149)	40.9% (117)	7.0% (20)	286
Comments:				12
answered question				298
skipped question				72

20. What does "environmentally preferable paper" mean to you?

	Response Count
	212
answered question	212
skipped question	158

21. Which of the following forest certifications do you require in your purchasing? (Check all that apply.)			
		Response Percent	Response Count
FSC (Forest Stewardship Council)	<input type="checkbox"/>	3.2%	9
SFI (Sustainable Forestry Initiative)	<input type="checkbox"/>	3.2%	9
CSA (Canadian Standards Association)	<input type="checkbox"/>	2.8%	8
None of the above	<input type="checkbox"/>	92.2%	259
Do you prefer one of these standards over the others? If so, which one, and why?			8
answered question			281
skipped question			89




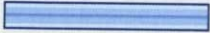







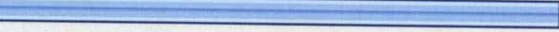



22. Do(es) your janitorial contract(s) require 'green' cleaning products?			
		Response Percent	Response Count
Yes	<input type="checkbox"/>	34.5%	102
No	<input type="checkbox"/>	53.4%	158
I don't know	<input type="checkbox"/>	12.2%	36
Comments			26
answered question			296
skipped question			74

23. What does 'green' cleaning products mean to you?		
		Response Count
		213
answered question		213
skipped question		157

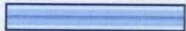
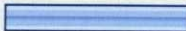








24. Which of these electricity-related programs exist at your organization?				
	Yes	No	I don't know	Response Count
Energy conservation program(s)	70.4% (205)	19.9% (58)	9.6% (28)	291
Green electricity purchasing program	19.3% (49)	57.1% (145)	23.6% (60)	254
Comments:				23
answered question				292
skipped question				78

25. What does 'green electricity' mean to you?		
		Response Count
		176
answered question		176
skipped question		194


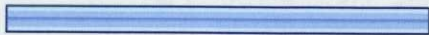


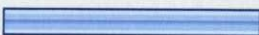
26. Which of the following purchasing-related magazines do you read at least three times per year? (Check all that apply)

		Response Percent	Response Count
None		4.7%	14
Purchasing B2B		9.1%	27
Summit		6.4%	19
Inside Supply Management		29.4%	87
Materiel Management Magazine		13.2%	39
MM&D		2.0%	6
PMAC Periodical		2.7%	8
Professional Purchaser		21.3%	63
Progressive Purchasing		2.7%	8
Transportation & Logistic		6.1%	18
The Public Purchaser		33.4%	99
NIGP BuyWeekly		81.4%	241
Government Procurement		68.9%	204
Journal of Supply Chain Management		12.5%	37
Purchasing		22.6%	67
Gestion Logique		0.0%	0
Which other purchasing-related magazines or journals do you read at least three times/year?			29
		answered question	296
		skipped question	74

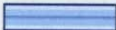





27. Which of the following purchasing-related websites do you visit at least three times per year? (Check all that apply)

		Response Percent	Response Count
www.ism.ws		25.6%	75
www.govpro.com		26.3%	77
www.mmdonline.com		0.3%	1
www.naspo.org		8.9%	26
www.nigp.org		97.6%	286
www.propurchaser.com		3.4%	10
www.purchasing.com		10.2%	30
www.purchasingB2B.ca		3.1%	9
www.responsiblepurchasing.org		6.8%	20
None of the above		1.7%	5
Which other purchasing-related websites do you visit regularly?			39
		answered question	293
		skipped question	77




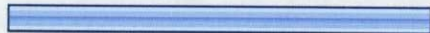
28. Which of the following purchasing-related conferences do you attend at least every second year?

		Response Percent	Response Count
Institute for Supply Management		5.5%	15
National Institute of Government Purchasing		61.2%	167
National Association of State Procurement Officials		4.0%	11
National Association of Purchasing & Payables		0.4%	1
None of the above		37.0%	101
Are there other conferences that you attend at least every second year?			79
answered question			273
skipped question			97



29. Which of the following best describes your procurement function and responsibility?

		Response Percent	Response Count
Top Executive		15.8%	47
Senior Manager		34.7%	103
Purchasing Officer/Non-Managerial Procurement Specialist		23.6%	70
Middle Level Manager/Supervisor		22.6%	67
Administrative Support Staff		0.7%	2
Other (please specify)		2.7%	8
answered question			297
skipped question			73

30. How old are you? (your personal information will not be shared except in aggregate form, such as "30% of survey respondents were between the ages 30-39")

		Response Percent	Response Count
Less than 30 years old		1.7%	5
30 to 39 years old, inclusive		6.8%	20
40 to 49 years old, inclusive		30.3%	89
50 or more years old		61.2%	180
		answered question	294
		skipped question	76

31. Are you:

		Response Percent	Response Count
Male		53.3%	155
Female		46.7%	136
		answered question	291
		skipped question	79