

H B

5 2 3

Alaska State Legislature

STEVE FRANK

DISTRICT 20A
Finance Committee

1125 Sunset Drive
Fairbanks, Alaska 99701



While in Juneau
P.O. Box V
Juneau, Alaska 99811
(907) 465-3709

House of Representatives

TO: the Senate Labor and Commerce Committee
FROM: Rep. Steve Frank
RE: House Bill 523 - recycled products
DATE: April 6, 1988

House Bill 523 would statutorily recognize recycled products under the state product preference code and extend the recycled preference to include municipalities and municipal school districts.

While recycled products would probably fall under the state's existing Alaska Product Preference Code, I believe it is important to singularly identify them in state law. Presently, the only recycling operation in the state is located in Fairbanks; however, other such businesses would undoubtedly spring up depending on the success of recycling.

A second aspect of this legislation is to include municipalities and municipal school districts in the recycled product preference. Since the state and local governments are major purchasers of goods and services, we think that it is appropriate for them to make an extra effort to purchase Alaska recycled products when those products are "of comparable quality, of equivalent price, and appropriate for the intended use." The preference would statutorily vary from 3% to 7% based on added value of the end product; however, in most cases it should be 7%.

Recycling waste materials is prudent and timely. Currently, approximately 30 states either have existing recycled products preferences or are considering them. This industry can create new jobs for Alaskan workers. For example, the Fairbanks North Star Borough land fill was recently contracted to a private businessman who is recycling municipal garbage. The number of employees at that operation increased from nine, under Borough management, to twenty-five now that the plant is recycling.

Encouraging the use of recycled products through state and local purchase preference will give the industry a boost that will help recycling become a reality throughout Alaska.

Thank you for your consideration.

NSWMA

National Solid Wastes Management Association

March 15, 1988

Dear State Legislator,

Municipal solid waste disposal has become a significant issue for many public officials around the country. As our nation's disposal capacity decreases, these officials face tough choices about how to manage dwindling landfill space and other resources. Increasingly, you and your colleagues in state legislatures elsewhere may be called upon to participate in such discussions and to make important policy decisions.

To assist in this process, NSWMA has prepared a series of bulletins entitled "Facts on File," which focus on waste management and disposal questions. These bulletins, which will be sent to you periodically, are designed to provide unbiased, accurate information about major subjects of public debate. Future topics include:

- o Recycling: What does it mean and how does it work?
- o Hazardous Waste Disposal--A State Scorecard.
- o The Waste-to-Energy Option.

NSWMA is a trade association representing the private waste services industry in the U.S. and Canada. Our 2,800 members include refuse collectors, landfill and resource recovery operators, recyclers, equipment manufacturers, etc. These members are organized into 28 state chapters which play an active role in the legislative process. In addition to our technical and professional staff in Washington, we maintain eight field offices throughout North America.

If you would like additional information about the waste disposal industry, please don't hesitate to contact me.

Sincerely,



Joe Pattok

Deputy Director, State Affairs

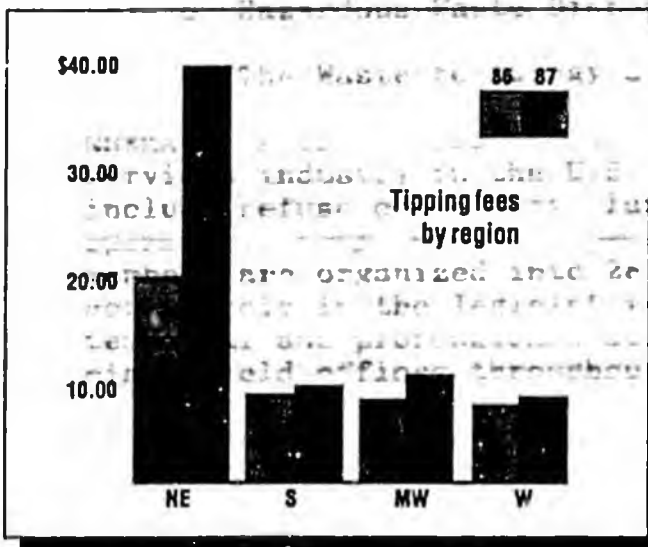
National tipping fee results

The rising cost of refuse disposal

Tipping Fee Survey—Regional Averages for Landfills

| | 1986 | 1987 |
|-----------|---------|---------|
| Northeast | \$20.59 | \$39.23 |
| South | \$10.95 | \$12.27 |
| Midwest | \$10.66 | \$12.71 |
| West | \$10.01 | \$10.75 |
| Nation | \$13.43 | \$20.36 |

■ Solid waste disposal costs are higher in the Northeast than in other regions and continue to rise at a faster pace. According to a recent survey of tipping fees conducted by the National Solid Wastes Management Association, northeastern landfills charged an average of \$39.23 per ton in 1987 — an increase of 52% over two years.* Around the country, average landfill fees rose by 43% to \$20.36/ton. Although some refuse is burned in waste-to-energy plants, landfills still receive about 85% of the nation's total.



■ Regional disparities among individual states are significant. Here are some representative examples:

| | \$/ton | | \$/ton |
|---------------|--------|--------------|--------|
| California | 9.50 | Michigan | 12.00 |
| Colorado | 7.50 | Minnesota | 26.75 |
| Connecticut | 60.00 | New Jersey | 30.84 |
| Florida | 25.00 | New York | 55.58 |
| Georgia | 10.50 | Ohio | 10.80 |
| Iowa | 4.00 | Pennsylvania | 25.00 |
| Illinois | 11.00 | Tennessee | 6.48 |
| Indiana | 13.50 | Texas | 9.00 |
| Maryland | 35.00 | Wisconsin | 12.50 |
| Massachusetts | 65.00 | | |

■ Why are disposal costs rising?

At present, every man, woman and child in the U.S. produces over half a ton of garbage per year — around 3.5 pounds each day. Unfortunately, as the volume of waste grows, disposal capacity around the country has declined. Faced with intensified concern about groundwater contamination, for example, local officials rarely approve the construction of new or expanded facilities. As a result, according to the U.S. Conference of Mayors, more than half of our cities will have exhausted their landfill capacity within ten years.

One result is that some communities — primarily on Long Island and in northern New Jersey — must now send their wastes to distant disposal sites in other regions. The cost of this procedure, which often requires building transfer stations to collect refuse for shipment, is extremely high: \$75 to \$125 per ton. Until additional landfills and resource recovery plants are built, such problems are unlikely to be resolved.

■ Are landfills safe?

Properly designed and maintained facilities safeguard the environment by isolating and containing waste. Such facilities often include protective liners to pre-

* "Tipping fees" are the price which trash haulers pay to unload at disposal facilities.

vent rainwater "leachate" from polluting underground water supplies. These liners are usually made of re-compacted clay or impermeable synthetic materials. When clay is used, the layer may be as much as 10 feet thick. And special leachate collection systems pump contaminated liquids to the surface for treatment.

■ **What's in Our Garbage?**

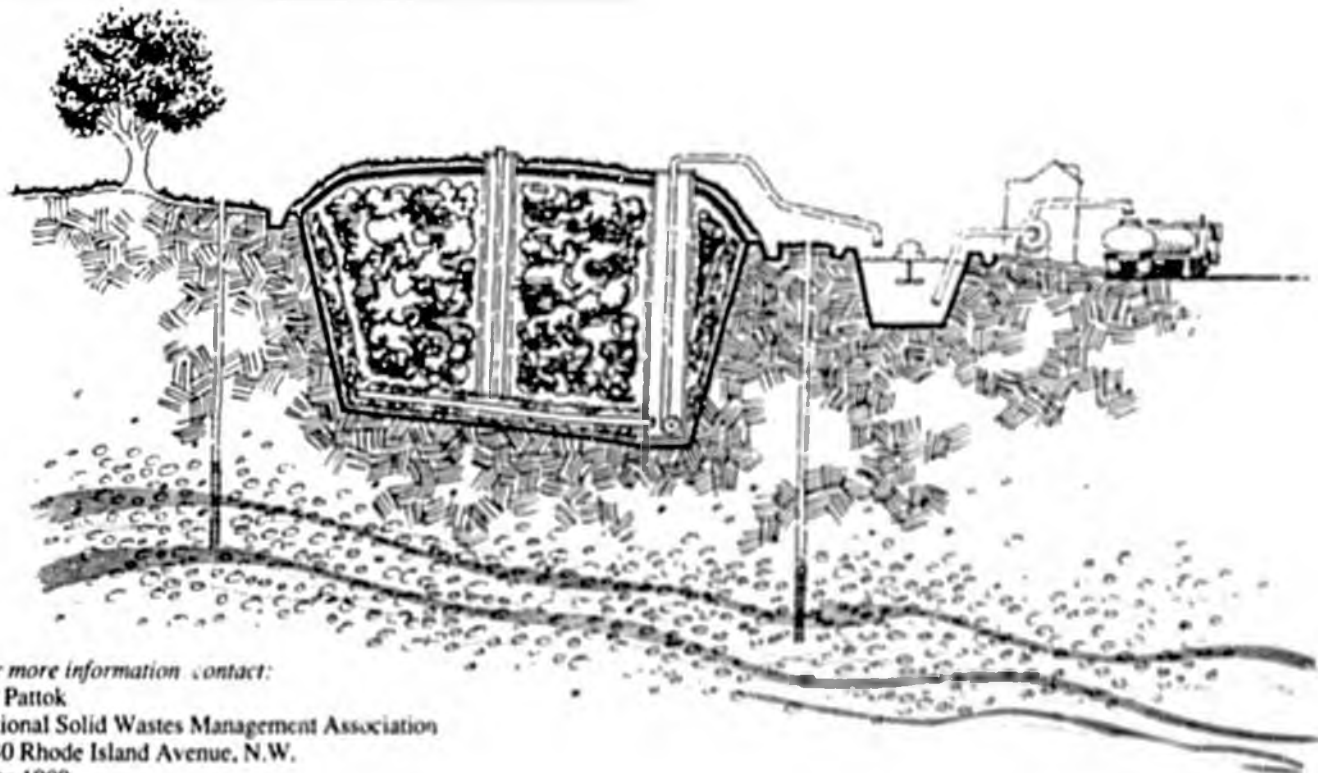
According to EPA, our waste stream includes several major components:

| | Amount (millions of tons) | % |
|----------------------|------------------------------|--------------|
| Paper and paperboard | 62.3 | 42.1 |
| Glass | 13.9 | 9.4 |
| Metals | 13.7 | 9.2 |
| Plastics | 9.7 | 6.5 |
| Rubber and leather | 3.4 | 2.3 |
| Textiles | 2.8 | 1.9 |
| Wood | 5.1 | 3.4 |
| Food Waste | 10.8 | 7.3 |
| Yard Waste | 23.8 | 16.1 |
| Other | 2.6 | 1.8 |
| Total | 148.1 | 100.0 |

■ **Solid Waste Generation and Collection**

Approximately 230 million tons of residential, commercial and industrial trash are generated in the U.S. each year. Leaving industrial refuse aside, the Environmental Protection Agency estimates that residential and commercial wastes — produced largely by American consumers — account for around 148.1 million tons. This figure is projected to reach about 180 million tons by the year 2000.

Who collects the garbage? Around 10,000 municipalities and private trash haulers pick up our country's rubbish. At present, private companies serve about 60% of all households and remove more than 90% of the nation's commercial refuse.



For more information contact:
 Joe Pattok
 National Solid Wastes Management Association
 1730 Rhode Island Avenue, N.W.
 Suite 1000
 Washington, D.C. 20036
 (202) 659-4613

Alaska State Legislature

STEVE FRANK

DISTRICT 20A
Finance Committee

1125 Sunset Drive
Fairbanks, Alaska 99701



White in Juneau
P.O. Box V
Juneau, Alaska 99811
(907) 465-3709

House of Representatives

TO: all House Members
FROM: Rep. Steve Frank
RE: House Bill 523 - recycled products
DATE: March 28, 1988

Continuing to bury our garbage in land fills makes little economic or social sense. The technology exists to recycle our municipal waste and the economics are right if the market will accept the recycled products.

House Bill 523 would statutorily recognize recycled products under the state product preference code and extend the recycled preference to include municipalities and municipal school districts. While recycled products would probably fall under the state's existing Alaska Product Preference Code, I believe it is important to singularly identify them in state law.

A second aspect of this legislation is to include municipalities and municipal school districts in the recycled product preference. Since the state and local governments are major purchasers of goods and services, we think that it is appropriate for them to make an extra effort to purchase Alaska recycled products when those products are "of comparable quality, of equivalent price, and appropriate for the intended use." The preference would statutorily vary from 3% to 7% based on added value of the end product; however, in most cases it should be 7%.

Recycling waste materials is prudent and timely. Currently, approximately 30 states either have existing recycled products preferences or are considering them. This industry can create new jobs for Alaskan workers. For example, the Fairbanks North Star Borough land fill was recently contracted to a private businessman who is recycling municipal garbage. The number of employees at that operation increased from nine, under Borough management, to twenty-five now that the plant is recycling.

Encouraging the use of recycled products through state and local purchase preference will give the industry a boost that will help recycling become a reality throughout Alaska.

Thank you for your consideration.

FISCAL NOTE

REQUEST:

Revision Date: _____
Title: "An Act relating to procurement preference for certain products"
Sponsor: Representative Frank
Requestor: State Affairs Committee

Agency Affected: Commerce & Econ. Dev.
BRU: Division of Business Development

Components: _____

EXPENDITURES/REVENUES: (Thousands of Dollars)

| OPERATING | FY 88 | FY 89 | FY 90 | FY 91 | FY 92 | FY 93 |
|-------------------|-------|-------|-------|-------|-------|-------|
| PERSONAL SERVICES | | | | | | |
| TRAVEL | | | | | | |
| CONTRACTUAL | | | | | | |
| SUPPLIES | | | | | | |
| EQUIPMENT | | | | | | |
| LAND & STRUCTURES | | | | | | |
| GRANTS, CLAIMS | | | | | | |
| MISCELLANEOUS | | | | | | |
| TOTAL OPERATING | | -0- | -0- | -0- | -0- | -0- |

| | | | | | | |
|---------|--|-----|-----|-----|-----|-----|
| CAPITAL | | -0- | -0- | -0- | -0- | -0- |
|---------|--|-----|-----|-----|-----|-----|

| | | | | | | |
|---------|--|-----|-----|-----|-----|-----|
| REVENUE | | -0- | -0- | -0- | -0- | -0- |
|---------|--|-----|-----|-----|-----|-----|

FUNDING: (Thousands of Dollars)

| | | | | | | |
|---------------|--|-----|-----|-----|-----|-----|
| GENERAL FUND | | | | | | |
| FEDERAL FUNDS | | | | | | |
| OTHER | | | | | | |
| TOTAL | | -0- | -0- | -0- | -0- | -0- |

POSITIONS:

| | | | | | | |
|-----------|--|-----|-----|-----|-----|-----|
| FULL-TIME | | -0- | -0- | -0- | -0- | -0- |
| PART-TIME | | | | | | |
| TEMPORARY | | | | | | |

ANALYSIS : (Attach a separate page if necessary)

CS HB 523 (L&C) extends a product preference for recycled products whenever they are of comparable quality of equivalent price and appropriate for the intended use. The preference applies to municipalities and school districts as well as the state. The implementation of this legislation will be handled within the division budget at this time.

Prepared by: Larry Merculieff, Director
Division: Business Development

Phone: 465-2017
Date: March 24, 1988

Approved by Commissioner: J. Anthony Smith
Agency: Department of Commerce & Economic Development

Date: March 24, 1988

Distribution (by preparer):
Legislative Finance
Legislative Sponsor
Requestor
Office of Management and Budget
Impacted Agency(ies)

HOUSE COMMITTEE REPORT

(11) _____

Date referred: 3/23/88

FURTHER REFERRALS:

DATE: 3/24/88

The Finance Committee has considered HB 523

"An Act relating to procurement preferences for certain products."

RECOMMENDS:

- replace with CSHB 523 (L & C) the same title
- attached amendment(s) a new title
- do pass
- do not pass
- no recommendation
- individual recommendations
- additional referral to the _____ Committee

ADOPTS: _____ letter of intent

ATTACHES NEW FISCAL NOTE(S):

- fiscal impact same as previous fiscal note published _____
- zero fiscal note same as previous zero fiscal note published _____
- zero with analysis

SIGNING DO PASS:

SIGNING OTHER RECOMMENDATIONS:

ADAMS Al Adams

SELL _____

FRANK _____

JEGER Steve Jeger

BOYER Max Boyer

ARSON Donald Arson

Al Adams
Chairman's signature

HOUSE COMMITTEE REPORT

(7)

Date referred: 3/4/88

FURTHER REFERRALS: Finance

DATE: 3/22/88

The Labor & Commerce Committee has considered HB 523

"An Act relating to procurement preferences for certain products."

RECOMMENDS:

- replace with CS HB523 (L+C) the same title
- attached amendment(s) a new title
- do pass
- do not pass
- no recommendation
- individual recommendations
- additional referral to the _____ Committee

ADOPTS: _____ letter of intent

ATTACHES NEW FISCAL NOTE(s):

- fiscal impact same as previous fiscal note published _____
- zero fiscal note same as previous zero fiscal note published 3/4/88
- zero with analysis

SIGNING DO PASS:

SIGNING OTHER RECOMMENDATIONS:

W. J. ...

David Doulley
Chairman's signature

HOUSE COMMITTEE REPORT

(7)

Date referred: 2/15/88

FURTHER REFERRALS: Labor & Commerce
Finance

DATE: 3-2-88

The State Affairs Committee has considered HB 523

"An Act relating to procurement preferences for certain products."

RECOMMENDS:

- replace with CS HB 523 the same title
- attached amendment(s) a new title
- do pass
- do not pass
- no recommendation
- individual recommendations
- additional referral to the _____ Committee

ADOPTS: _____ letter of intent

ATTACHES NEW FISCAL NOTE(S):

- fiscal impact same as previous fiscal note published _____
- zero fiscal note same as previous zero fiscal note published _____
- 2 zero with analysis

SIGNING DO PASS:

[Handwritten signatures]

SIGNING OTHER RECOMMENDATIONS:

[Handwritten signature]

 Chairman's signature



Alaska Environmental Lobby, Inc.

1000 BROADWAY, SUITE 100, ANCHORAGE, ALASKA 99502

907-586-2345

March 1, 1988

Rep. Steve Frank
Alaska State Legislature
P.O. Box V
Juneau, AK 99811

Re: HB 523

Dear Representative Frank:

We here at the Alaska Environmental Lobby support procurement preferences by state agencies for recycled Alaska products, as would be required by your bill, HB 523.

This bill does two things. It encourages the wise use of our resources by providing additional incentives for recycling, and it encourages the use of Alaska products, thereby helping to strengthen and diversify our state economy.

We particularly believe that initiative such as that demonstrated by Bernie Karl in Fairbanks should be encouraged and supported by the state. Mr. Karl's recycling/re-processing business has reduced garbage going into the Fairbanks landfill by 90%; has extended the landfill's life by 75 years; has added 27 jobs to the Fairbanks market; and, in so doing, has turned Fairbanksans' garbage into fuel, building materials, and re-cycled goods.

Actions by other state governments have increasingly shown the importance of recycling to our nation's economic and environmental health. This bill would be an important first step by this state in promoting the use of recycled products. Therefore, AEL supports the passage of HB 523.

Sincerely,

Gail Garton
Gail Garton
Executive Director

Alan Phipps

Alan Phipps
AEL Volunteer



CITY OF FAIRBANKS

Office of City Manager
410 CUSHMAN STREET
FAIRBANKS, ALASKA 99701
907-452-1881

March 24, 1988

Members of House Labor & Commerce Committee
P. O. Box V
Juneau, Alaska 99811

Re: HB523

Dear Committee Members:

Although I am reluctant to support legislation which applies the new state procurement code to municipalities, HB523 clearly promotes an overriding public benefit, through the enhancement of marketing and procurement of recycled materials, and should be considered as applicable to home rule and general law municipalities.

The City of Fairbanks purchasing department would purchase recycled products when they are of comparable quality, of equivalent price, (or lowest), and appropriate for the intended use.

The City is currently pursuing the test burn and purchase of refuse derived fuels (RDF) from our recycled municipal solid waste stream as an alternative to coal purchases that are currently our sole energy source.

Recycling of limited, renewable and non-renewable, resources should be promoted as good sound public policy to the greatest extent allowable by our state laws.

Very truly yours,

A handwritten signature in cursive script that reads "Brian C. Phillips".

Brian C. Phillips
City Manager

cc: Interior Delegation
Honorable Mayor and City Council



**Fairbanks
North
Star
Borough**

Mayor: Juanita Helms

March 23, 1988

Representative Steve Frank
House of Representatives
Pouch V
Juneau, Alaska 99811

Dear Representative Frank:

Thank you for your inquiry regarding the Fairbanks North Star Borough Administration's position on HB 523, "An Act relating to a preference for recycled products in state, municipal, and school district procurements.

By ordinance, the Fairbanks North Star Borough currently provides for a 10% bidder preference to local contractors. It is my feeling that HB 523 is consistent with Borough policy while promoting an additional incentive to stimulate our local economy and promoting environmental responsibility.

Additionally, we would request that the Department of Commerce provide municipalities with a list of approved recycled products; consistent with the current procedure undertaken in the Alaska Products Preference statutes for state agencies. We would request that this process be applied through HB523 as well.

Sincerely,

A handwritten signature in cursive script that reads "Juanita Helms".

Juanita Helms, Mayor
Fairbanks North Star
Borough

STEVE COWPER, GOVERNOR

**DEPARTMENT OF COMMERCE &
ECONOMIC DEVELOPMENT**

DIVISION OF BUSINESS DEVELOPMENT

P.O. BOX EE
JUNEAU, ALASKA 99811-0800
PHONE: (907) 465-2017

February 16, 1988

Dear Manufacturer:

Enclosed is a copy of the list of the preliminary classification of products for which application has been made for certification under the Alaska Product Preference. In accordance with regulation, this list is being published 45 days before the publication of the final list. The list is a preliminary list published so that interested parties may file objections if they have any.

According to regulations, "objections to any aspect of a preliminary list must be made in writing to the Commissioner no later than 30 days before the publication of the final list." Objections must be postmarked no later than March 1, 1988 and should be addressed to Sandi Anderson, Division of Business Development, Department of Commerce and Economic Development, P.O. Box D, Juneau, AK 99911-0800.

Inclusion on the preliminary list does not guarantee that the product or firm will be included on the final list to be published April 1. Final certifications of eligibility for Alaska Product Preference will be issued prior to the publication of the final list on April 1.

If you have any questions or need further information, please call Sandi Anderson at 465-2253 or 465-2017.

Sincerely,

Division of Business
Development

dg10486k
021688a
Enclosure

PRODUCT PREFERENCE LIST - BY PRODUCT
PRELIMINARY LISTING
FEBRUARY 16, 1988

PAGE 1

PRODUCT

ACETYLENE

BIG THREE LINCOLN ALASKA, INC.
6415 ARCTIC BLVD.
430 WEST COMMERCIAL, PALMER
ANCHORAGE AK 99515
APPROVED: Y CLASS: III

AGRICULTURAL CHEMICALS

ALAMASU, INC.
MILE 1403 1/2 ALASKA HIGHWAY
DELTA JUNCTION AK 99737
APPROVED: Y CLASS: III

ALTERNATIVE POWER ACCESSORIES

INVERTECH ALASKA
PO BOX 13168
MILE .25 WEST PETERSVILLE RD
TRAPPER CREEK AK 99683
APPROVED: Y CLASS: III

AMMUNITION - RELOADED

ARCTIC AMMUNITION COMPANY
PO BOX 771641
11141 KATLIAN DRIVE
EAGLE RIVER AK 99577
APPROVED: Y CLASS: III

ANIMAL BEDDING

THERMO-KOOL OF ALASKA, INC.
6348 QUINHACAK
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

ANIONIC EMULSIONS

EMULSION PRODUCTS OF ALASKA, INC.
4206 NORTH STAR DRIVE
HOLLAND AVIATION ST, NORTH POLE
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

ASPHALT CUTBACK

EMULSION PRODUCTS OF ALASKA, INC.
4206 NORTH STAR DRIVE
HOLLAND AVIATION ST, NORTH POLE
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

AUTOMATIC WEATHER OBSERVATION SYSTEM

ALASKA QUALITY CONTROL & TECHNICAL SVCS.
907 E DOWLING RD, SUITE 29
ANCHORAGE AK 99518-1427
APPROVED: Y CLASS: I

BATTERY PACKS

REVL, INC DBA REVL COMMUNICATIONS
200 W 34TH STREET, SUITE 321
549 W INT'L AIRPORT RD.
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

BUILDINGS - PREFABRICATED

O.K. LUMBER COMPANY, INC.
PO BOX 10449
649 FOHLOF STREET
FAIRBANKS AK 99710
APPROVED: Y CLASS: III

BUILDINGS, PRE-ENGINEERED

ALCHEM, INC.
3617 STRAWBERRY ROAD
ANCHORAGE AK 99502
APPROVED: Y CLASS: III

BUTTONS

NORTH STAR WOODCRAFTERS
PO BOX 90283
5901 ARCTIC BLVD #P
ANCHORAGE AK 99509
APPROVED: Y CLASS: III

CABINETS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

THE CABINET WORKS
6350 NEILSON WAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

CATIONIC EMULSIONS

EMULSION PRODUCTS OF ALASKA, INC.
4206 NORTH STAR DRIVE
HOLLAND AVIATION ST, NORTH POLE
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

CLOCKS

NORTH STAR WOODCRAFTERS
PO BOX 90283
5901 ARCTIC BLVD #P
ANCHORAGE AK 99509
APPROVED: Y CLASS: III

PRODUCT

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - PRECAST MANHOLES

A & E CONCRETE COMPANY
2140 E DIMOND BLVD.
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

PRE CAST COMPANY
8811 TOLOFF
2099 E 88TH
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - PRECAST MISC. ITEMS

PRE CAST COMPANY
8811 TOLOFF
2099 E 88TH
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - PRECAST UTILITY BOX

PRE CAST COMPANY
8811 TOLOFF
2099 E 88TH
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - PRECAST VAULTS

PRE CAST COMPANY
8811 TOLOFF
2099 E 88TH
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - PRESTRESSED GIRDERS

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - READY-MIX CONCRETE

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - RETAINING WALL CUBES

MALLINGER MASONRY
5984 LUND STREET
JUNEAU AK 99801
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - ROOF PAVERS

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - ROOFS

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - SLABS

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - STEPPING STONES

MALLINGER MASONRY
5984 LUND STREET
JUNEAU AK 99801
APPROVED: Y CLASS: III

CONCRETE PRODUCTS - SUPPORTS

ALASKA AGGREGATE CORPORATION
240 WEST 68TH AVENUE
7800 LAKE OTIS PARKWAY
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FAIRBANKS SAND & GRAVEL, INC.
PO BOX 1511
MILE 2.5 OLD RICHARDSON HWY
FAIRBANKS AK 99707
APPROVED: Y CLASS: III

PRODUCT

DON CHEMICAL CO DBA ALASKA MILL & FEED
114 NORTH ORCA
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

FERTILIZER

ALAMASU, INC.
MILE 1403 1/2 ALASKA HIGHWAY
DELTA JUNCTION AK 99737
APPROVED: Y CLASS: III

DON CHEMICAL CO DBA ALASKA MILL & FEED
114 NORTH ORCA
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

FIBERGLASS PRODUCTS

PROCTOR'S GROUP
HC02-7520
PALMER AK 99645
APPROVED: Y CLASS: III

FIBERGLASS SHELTERS

ALASKA FIBERGLASS PRODUCTS
200 W 34TH STREET, SUITE 321
5631 SILVERADO WAY, SUITE G
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

FILTER HOUSING

NORTHLAND ENTERPRISES, INC.
601 WEST 58TH AVENUE
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FIREPROOFING - SPRAY

KLONDIKE FOAM & FIREPROOFING, INC.
PO BOX 10220
3366 MINK LANE
FAIRBANKS AK 99710
APPROVED: Y CLASS: III

FISH FOOD - DRY PELLET

ICICLE SEAFOODS, INC.
PO BOX 8
SEWARD FISHERIES
SEWARD AK 99664
APPROVED: Y CLASS: III

FISH MEAL

ICICLE SEAFOODS, INC.
PO BOX 8
SEWARD FISHERIES
SEWARD AK 99664
APPROVED: Y CLASS: III

FISH OIL

ICICLE SEAFOODS, INC.
PO BOX 8
SEWARD FISHERIES
SEWARD AK 99664
APPROVED: Y CLASS: III

ICICLE SEAFOODS, INC.
PO BOX 8
SEWARD FISHERIES
SEWARD AK 99664
APPROVED: Y CLASS: III

FLOATATION BILLETS

WESTERN INSULFOAM, INC.
628 WESTERN DRIVE
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

FURNITURE - BOOK CASES

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - COMPUTER STANDS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - CREDENZAS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - DESKS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - FILING CABINETS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - ORGANIZERS

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

FURNITURE - TABLES

BUSINESS FURNITURE OF ALASKA, INC.
1301 E DOWLING RD, SUITE 106
5650 OLD SEWARD HWY, SUITE A
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

PRODUCT

WRANGELL FOREST PRODUCTS, LTD.
PO BOX 5380
MILE 6 ZIMOYIA HWY, WRANGELL
KETCHIKAN AK 99901
APPROVED: Y CLASS: III

LUMBER - TIMBERS AND CANTS

SOUTH CENTRAL TIMBER DEVELOPMENT, INC.
255 E FIREWEED LANE, SUITE 104
JACKALOFF BAY, AK
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

METAL - REINFORCING STEEL FABRICATION

ANCHORAGE SAND & GRAVEL CO., INC.
1813 EAST FIRST AVENUE
1800 E 2ND AVE/HIGHLAND DR
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

METAL - STEEL FABRICATION

ALLIED CONSTRUCTION SERVICES
7600 KING STREET
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

BOB'S SERVICES, INC.
2009 SPAR AVENUE
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

CONTRACTING SERVICES CO.
PO BOX 309
LOT #1, JOHNSON ROAD
SEWARD AK 99664
APPROVED: Y CLASS: III

STEEL FABRICATORS
2132 RAILROAD AVENUE
ANCHORAGE AK 99510
APPROVED: Y CLASS: III

METALS - STEEL FABRICATION

S & S WELDING, INC.
2908 COMMERCIAL DR
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

MULCH - HYDDROSEEDING

THERMO-KOOL OF ALASKA, INC.
6348 QUINHAGAK
ANCHORAGE AK 99507
APPROVED: Y CLASS: III

OIL CONTAINMENT BOOM

FIRE CONTROL SYSTEMS, INC.
PO BOX 4150
MILE 18 1/2 SPUR ROAD
KENAI AK 99611
APPROVED: Y CLASS: III

OXYGEN

BIG THREE LINCOLN ALASKA, INC.
6415 ARCTIC BLVD.
430 WEST COMMERCIAL, PALMER
ANCHORAGE AK 99515
APPROVED: Y CLASS: I

PAINT

ALASKAN PAINT MANUFACTURING COMPANY, INC
2040 SPAR AVENUE
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

PANELS - NONSTRUCTURAL CURTAIN WALL

THERMASAVE/APC
PO BOX 190747
AUDIE STREET, WASILLA
ANCHORAGE AK 99519-0747
APPROVED: Y CLASS: III

PANELS - STRUCTURAL SANDWICH FOAM

THERMASAVE/APC
PO BOX 190747
AUDIE STREET, WASILLA
ANCHORAGE AK 99519-0747
APPROVED: Y CLASS: III

PANELS - STRUCTURAL, INSULATED

WESTERN INSULFOAM, INC.
628 WESTERN DRIVE
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

PICTURE FRAMES

NORTH STAR WOODCRAFTERS
PO BOX 90283
5901 ARCTIC BLVD #P
ANCHORAGE AK 99509
APPROVED: Y CLASS: III

PIPE - PRE-INSULATED ARCTIC

VERTECS CORPORATION
PO BOX 111128
KLATT ROAD AT THE ALASKA RR
ANCHORAGE AK 99511
APPROVED: Y CLASS: III

PLASTIC PIPE LINE WEIGHTS

HUB CITY CONSTRUCTION, INC.
2775 HANSON ROAD
FAIRBANKS AK 99709
APPROVED: Y CLASS: III

PLAYGROUND EQUIPMENT

LOG SPECIALTIES, INC.
13327 BRANT WAY
BEAR CREEK MILLSITE, HOPE, AK
ANCHORAGE AK 99515
APPROVED: Y CLASS: III

PRODUCT

VAN CLEEVE PRINTING, INC.
409 W NORTHERN LIGHTS BLVD
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

PRINTING - SILK SCREEN

COMMERCIAL ART, INC.
PO BOX 1708
171 SHATTUCK WAY
JUNEAU AK 99802
APPROVED: Y CLASS: III

RAVEN SCREENS INC
616 12TH AVENUE
FAIRBANKS AK 99701
APPROVED: Y CLASS: III

SPECTRA SHIRTS
1200 E 76TH, SUITE 1204
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

STELLAR DESIGNS, INC.
1220 E 68TH AVE., #101
ANCHORAGE AK 99518
APPROVED: Y CLASS: III

PUMPS - DIESEL POWERED

WAUKESHA ALASKA CORPORATION
1301 HUFFMAN ROAD
6871 OLD SEWARD HIGHWAY
ANCHORAGE AK 99515
APPROVED: Y CLASS: III

REFLECTIVE BARRICADES

WARNING LITES OF ALASKA, INC.
591 WEST 67TH AVENUE
ANCHORAGE AK 99518-1555
APPROVED: Y CLASS: III

REFLECTIVE RUNWAY MARKERS

WARNING LITES OF ALASKA, INC.
591 WEST 67TH AVENUE
ANCHORAGE AK 99518-1555
APPROVED: Y CLASS: III

REFLECTIVE SIGNS

WARNING LITES OF ALASKA, INC.
591 WEST 67TH AVENUE
ANCHORAGE AK 99518-1555
APPROVED: Y CLASS: III

SCREENS - ALUMINUM

JUREK CONSTRUCTION COMPANY
348 WELL STREET
FAIRBANKS AK 99701
APPROVED: Y CLASS: III

SEEDS

ALAMASU, INC.
MILE 1403 1/2 ALASKA HIGHWAY
DELTA JUNCTION AK 99737
APPROVED: Y CLASS: III

SPORTING & ATHLETIC GOODS - CANVAS BAGS

CANVAS BAG COMPANY
3787 ERICKSON
FAIRBANKS AK 99709
APPROVED: Y CLASS: III

STAIRS, RAILINGS

S & S WELDING, INC.
2908 COMMERCIAL DR
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

STEEL FABRICATORS
2132 RAILROAD AVENUE
ANCHORAGE AK 99510
APPROVED: Y CLASS: III

TANKS

GREER TANK, INC.
PO BOX 190708
2921 W INT'L AIRPORT RD
ANCHORAGE AK 99519
APPROVED: Y CLASS: III

S & S WELDING, INC.
2908 COMMERCIAL DR
ANCHORAGE AK 99501
APPROVED: Y CLASS: III

STEEL FABRICATORS
2132 RAILROAD AVENUE
ANCHORAGE AK 99510
APPROVED: Y CLASS: III

TANKS - FIBERGLASS

ALASKA FIBERGLASS PRODUCTS
200 W 34TH STREET, SUITE 321
5631 SILVERADO WAY, SUITE G
ANCHORAGE AK 99503
APPROVED: Y CLASS: III

TRUSSES

JUNEAU TRUSS
5401 GLACIER HWY
JUNEAU AK 99801
APPROVED: Y CLASS: III

O.K. LUMBER COMPANY, INC.
PO BOX 10449
649 FOHLOF STREET
FAIRBANKS AK 99710
APPROVED: Y CLASS: III

TV EQUIPMENT - CLOSED CIRCUIT SURVEILLAN

SECURITY ENGINEERING OF ALASKA
PO BOX 772157
19133 UNALASKA CIRCLE
EAGLE RIVER AK 99577
APPROVED: Y CLASS: I

PRODUCT

WELDING REPAIR

S & S WELDING, INC.
2908 COMMERCIAL DR
ANCHORAGE AK 99501
APPROVED: N CLASS:

APPROVED: N = Not Approved
APPROVED: Y = Approved

The BidNet Link

Communication Between Buyer and Seller

The Importance of Buying Recycled Products

By Richard Keller and Nancy Vandenberg

The long-homeless garbage barge dramatized the social and political problems associated with solid waste disposal. Yet, even without the drama, there is sufficient cause for concern. According to a recent study for the Environmental Protection Agency (EPA) by Franklin Associates, Ltd., the United States produced 133 million tons of garbage in 1984; and it is predicted that this total will rise to 141 million tons in 1990. Although the capacity of resource recovery incinerators is expected to double during the same period, in 1990 there will still remain 128 million tons—or 41,290 bargeloads—of waste material for other disposal. As a consequence, states and cities all across the country are embracing recycling as a key waste management strategy.

Recycling will not work, however, if there are not adequate markets for the materials to be collected. One way to create these markets is to increase demand for products made with recycled content. In the "Post Barge Era," the government purchasing community has a major role to play in solving the government waste disposal problem. Strategies include:

- Buying for waste reduction, i.e. two-sided copiers; washable, not disposable, institutional linens.
- Buying recyclable materials, i.e. white, not yellow scratch pads.
- Buying rebuilt telephones, computers and automotive parts.
- Buying recycled plastic garbage bags and other recycled products.

Within a year, four out of every five Americans could live in a state with a program to buy recycled products.

An indication of the popular support for "buying recycled" is the number of preference programs being legislated. At least eighteen states and four local governments have enacted legislation favoring the purchase of recycled products, ten of these during 1986 or the first half of 1987. Together, those eighteen states represent 59% of the U.S. population. In addition, eleven other states—representing 22% of the population—are addressing this issue. Thus, it is conceivable that, within a year, four out of every five Americans could live in a state with a program to buy recycled products.

Activity is greatest in the Northeast where an action agenda for solid waste management proposed by the New York State Legislative Commission on Solid Waste Management, including a coordinated approach to recycled product procurement, has been endorsed by participants at the two major regional recycling conferences. Also, the New England Waste Management Officials Association and the National Recycling Coalition spon-

sored a seminar which brought together key purchasing and solid waste officials to discuss issues associated with buying recycled products. In the West, all three coastal states have addressed ways to strengthen their recycled product purchasing programs in the past year.

At the federal level, the EPA is poised to publish guidelines for purchasing recycled paper and re-refined lubricating oil, and additional guidelines are being developed.

It is becoming increasingly important for purchasing and solid waste agencies to work together to develop buying programs that can be implemented efficiently. The skills of the purchasing community are particularly needed in standardizing recycled product definitions. To illustrate this point, eight of the ten states that have defined recycled paper define it differently in terms of percentages and acceptable recycled feedstocks. This inconsistency is very costly. Manufacturers cannot produce a standard product that suits all markets. Instead, they must run special orders for each state's specifications. This problem is also beginning to appear with recycled plastic products. Emerging national standards are included in the following definitions.

DEFINITIONS

General

Postconsumer waste material: any product generated by a business or a consumer which has served its intended end use, and which has been separated from solid waste for the purposes of collection, recycling and disposition and which does not include secondary waste or secondary waste paper material.

Secondary waste material: industrial by-products which would otherwise go to disposal facilities and waste generated after completion of a manufacturing process, but specifically excludes internally generated scrap commonly returned to industrial or manufacturing processes such as home scrap and mill broke. (Mill broke is the waste generated on-site at a paper mill.)

(continued on page 2)

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Recycled Products (continued from page 1)

Paper

Recycled paper product: any product having a total weight consisting of not less than 50% postconsumer waste materials and/or secondary waste paper material.

Secondary waste paper material: paper waste material generated after completion of a papermaking process, including but not limited to envelope cuttings, bindery trimmings, printing waste, cutting and other converting waste, butt rolls and mill wrappers; except that secondary waste paper material shall not include fibrous waste generated during the manufacturing process, such as fibers recovered from wastewater or trimmings of paper machine rolls, fibrous by-products of harvesting, extractive or woodcutting processes, and odd forest residue such as bark.

Plastic

Recycled plastic product: any plastic product with a total weight consisting of not less than 25% of postconsumer waste material and/or secondary recycled plastic content.

Secondary waste plastic: obsolete product inventories, overruns, contaminated industrial scrap and manufacturing wastes generated after a production process, but specifically excludes internally generated scrap, or home scrap, because it is commonly returned to the production process and also excludes off-spec virgin resins.

OPPORTUNITIES TO BUY RECYCLED

There is no reason to restrict recycled purchases to the obvious. Purchasing agencies, and the agencies they serve, can take credit for every single ton of recycled content in items used each year.

Paper Products

Paper towels and tissue products for institutional use: these now are made universally with recycled content. Depending on the supplier, content can be 100% recycled with very high percentages of postconsumer content.

The BidNet Link

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Newsprint: items like the *Federal Register* and draft legislation can be made from recycled newspaper. There is sufficient competition around the country to satisfy federal government needs.

Pad backing, file dividers, legal pads, book covers, and so on: recycled content is now the industry standard. If these are not currently purchased with recycled content, they should be.

There is no reason to restrict recycled purchases to the obvious.

Fine and printing papers: these are available, but harder to get. The preferences for paper target those papers which always cannot be purchased competitively with their virgin counterparts.

Other Types of Products

Plastic garbage bags: these are available with secondary recycled content, though that fact is rarely publicized. One company consumes 60,000,000 lbs. of recycled polyethylene per year for a well known brand, but so far, this information is kept quiet. New York State specifications specifically allow recycled content.

Carpet and carpet pads: recycled polyester fabric scraps and recycled PET bottles and scraps are used for carpet pads. Recycled PET bottles and recycled nylons are being used for commercial grades of carpet.

Fatigue mats, plastic runners and urinal screens: all are being made from recycled plastic.

Playground equipment: this can be made from recycled plastic.

Recycled plastic car bumper stops: at least two firms, one in Iowa, the other in Florida, market these.

Retreaded tires: these are available for passenger cars, and retreading services are standard for trucks and heavy equipment.

Recycled and rebuilt automotive parts: these have become a major cost saver for insurance agencies and individuals. They are equally available to government buyers.

Solvents: recycled solvents are adequate to clean equipment. Solvent reclaiming service solves the expensive disposal headache and reduces hazardous waste while it increases use of a recycled product.

Other Agency Purchases

Everything governments use is not purchased by the procurement agency. Many items, particularly in construction, are bought by contractors or other agencies.

Recycled asphalt: nearly every state allows recycled asphalt in its specs, but use is not universal. In New York State only about 5% of the contracts include recycled asphalt. How can use be increased?

Recycled concrete: Michigan, recycled concrete is so reusable and contractors don't expect to be paid to take it away. Michigan also allows recycled concrete as an aggregate in concrete construction. It also can be used as sub-base or structural fill in many states. New York State is now encouraging this use.

Coal combustion fly ash in cement: redi-mix concrete suppliers use it regularly in New England. Contractors in Nebraska prefer it. Can use be expanded in all states? All state specifications allow it.

Resource recovery plant ash: structural properties already have
(continued on page 5)

Recycled Products (continued from page 2)

been proved for some uses. If current testing programs prove that contaminants don't reach into the environment, there will be plenty of this material available for use. It bears watching.

Glass as structural fill: some regions have few users of waste glass. Whenever supply outstrips demand, it can be used to replace gravel.

Compost: yard wastes are nearly 18% of municipal refuse according to the Franklin Associates study for EPA. Communities can use compost as a soil amendment in parks, on government and institutional grounds, and along highways.

Scrap tires as an energy resource: tires are noxious in disposal facilities. If the retreading and rubber re-use industries cannot absorb all the scrap tires, every effort should be made to determine their feasibility as fuel.

Insulation: weatherization programs still are insulating homes and buildings to achieve energy conservation. These programs, and construction contracts can specify recycled insulation. Various types of insulation can use recycled materials:

- Cellulose—80% old newspaper
- Fiberglass—can be made from postconsumer bottles
- Rigid foam—almost universally contains recycled plastic
- Mineral wool—often is made from industrial slags

RECORDS AND SIMPLIFYING THE RECORD-KEEPING PROCEDURES

The next key issue affects buyers and vendors alike. Even if every product a purchasing agency bought during a year had recycled content, it wouldn't count unless there was proof in the records. But, records can't reflect recycled content in purchases unless the vendors provide that information when products are offered on competitive bids. Landmark legislation in Rhode Island and Iowa has set the precedent. In those two states, *(continued on page 6)*



Examples of savings on traffic supplies by one western city:

| Item | BidNet Client | Next Lowest Bidder | Savings |
|----------------|--------------------|--------------------|---------------|
| Sign Faces | \$ 7,052.70 | \$ 8,743.00 | 23.96% |
| Roll Goods | \$10,459.35 | \$12,208.00 | 16.71% |
| Letters | \$ 603.90 | \$ 654.50 | 8.37% |
| TOTALS: | \$18,115.95 | \$21,606.50 | 19.26% |

Other examples of savings acquired through BidNet:

- Savings of 65% off list price for projection lamps for a southern junior college (10% better than previous contracts);
- 15.2 percent saved on computer paper for a northeastern town;

ABOUT BidNet

D & B Credit Reports Now Available to Purchasers through BidNet

Through a special arrangement with Dun & Bradstreet Credit Services, public purchasing offices now can obtain D & B Business Information Reports (generally referred to as credit reports) through BidNet on an as-needed, pay-only-for-what-you-order basis. The Business Information Reports, which assist purchasers in evaluating the capabilities of bidders to perform under contract, previously were available on a subscription basis only.

The information provided by a Business Information Report about a company includes:

- Name, address, and telephone number
- Name and title of chief executive
- Products and services sold
- D & B rating
- When started
- Special events (such as a fire)
- Payment record
- Changes (such as a move)
- Sales
- Net worth
- Number of employees
- Size, type and location of facilities
- Credit history
- Financing
- Condition
- Trend

To obtain more information, or to order an individual D & B Business Information Report, contact BidNet at 1/800/543-0495, extension 1000. When ordering, please provide the name of the company and the state in which it is located. An invoice for \$50 will be included with each written report mailed to a purchasing office that sends its bid solicitations to BidNet. Purchasing offices which do not send their solicitations to BidNet will be invoiced at the rate of \$75 per credit report ordered through BidNet. ■

- 9.3 percent (\$618) saved on uniforms for a southern city;
- \$900 savings on a \$37,000 contract with a northeastern county for propane;
- 1.1% on a flat trailer for a southeastern county;
- 8.2% on a vibratory compaction roller for a southern city's transportation division;
- 18.86% on linen supplies for a northwestern state. ■

Recycled Products (continued from page 5)

vendors will be required to provide recycled content data when they respond to bids.

Records can't reflect recycled content in purchases unless the vendors provide that information when products are offered on competitive bids. Landmark legislation in Rhode Island and Iowa has set the precedent.

Solid waste agencies want to know how much of their recyclable supplies are consumed by their government's purchases. For instance, one ton of 100% recycled towels consumes slightly more than one ton of waste paper. These agencies also should be pleased to handle the analytical work if the data is supplied through purchasing records. Purchasing agencies already gather most of the information that is needed. For recycled products, only two bits of data are missing—percentage of recycled content and unit weight.

Percentage of recycled content: percentages can range from 0% (virgin product) to 100%. Vendors can certify to a minimum recycled content in products shipped. Comparison of the two will allow federal purchasing agencies to determine if minimum content standards can be raised.

Unit weight: this data can be provided by purchasing officers as supplied by vendors. It is important because supplies of recyclable feedstocks are recorded in pounds or tons.

Performance: purchasing agencies test the products they buy and reject those that don't work. A common, but rarely substantiated, complaint about recycled products is that they don't meet performance requirements. The primary objective [of buying recycled products] is to reduce waste; if recycled products don't work, they become waste. But, they deserve a fair trial. Tests should be run on the competing virgin product as well. A summary record of the tests and products that fail will serve everyone's needs.

The primary objective [of buying recycled products] is to reduce waste; if recycled products don't work, they become waste.

Specifications reviewed and those that are changed: many specifications were reviewed in the 70's to remove discrimination against recycled content. Records of specifications that allow recycled content can be used to alert suppliers and the public that recycled content is welcome.

Preference dollars spent: for states that allow a price preference for recycled products, this information allows analysis of the costs versus the benefits of reduced waste disposal. A very simplified example: if preference costs for recycled paper were \$50,000, 5% recycled paper was purchased and disposal costs were \$50 per ton, all paper purchased over 2,000 tons saves the taxpayers money.

Manufacturers: purchasing agencies commonly record manufacturer's names, and they usually know where the product is made. This information is valuable for economic incentive pro-

grams now being discussed in many states. If recycled products commonly are purchased from other regions of the country, would economic incentives attract manufacturing capacity into the local region, especially if recyclable feedstocks can be supplied? It worked in Oregon, and Oregon now is a net importer of postconsumer newspapers.

Simplifying the recordkeeping burden: computers are the answer to easy records and reports, and purchasing agencies are automating right now. If purchasing software can recognize recycled content, most of the recordkeeping and reporting can be done by punchbutton.

According to purchasing software experts, records of recycled purchases can be flagged when recycled content greater than 0% is entered on the normal purchasing record. The computer can then generate, by time period, reports on:

- the total number of purchases
- the total number of purchases of a given item containing recycled materials in comparison to purchases of virgin materials
- quantities of consistent units of a given item
- which departments use recycled products
- total dollars spent on recycled products
- comparative values of recycled versus virgin products
- recycled products by vendor or manufacturer

Individual records can be examined for special information, such as locations of manufacturers, specific recycled content percentages and other information useful to solid waste planners. The analytical burden can be carried by the agency with the most interest, but only if the records are easily available.

Costs: the cost for this additional feature is nothing, if it is designed into the system at the outset. Costs for adapting existing software depend on the type of system in use, its complexity and capabilities and the extent of demand for such adaptations.

Resources

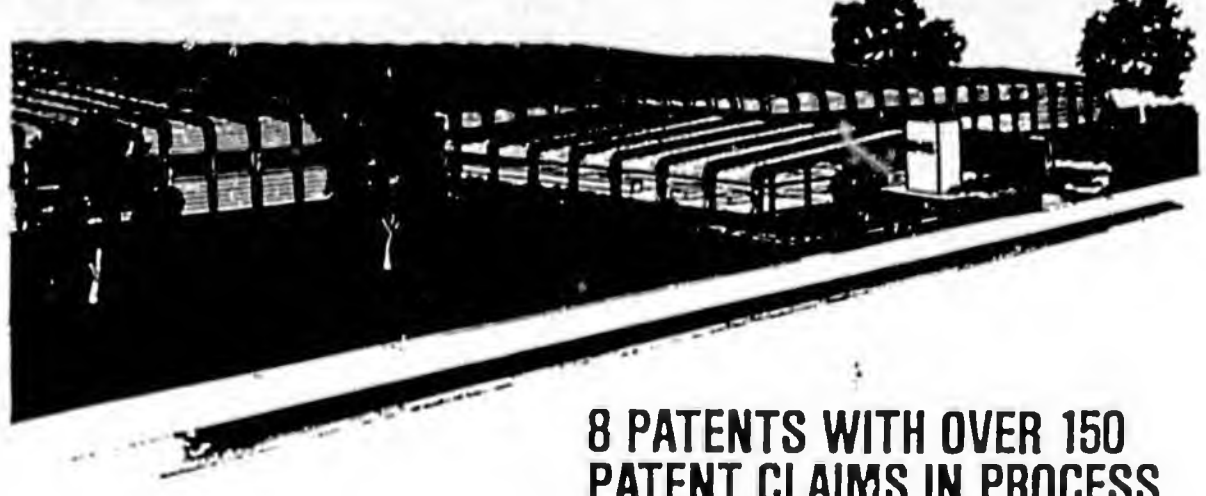
Unfortunately, no up-to-date directories of recycled products exist. A listing of organizations and suppliers is available, however, from Mr. Keller, c/o the Maryland Energy Office, 301 West Preston Street, Baltimore, Maryland 21201. A listing of state and city procurement programs for recycled products also is available from Mr. Keller. ■

AUTHORS

Richard Keller is the Manager of Procurement and Waste Management for the Maryland Energy Office and is a frequent speaker on recycling and energy issues. As a result of his work, the U.S. Department of Energy gave the State of Maryland two 1985 awards for energy innovation for the programs in buying recycled paper and promoting auto and truck recycling. Maryland programs are often used as models by other organizations. Mr. Keller serves on the Board of Directors of the National Recycling Coalition and is a member of the Maryland Public Purchasing Association. He has been named the 1987 Outstanding Government Leader of the Year by the National Recycling Coalition.

Nancy Vandenberg is a consultant in marketing development for recycled products. She coordinates Markets for Recycled Products at the Council on the Environment of New York City, conducts feasibility research on EPA guidelines, and is a frequent lecturer and contributor to the trade press. The organizations of which she is a member include the National Recycling Coalition and the International Coalition of Procurement Standards.

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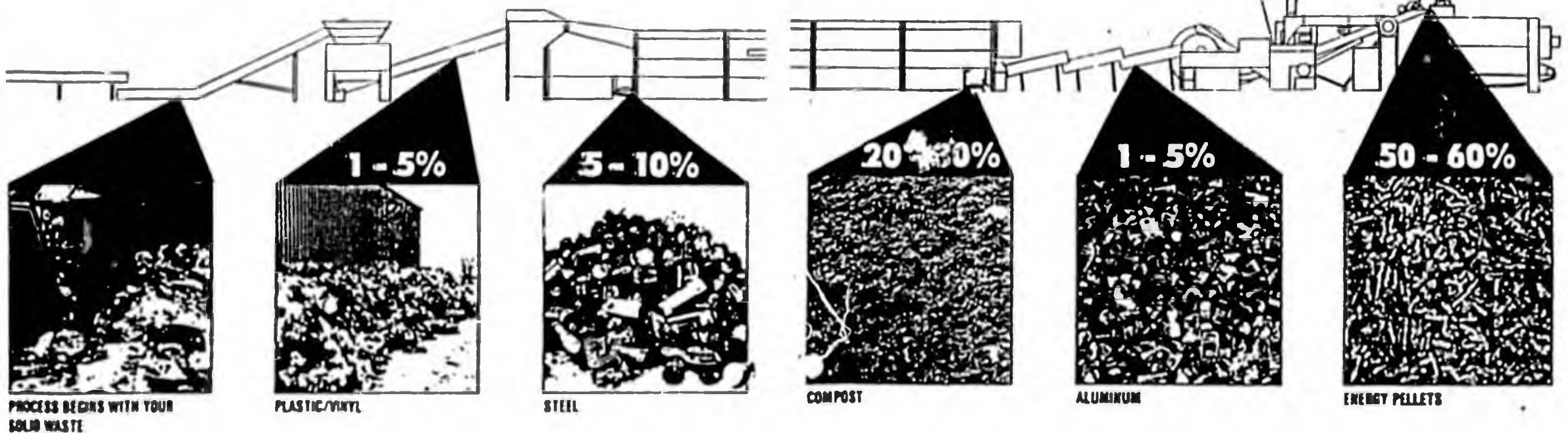


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PROCESS BEGINS WITH YOUR SOLID WASTE

PLASTIC/VINYL

STEEL

COMPOST

ALUMINUM

ENERGY PELLETS