

Performance Track Leading Practices

Implementing an Environmentally Preferable Procurement Program at Xanterra South Rim Grand Canyon

Costs and Benefits of Xanterra's EPP

Costs	Savings and Other Benefits
Wide range of implementation costs depending on the scale of a facility's procurement needs.	Reduced environmental footprint of facility's upstream operations.
IT investment to manage green products database.	Green products cut down on waste disposal costs—\$75,000 savings at Xanterra Resorts.*
Training to educate purchasing department on green standards.	Resource-efficient equipment reduces operating costs.
Nominal cost increase for green products if there is a price premium.	Provides marketable improvements in corporate environmental performance.
	*2008

PERFORMANCE TRACK FACILITY

Xanterra South Rim Grand Canyon, Arizona

GOAL CATEGORY

Material Procurement

RELATED INDICATORS

Upstream: recycled content (pounds)

OVERVIEW

An increasing number of Performance Track facilities are adopting environmentally preferred purchasing and procurement policies in order to reduce supply chain costs and address upstream environmental impacts. Performance Track member Xanterra South Rim, LLC at the Grand Canyon—a resort that contracts with the National Park Service—has exhibited leadership in this area through its comprehensive Environmentally Preferable Procurement (EPP) program.

Procurement of green products contributes to annual targets in Xanterra's environmental management system, and the facility reports its progress to Performance Track under its goal to increase procurement of products with recycled content. Natural and/or local food items, aggressive vendor take-back programs, and reduced packaging material use also qualify in the EPP as sustainable products or practices. In addition to its recognition by Performance Track, Xanterra South Rim was awarded EPA's WasteWise Gold Achievement Award for Green Purchasing in 2006. Also in 2006, EPA designated the facility's parent company, Xanterra Parks and Resorts, as a Performance Track Corporate Leader.

HOW XANTERRA'S EPP WORKS

Within the framework of Xanterra's EPP, "green" products have a variety of environmental attributes, including post-consumer recycled content, recyclability, durability and reusability, amount of packaging, energy and resource requirements, and the amount of natural resources consumed over the product's useful life. In addition,



Xanterra's EPP helps staff increase their purchases of environmentally preferable products.



Xanterra's director of environmental affairs reviews and authorizes all capital expenditures to ensure the comprehensive environmental review for all major purchases.

Examples of new environmentally preferable products at Xanterra South Rim include energy and water efficiency technologies; chlorine-free, 100 percent post-consumer recycled content copy paper; and green cleaning products. The facility EPP also extends to outside service contractors used at Xanterra facilities: the South Rim Lodge uses Green Seal certified cleaning contractors. In addition, Xanterra has made strides to close the loop on its waste stream by buying recycled content materials equivalent to more than 10 percent of the paper and 25 percent of the plastic it recycles.

IMPLEMENTATION OF AN EPP

A robust EPP program requires examining purchases from a new perspective and questioning previously unchallenged assumptions. Some facilities have found that developing an "approved products list" simplifies the purchasing process, while others rely on a list of prohibited attributes for reference. At Xanterra South Rim, the purchasing department evaluates stock items and other product purchases according to multiple environmental attributes and according to the highest resource efficiency for a particular design and function. Products are evaluated in a database, which is indexed and updated regularly at the facility level according to regional suppliers and the needs of each Xanterra facility at national parks across the country. The database forms the foundation of Xanterra's EPP policy and each product is benchmarked against a set of quantifiable goals and targets based on:

- ★ An environmental assessment—a scoring system that attempts to measure a product's environmental impacts throughout the product's life cycle, including raw material acquisition, manufacture, transportation, use, and disposal.
- ★ An updated inventory of environmentally preferable products from past purchases.
- ★ An environmentally preferable capital expenditures protocol to assist in weighing the attributes and impacts of capital items prior to purchase.
- ★ Direct communication with key suppliers explaining environmental goals and responsibilities.
- ★ A policy on product packaging to limit waste.
- ★ A guide on how to purchase fuel-efficient vehicles.
- ★ A sustainable food program to purchase more organic, local, sustainable food products.

The EPP database is maintained by the purchasing department and used to track and calculate recycled content and other environmental attributes. For example, if 100 pounds of 30 percent recycled-content paper is purchased, the EPP calculation is 30 percent of 100 pounds = 30 pounds. Weights are entered into the database based on the indicated gross weight of the individual product on the shipping manifest. This number is set as



Xanterra's EPP ensures that company fleet vehicles are the most fuel-efficient in their class.

a standard for all future cases of the same product ordered from the same manufacturer.

BENEFITS

Adopting an environmentally preferable purchasing policy helps facilities identify opportunities to reduce material costs and can also present cost-neutral opportunities to improve overall environmental performance. It requires looking beyond the initial cost of a product or of a procedural change and examining the savings resulting from reduced material handling, reporting requirements, pollution abatement, or disposal costs that could accrue as environmental risks associated with procurement mount. In 2008, Xanterra Parks and Resorts avoided \$75,000 in disposal costs through its recycling and waste prevention program.

Beyond potential cost savings, the environmental benefits of greener procurement include reduced upstream energy and water consumption, decreased use of scarce natural resources, and reduced waste generation. Xanterra's EPP efforts have strengthened its commitment to sustainable operations while also having the indirect benefit of encouraging customers to consider environmental attributes when making purchasing decisions.

RESOURCES FOR MORE INFORMATION

EPA Environmental Preferred Purchasing (EPP) [<http://www.epa.gov/epp/>] helps the federal government and its contractors buy green by providing information about green products and services, helping buyers calculate the costs and benefits of purchasing choices, and disseminating best practices for managing green purchasing processes.

EPA Environmentally Preferable Purchasing (EPP) Database [<http://yosemite1.epa.gov/oppt/eppstand2.nsf>] provides environmental information on more than 600 products and services, with standards and guidelines and vendor lists of product brands that meet these standards.