



SmartPay<sup>®</sup>

*Supporting your mission*

U.S. General Services Administration

# Sustainable Purchasing with Biobased Products

Alex Stever

## GSA SmartPay TRAINING FORUM

August 6-8, 2024  
New Orleans, LA



# Continuous Learning Points (CLPs)

For attendees that have an active DAU/FAI CSOD account and provided their DAU/FAI CSOD account information at the time of Forum registration:

- CLPs earned during the Forum will be automatically uploaded to your DAU/FAI transcript and will count towards your certifications (like FAC-COR, FAC-PM, etc.) that are housed within the DAU/FAI system
- After the Forum, please do not submit a request to upload your earned CLPs to DAU/FAI CSOD on your own
- Allow 4–6 business weeks for the CLPs to be displayed on your DAU/FAI transcript
- For questions, please contact [pshctraining@gsa.gov](mailto:pshctraining@gsa.gov)

# Course Objectives

***After completing this course, you will be able to:***

- Discuss the statutory basis for purchase and fleet cardholders to give preference to biobased products
- Describe the positive effects of the use of biobased products on the planet and in the home, workplace, and U.S. economy
- Explain to purchase card holders how to conduct market research to purchase biobased products
- Inform purchase cardholders on methods to locate biobased products in retail stores and online catalogs
- Be proactive in encouraging purchase cardholders to purchase and use biobased products



*Biobased Products  
Available Through  
AbilityOne*

# What Is a Biobased Product?

- A product composed of renewable biological components—agricultural, forestry, marine materials, and chemicals
- Legislative definition for biobased products does not include food, feed, or fuel



*Biobased Binders*



*Skilcraft Biobased Cleaner*



*Biobased Dishwashing Pods*



*Biobased Coffee Pods*



*Biobased Drain Cleaner  
91 percent biobased*



*DuckSorb®  
sorbents offered  
through AbilityOne*

# Which of these could be biobased products?

1.



2.



3.



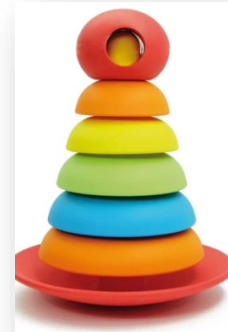
4.



5.



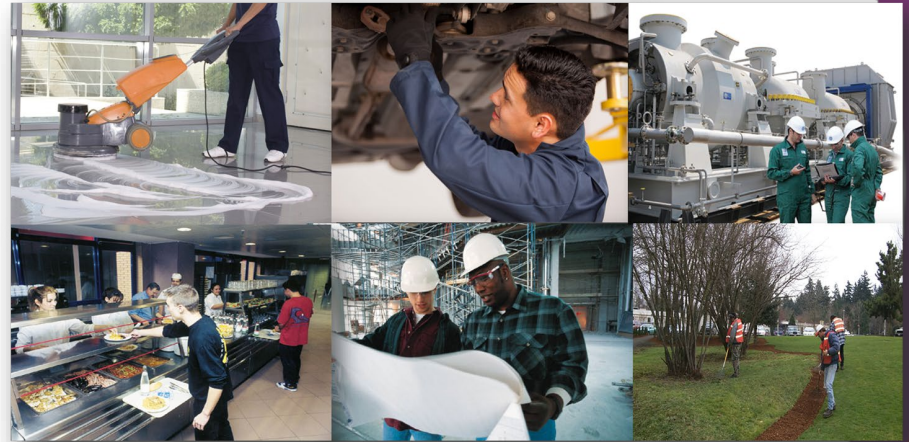
6.





# The BioPreferred® Program

- Managed by the U.S. Department of Agriculture (within Rural Development)
- Established by the 2002 Farm Bill
- Identifies and seeks new markets for biobased products
- Two major program elements
  - Federal Purchasing Preference
  - Voluntary Labeling Program



# Federal Purchasing

- Federal agencies and Federal contractors are required to buy biobased products in categories designated by USDA
- Currently, 139 diverse categories including cleaning products, motor oils, lubricants, and adhesives
- About 9,160 products in the BioPreferred Program catalog that qualify for preferred Federal purchasing
- Applies to purchase card purchases



# USDA Certified Biobased Product Label

- Companies may apply to have their product tested and certified to help in locating biobased products





# Why is Biobased Product Purchasing Important?

- Priority for this Administration
- Good for the U.S. economy and jobs
- Good for the environment
- Good for health and safety
- Drives U.S. innovation



*BioPreferred Program Team exhibiting at various conferences*

# Administration Emphasis Includes New Executive Orders

- **Executive Order 14057**  
Catalyzing Clean Energy Industries and Jobs Through Federal Sustainability
- **Executive Order 14081**  
Advancing Biotechnology and Biomanufacturing Innovation: Modernizing Regulation Under the Coordinated Framework



# Bipartisan Support and Administration Emphasis

- **2024 Farm Bill**  
Farm Security and Rural  
Investment Act
- **S. 2452 & H.R. 5134**  
Biomanufacturing and Jobs Act



# Biobased Products Benefit the U.S. Economy

The Number of  
People Employed

**3.94  
Million**

in the U.S.  
biobased products  
industry in 2021

Value-added  
Contribution to the U.S.  
Economy

**\$489  
Billion**

from the U.S. biobased  
products industry  
in 2021

The Jobs  
Multiplier

**2.4**

For every  
biobased product  
industry job, 1.4  
more jobs are  
supported in the  
United States

Daystar, J., Handfield, R.B., Golden, J.S., and S. Pires (2024). An Economic Impact Analysis of the U.S. Biobased Products Industry: 2023 Update



# Biobased Companies in 50 States

- Over 2,497 companies participate in the BioPreferred Program
- Products registered in catalog from all 50 states—from multinational companies to small businesses
- 9,160 products in the catalog qualify for Federal purchasing
- 8,442 products have received the USDA Certified Biobased Product Label
- 56 countries have products in the catalog



*As of 5/1/2024*

# Good for the Farmer and Rural America

- New markets for farm commodities
- New uses for fibers after food harvest
- Helps to stabilize markets for farmers
- New manufacturing close to the farm gate



*Products from agricultural waste*

# Good for the Environment



Plants sequester carbon in the soil, removing CO<sub>2</sub> from the atmosphere.

# Environmental Benefits of Biobased Products

Petroleum avoided by using biobased products amounts to a savings of up to 10.7 million barrels of oil annually, equivalent to taking over 200,000 cars off the road.

*An Economic Impact Analysis of the U.S. Biobased Products Industry: 2023*

With proper disposal after use, biobased products could offer more than 65% greenhouse gas emissions savings.

*European Commission, Directorate-General for Research and Innovation, Environmental Impact Assessments of Innovative Biobased Products: Summary of Methodology and Conclusions, Publications Office, 2019*





# Biobased Products in the Environment

- Biobased enzymes in laundry detergent allow cold water washing and can reduce energy costs by 30 percent
- Biobased de-icers may replace salt-based de-icers, which are harmful to plants and wildlife
- Biobased plasticizers may replace harmful BPA in disposable plastics
- Biobased agricultural waste and bacteria are being used to create chemical-free fertilizers



# Health and Safety

- The EPA Janitorial Products Pollution Prevention Project indicates a single custodial worker uses 194 lbs. of chemicals annually, approximately 25 percent of which are hazardous substances.
- The USDA Office of Operations switched to requiring biobased products in janitorial contracts and found there were:
  - fewer sick days for cleaning staff
  - fewer rashes and breathing issues for cleaning staff
  - positive response from building occupants



# Biobased Products Encourage Innovation



*NewGen Surgical™ have five biobased surgical products that have earned the USDA Certified Biobased Product Label (California)*



*Norwex USA, Inc. cutting board from rice husk waste (Texas)*



*Baron Leather "Pure" products are a biobased leather alternative (Georgia)*



*Vgard® helmets and hardhats from sugarcane (Pennsylvania)*



*Sinomax-USA memory foam products from bamboo and soy (Texas)*

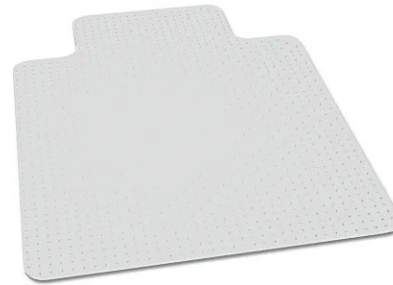
# Purchasing Biobased Products: Retail Stores



Carpet Cleaner  
Walmart



Multi-Purpose  
Cleaner—Target



Skilcraft® Products  
Office Depot



Laundry  
Detergent  
Kroger



Soil Conditioner  
Lowe's



Coffee Filters  
Whole Foods



Hand Sanitizer  
CVS



# Purchasing Biobased Products in Online Catalogs



Degreaser  
Grainger Industrial  
Supply



Lithium Grease  
Amazon



Rid-X  
Ebay



Chair Mat  
Overstock



Firearm Cleaners  
Walmart



Hydraulic Fluid  
Zoro



GOJO Hand  
Cleaner  
MSC Industrial  
Supplies

# Purchasing Biobased Products: GSA Advantage!®

- Use Advanced Search
- Click on BioPreferred Items

Limit Results to:

## GREEN/OTHER

 BioPreferred items

 EPEAT registered

 FIPS 201 approved items

 Hazmat Item

 Meets Recommended Ecolabels

 WaterSense items



6508016941820

**CLEANING & BREAKROOM**

Mfr: ABILITYONE

**\$90.34** ~~8X~~

From 13 sources



DISAST  
PURCH

FSSI

4 days delivered ARO

### Description

SANITIZER, HAND, REFILL

### Contractor:

TSRC INC. DBA FRANK PARSON

includes:  S  W  WO

Contract#: 47QSEA20D008E

# Purchasing Biobased Products: Federal Sources



Hand Cleaner and Drain  
Maintenance  
GSA Advantage!®

Biobased Products also  
available through FedMall  
and GSA Global Supply™



Laundry Detergent,  
Correction Tape, Binders  
AbilityOne

# Biobased Products for Fleet Use



Motor Oils



Rust Remover



Lubricants



Degreasers



# The BioPreferred Program Website

USDA  
United States Department of Agriculture

ABOUT USDA | ASK THE EXPERT | CONTACT US | LOG IN | SEARCH SITE

BioPreferred

HOME ABOUT BIOBUZZ CATALOG CATEGORIES FAQS CONTACT US TOOLS

POPULAR TOPICS

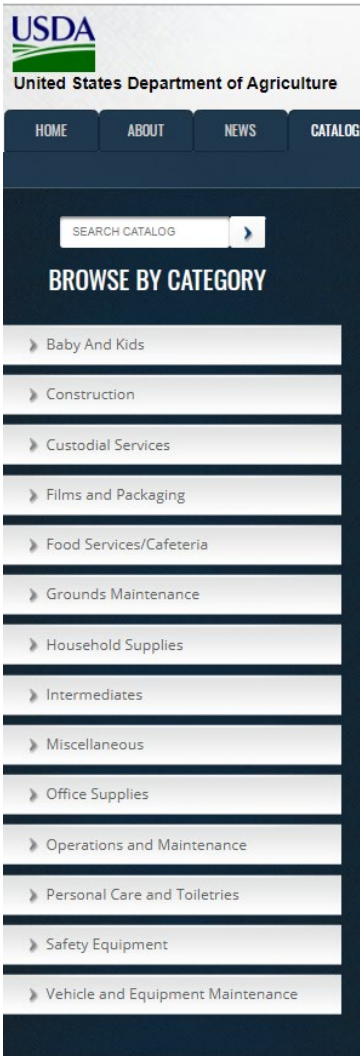
- › The BioPreferred Program
- › Mandatory Federal Purchasing
- › Voluntary Labeling
- › Biobased Products
- › Product Categories
- › Selling Biobased
- › Map of Companies
- › Training & Resources
- › How To Participate

## NBPD Checklist ✓

Here's How to Plan Your Celebration of National Biobased Products Day March 8, 2023!

NATIONAL BIOBASED PRODUCTS DAY | MARCH 8<sup>TH</sup>

Get the Checklist. USDA



# Catalog for Market Research

BioPreferred Program Catalog  
[www.biopREFERRED.gov](http://www.biopREFERRED.gov)

- Product description
- Company website
- Biobased content
- Optional manufacturer disclosure:
  - Intentionally added PFAS
  - Buy America status

# Sample Product Listing

## Selected Product

### SHELL ECOSAFE S1 DU 40

Product	Company
<b>Company Name</b>	Shell International Petroleum Company Ltd
<b>Product Website</b>	<a href="http://www.americanchemtech.com">http://www.americanchemtech.com</a>
<b>Product Description</b>	Shell EcoSafe Fluids are non-aqueous, 100% synthetic, fire-resistant hydraulic fluids, approved by FMRC as a "less hazardous hydraulic fluid". These products contain additives which provide rust and oxidation protection, as well as superior anti-wear properties.
<b>Product Categories</b>	[44%] - Stationary Equipment Hydraulic Fluids [44%] - Mobile Equipment Hydraulic Fluids
<b>Found in Catalog</b>	<a href="#">Operations and Maintenance &gt; Hydraulic Fluids</a> <a href="#">Operations and Maintenance &gt; Hydraulic Fluids</a>
<b>Biobased Content</b>	Certified 57%
<b>Product Application</b>	Shell EcoSafe S1 DU 40 is the latest addition to a line of hydraulic fluids designed for systems requiring readily biodegradable, nontoxic fluids. It can be used in industrial, marine and mobile service, including high-pressure systems, systems with servo valves, and all robotics. It is formulated from select, high-quality, high-VI vegetable oils and additives providing the properties required in hydraulic fluids while satisfying the stringent criteria for biodegradability and toxicity.
<b>Unique Feature</b>	These Products contain additives which provide rust and oxidation protection, as well as superior anti-wear properties.
<b>Industry Standards</b>	ASTM D445 ASTM D445

# Stay Current with BioBuzzGov Newsletter



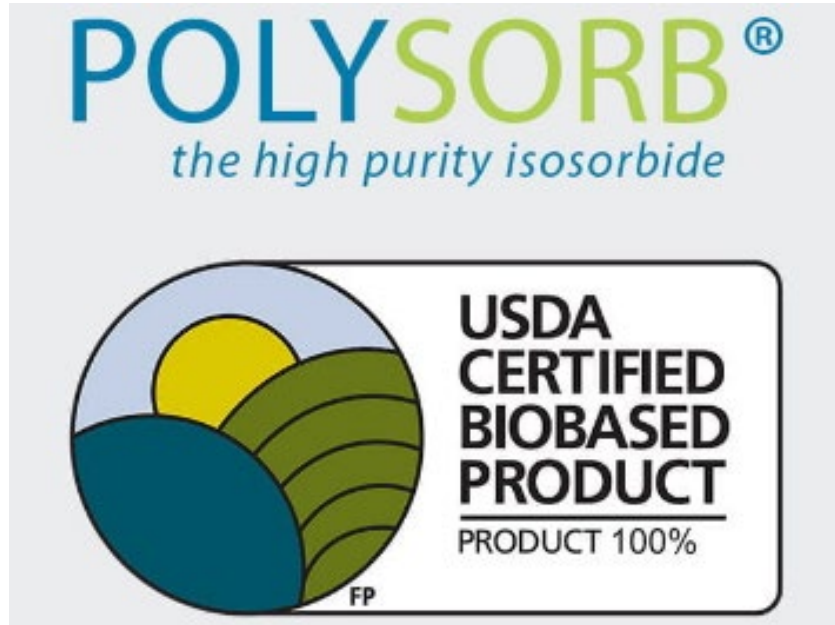
# Quiz

Where can biobased products be found or purchased?

- a. local hardware stores
- b. the USDA BioPreferred Program Catalog
- c. Online retailers such as Amazon or Grainger
- d. All the above



# Quiz



Is this product in a category designated for Federal purchasing?

- a. Yes
- b. No
- c. Cannot Tell

# The Future?

## — What is the solution to reduce PVC? —

Thales provides Gemalto Bio Sourced cards based on a sustainable plastic substitute: **the polylactic acid (PLA)**, produced from non-food corn.



Offer same customer experience with existing banking cards.



Removes more than 80% PVC in the card.



Reduces the carbon footprint of the card.



Could save 24 million kg a year of PVC usage.

### THALES:



1<sup>st</sup> card manufacturer to provide banking cards made of PLA.



Already delivered millions of PLA cards to the banking sector.

- Thales makes a biobased payment card that has earned the USDA-Certified Biobased Product Label.
- The card is 78 percent biobased.
- Maybe a biobased Federal charge card in the future?

# You Play an Important Role



Purchase biobased products  
- at work  
- at home



Together we support:

- the U.S. economy
- U.S. jobs
- farmers and rural America
- a healthy planet

*Examples of biobased products BioPreferred Program team uses in their homes.*

# Purchase Card Holder Video Training



[Biobased Products Purchase Card Holder Training Video](#)

