

Environmentally Preferable Janitorial Paper Supplies in Alameda County

Good news! Environmentally friendly paper towels, bathroom tissue, paper napkins and facial tissue are readily available in Alameda County.

What To Look For

Quality, cost, and availability are still primary considerations when making purchases. Adding environmental benefit considerations does not need to sacrifice other factors, and in fact, may reduce costs and improve performance.

Environmental attributes to consider:



Recycled Content — Using recycled materials saves energy, water, and trees; reduces air, water and land pollution; and creates markets for papers collected in local office and community recycling programs.

Postconsumer fiber content is what really counts. Postconsumer material is that which has been used by a consumer and recycled for reuse into another consumer product. So look for “postconsumer content” that meets *or exceeds* the recycled content guidelines by the U.S. Environmental Protection Agency (EPA):

- Paper Towels: 40% postconsumer content
- Bathroom Tissue: 20% postconsumer content
- Paper Napkins: 30% postconsumer content
- Facial Tissue: 10% postconsumer content

When purchasing paper toilet seat covers, look for a minimum of 20% postconsumer content.



Processed Chlorine Free (PCF) — Most paper manufacturers use chlorine derivatives to bleach paper. Byproducts from this bleaching process can create hazardous substances that act as endocrine disruptors and carcinogens when released into the environment. Products can be bleached in processes that whiten them without using chlorine chemistries. Recycled papers bleached without chlorine-based chemicals are sometimes described as being “Processed Chlorine Free” (PCF) because, while the papers are manufactured without chlorine or chlorine derivatives, the fibers in the recycled pulp may have been originally bleached with chlorine. Keep in mind that papers labeled “Elemental Chlorine Free” or ECF, indicate papers that have avoided bleaching with elemental chlorine but still use chlorine derivatives.



Unbleached - Another alternative is to simply not bleach the products. Personal hygiene papers such as bathroom tissue, facial tissue and sanitary products do not need to be bright white for use. Unbleached products have more lignin in them meaning they are usually stronger and darker in color. The products high in recycled content are usually off-white since the source of recycled fibers is typically printer scraps and sorted white office paper. However, not all brown or natural-colored paper is unbleached so be sure to clarify the whitening process with the vendor.



Use Less Paper – The design of paper dispensing systems and the packaging of paper products can impact paper usage. Using less paper saves time (reloading dispensers, etc.), money (buying in jumbo sizes) and resources. Here are some options to use less paper and reduce waste:

- Try jumbo rolls instead of folded paper towels. Paper vendors can supply documented savings.
- Select coreless paper products.
- When refilling toilet paper, require use (not disposal) of the unfinished roll.
- Use air dryers instead of paper towels.



Environmentally Certified – **Green Seal** and **EcoLogo** are two organizations that certify the environmental attributes of products based on their own consensus-based standards. Green Seal’s standards for paper towels and napkins (GS-9) and tissue products (GS-1) require at least 40% postconsumer content and bleaching without the use of chlorine or its derivatives, to name a few of the criteria. EcoLogo’s standard for toilet tissue (CCD-082), hand towels (CCD-086), and napkins (CCD-084) do not focus on recycled content but on effluents from manufacturing, resource and energy consumption, sustainable forestry, and more. Products meeting either of these standards are generally labeled with the certification logo.

Look for recycled and processed chlorine free (PCF) paper alternatives. Brightness, price and suitability for PCF products are comparable to products bleached with standard chlorine-derived processes. Ask for products that use less paper or that meet environmental standards.

Performance, Cost and Ease

“We like our recycled content paper towels and have had no complaints. They’re soft and absorbent — so soft you can even wipe your eyes with them. They’ve been very well received.”

Dorothy Killingsworth
Manager, Janitorial Services
Alameda County General Services Agency

“It was simple. The last time our janitorial contract was up for bid, we just stipulated in the bid document that we be provided with paper supplies that met or exceeded EPA guidelines. No extra cost or work on our part, and they bring the products to us!”

Judith Baker
MACTEC Engineering
and Consulting, Inc., Oakland

How to Buy

Many janitorial products list their environmentally preferable qualities, but some don't. Some brands also make many different products, some with recycled content and some without. Ask specifically for the product's environmental attributes, such as: (1) does it contain postconsumer recycled content, (2) is the paper processed chlorine free, (3) can we use less paper, and (4) are products available that have been environmentally certified.

The manufacturer tables in Appendix B at the end of this Fact Sheet list examples of products, manufacturer brands, the percentage of postconsumer recycled content, whether the paper is processed chlorine free (PCF), and any environmental certifications. Some products have been certified to meet specific environmental criteria, as established by some of the organizations below:

- **Green Seal**, an independent, nonprofit organization that requires the paper towels and tissues that it certifies to meet industry quality standards, as well as to contain 100% recovered (recycled) fibers and postconsumer content that meets the U.S. EPA minimum guidelines, be processed chlorine free, and reduce waste and toxics in cores and packaging.
- **EcoLogo**, originally launched by the Canadian government and now run independently, calculates a product's environmental life cycle benefits based upon the composite balance of its energy and resource conservation and reduction in harmful emissions to water, air and land. Rather than requiring specific criteria such as recycled content, EcoLogo calculates those features' contribution to overall environmental performance.
- **The Chlorine Free Products Association (CFPA)** is an independent not-for-profit accreditation and standard setting organization that verifies production implementing advanced technologies free of chlorine chemistries. Recycled products manufactured without chlorine chemistries are labeled processed chlorine free, or PCF. (Products that are elemental chlorine free, or ECF, use a chlorine derivative.)

Sample vendor listings in Appendix B include wholesale distributors, local distributors and stores, and catalog and Internet sources for buying environmentally preferable paper towels, bathroom tissue, facial tissue and paper napkins in Alameda County.

Government agencies and schools may be able to purchase cooperatively from larger agencies to save money. One source is the Alameda County General Services Agency, which has issued janitorial paper bids with environmental attributes. Interested buyers may contact the GSA's Purchasing Department at 510-208-9600 for contract language and names of suppliers. Appendix A at the end of this Fact Sheet provides the environmental specifications used in the 2008 GSA contract. Suppliers should be contacted directly for purchases.

State Mandates Recycled Content Trash Can Liners

According to State law, plastic trash bag manufacturers selling trash bags in California are required to meet either one of the following:

Plastic trash bags must contain a quantity of recycled plastic postconsumer material (RPPCM) equal to at least 10 percent of the weight of the regulated bags.

At least 30 percent of the weight of material used in all of a manufacturer's plastic products must be RPPCM.

Be sure to ask your supplier if they comply with the State of California's Recycled Content Trash Bag Program as mandated in Public Resources Code Section 42290. For more information or to check on compliant and non-compliant manufacturers, visit:


www.ciwmb.ca.gov/BuyRecycled/Trashbags/

Tips To Save Money



- ☑ **Buy jumbo rolls** - reduces packaging, more can be packed in a carton, reduces labor costs, and people tend to use less.
- ☑ **Buy in bulk** - saves purchasing dollars and packaging waste.
- ☑ **Paper towels vs. other options** - evaluate the cost/benefit to your workplace of using air dryers or cloth towels.
- ☑ **Consider not using paper seat covers.**
- ☑ **Buy cooperatively** – saves time preparing and evaluating bids.

Steps for Success



Changing products and purchasing practices can take time. Businesses and governments that buy more environmentally friendly products have found that **including those who use the products in the decision-making process** and starting with pilot programs, **testing one or two products at a time** in specific applications, helped make it easier.

The City of Fremont tested two brands of recycled paper towels in one building before making any changes. The building manager was concerned about quality, performance and "client" satisfaction. The two brands of towels were chosen from a list of a half dozen and the price, an overriding criteria, was comparable. At the end of the test period, one towel clearly out-performed the other. The test was a success and useful in obtaining what the manager wanted — happy customers and a paper towel that cost less than the non-recycled brand.

Remember, when you consider environmental attributes in purchasing decisions, you are helping save money, creating a safer and healthier environment and workplace, and closing the recycling loop by buying products made from the papers collected from office recycling programs!

Additional Resources

There are many resources available to help identify products and their performance, see sample bids and specifications, and read case studies of successful programs.

- ◆ **Center for a New American Dream and the Responsible Purchasing Network (RPN)**, www.newdream.org/work/rpn.php, offer procurement-related professionals guides and resources on socially responsible and environmentally sustainable purchasing. Some resources are only available to members.
- ◆ **U.S. Environmental Protection Agency's Environmentally Preferable Purchasing Program**, www.epa.gov/epp, offers tools, such as the Comprehensive Procurement Guidelines (CPG), for professionals and consumers on how to evaluate and purchase green products and services.
- ◆ **Green California**, www.green.ca.gov, is a gateway for the latest information on how the State is working to reduce energy and resource consumption, while lowering greenhouse gas emissions. Click on the "Buy Green" tab to find the *EPP Best Practices Manual* containing detailed information on greening commercial products and services.

- ◆ **StopWaste.Org** offers technical assistance and grant funding for applicable recycled content product purchasing. Check the Agency's website at *www.StopWaste.org/EPP* for additional fact sheets, guides, helpful resources and links to other environmental purchasing websites and documents.
- ◆ Contact **Rachel Balsley** at *rbalsley@stopwaste.org* for information about the StopWaste Partnership for technical assistance and funding for Alameda County businesses. See also *www.stopwaste.org/partnership/*
- ◆ Contact **Debra Kaufman** at *dkaufman@stopwaste.org* or **Rachel Balsley** at *rbalsley@stopwaste.org* for information about environmental purchasing technical and financial assistance to local governments in Alameda County.
- ◆ Contact the **Alameda County Recycling Hotline**, toll-free at **1-877-STOPWASTE (786-7927)** for information about recycling and source reduction opportunities in Alameda County.

Disclaimer

The information provided in this Fact Sheet should be considered by public agency and business purchasers who are interested in buying environmentally preferable products. It is provided as a public service by StopWaste.Org in an attempt to provide environmental benefits and reduce costs. The information on products listed is supplied by the manufacturers. Listing in this Fact Sheet is not a recommendation or an endorsement. This Fact Sheet is not a substitute for the exercise of sound judgment in particular circumstances and is not intended as recommendations for particular products or processes.

This Fact Sheet was last updated in January 2009 by Kies Strategies, Susan Kinsella & Associates, and EPE Consulting on behalf of StopWaste.Org.

Appendix A

Sample Specifications – Janitorial Paper

The Alameda County General Services Agency bid paper products in 2008 and used the following specification:

1. Janitorial Coarse Paper Products

1) Bathroom and Facial Tissue:

Product must be made in accordance with reasonable industry practice with respect to holes, tears, wrinkles, cleanliness, foreign materials or dirt. It must have no disagreeable odor, either wet or dry, in accordance with reasonable industry practice. Edges of the product must be cleanly cut and not ragged. Product must dispense properly from the box or fixture. Applicable dispensing units shall be provided at no cost to the County. Preferably, when current paper type is specified for use in a location, existing dispensers will be utilized.

The fiber in bathroom tissue shall contain a minimum of 20% post-consumer materials by weight. The fiber in facial tissue shall contain a minimum of 10% post-consumer materials by weight. The core of a roll of bathroom tissue or the box used to package facial tissue must be made from 100% recovered fiber.

Bidders can receive a ten percent (10%) price preference on products bid which exceed the minimum post-consumer recycled content by 20%. Specifically, bathroom tissue with a minimum of 40% post-consumer recycled content and facial tissue with a minimum of 30% post-consumer recycled content are eligible for a 10% price preference. The price preference is applied on a product by product basis and is solely for the purposes of comparing bid pricing.

The products shall not contain any added pigments, inks, dyes, or fragrances.

2) Paper Towels and Napkins:

Product must be made in accordance with reasonable industry practice with respect to holes, tears, wrinkles, cleanliness, foreign materials or dirt. It must have no disagreeable odor, either wet or dry, in accordance with reasonable industry practice. Edges of the product must be cleanly cut and not ragged. Product must dispense properly from the container or roll. Applicable dispensing units shall be provided at no cost to the County. Preferably, when current paper type is specified for use in a location, existing dispensers will be utilized.

The fiber in paper towels shall contain at least 40% and napkins shall contain at least 30% post-consumer material by weight. The core of a roll of paper towels must be manufactured from 100% recovered fiber.

Bidders can receive a 10% price preference on products bid which exceed the minimum post-consumer recycled content by 20%. Specifically, paper towels with a minimum of 60% post-consumer recycled content and napkins with a minimum of 50% post-consumer recycled content are eligible for a 10% price preference.

The price preference is applied on a product by product basis and is solely for the purposes of comparing bid pricing.

The products shall not contain any added pigments, inks, dyes, or fragrances with the following exception: Paper towels and napkins may be printed with inks or dyes provided these inks or dyes contain a sum concentration of less than 100 parts per million, by weight, of the following toxic heavy metal ions: lead, cadmium, mercury, or hexavalent chromium.

3) Toilet Seat Covers:

Product must be made in accordance with reasonable industry practice with respect to holes, tears, wrinkles, cleanliness, foreign materials or dirt. It must have no disagreeable odor, either wet or dry, in accordance with reasonable industry practice. Edges of the product must be cleanly cut and not ragged. Product must dispense properly from the package. Applicable dispensing units shall be provided at no cost to the County. Preferably, existing dispensers will be utilized.

The fiber in toilet seat covers shall contain at least 20% post-consumer material by weight. The package containing the product shall be manufactured with 100% recovered fiber.

Bidders can receive a 10% price preference on products bid which exceed the minimum post-consumer recycled content by 20%. Specifically, toilet seat covers with a minimum of 40% post-consumer recycled content are eligible for a 10% price preference. The price preference is applied on a product by product basis and is solely for the purposes of comparing bid pricing.

4) Minimum Post-Consumer Waste Content:

The minimum Post-Consumer Waste Content for all paper products bid to be considered for award and the minimum Post-Consumer Waste Content for paper products to be eligible for a ten (10%) price preference are outlined in Table 1 below.

Table 1: Summary of Minimum Post-Consumer Recycled Content for Paper		
Products	Minimum Post-Consumer Recycled Content for paper products to be considered for award.	Minimum Post-Consumer Recycled Content to Qualify for 10% price preference.
Toilet Paper	20% Post-Consumer Material by Weight	40% Post-Consumer Material by Weight
Facial Tissue	10% Post-Consumer Material by Weight	30% Post-Consumer Material by Weight
Paper Towels	40% Post-Consumer Material by Weight	60% Post-Consumer Material by Weight
Napkins	30% Post-Consumer Material by Weight	50% Post-Consumer Material by Weight
Toilet Seat Covers	20% Post-Consumer Material by Weight	40% Post-Consumer Material by Weight

5) Whitening Technology and Environmental Hierarchy:

All papers, whether manufactured in the U.S. or offshore, must comply with the U.S. EPA standards of manufacturing without elemental chlorine. The County will not procure paper products whitened with elemental chlorine. In the case where products of comparable performance and price are submitted in the bid process, the following hierarchy of preference will be used to select products for contract award. Bidders shall indicate on the Bid Form, Exhibit B, the type of whitening technology used and this shall be certified by the manufacturer on Exhibit O. The hierarchy is listed from most preferable to least preferable:

- i. Unwhitened coarse paper products with the greatest post-consumer fiber content.
- ii. PCF: Processed Chlorine Free products with the greatest post-consumer fiber content.
- iii. ECF: Elemental Chlorine Free products with the greatest post-consumer fiber content.
- iv. NCF: Non Chlorine Free products manufactured with elemental chlorine are deemed non-compliant with the bid requirements.

6) Deinking of Recovered Paper:

Recovered paper shall not be de-inked using chlorinated solvents or any chemicals listed by the U.S. Environmental Protection Agency under Section 313 of the Emergency Planning and Community Right to Know Act or under Proposition 65 by the California Office of Environmental Health Hazard Assessment.

7) Product Certification:

Bidders must submit Exhibit O, a statement(s) signed by a corporate officer of the manufacturing entity, certifying the accuracy of the post-consumer recycled content, the total recycled content, and the whitening technology of the products submitted in the bid response. In the event that a product substitution is necessary once the contract is awarded, a certification for the proposed product, signed by the manufacturer, must also be provided to the County.

8) Product Testing and Product Samples:

Prior to bid award, the County will test the proposed products to ensure quality and performance. The County reserves the right to accept or reject samples based on quality and performance, as deemed by the County. All samples shall be furnished to the County at no charge. Bidders shall not include product samples with bid submission, but shall furnish them within 5 days of request after bid submission.

Appendix B

Environmentally Preferable Janitorial Paper Products in Alameda County

This Appendix provides businesses and residents with resources for purchasing environmentally preferable tissue and toweling products in Alameda County.

Manufacturers are listed first so you can see a variety of brands to look for. Please refer to your local yellow pages, online resources, or contact the manufacturers for local distributors near you.

Local distributors and stores selling tissue and toweling products generally describe their products in one of two ways: "at home" products for residential use and "away from home" for businesses and commercial use. Local stores and distributors may sell one or both product areas. If you are looking for recycled paper products for residential use, these items are generally found in groceries, drugstores and health food markets. Additional sources can be found through **catalog and Internet sources**.

Brands of recycled products for businesses can be found in office supply, janitorial supply and paper supply stores. If you buy commercial products in large quantities, you may be able to purchase from **wholesale distributors**.

The information in these tables was provided by the stores and manufacturers and is subject to change. In many cases, there is a wide variety of products within each brand and some may not meet the environmental criteria and certifications listed. It is recommended that suppliers be contacted for further product inquiries and to verify that your product choice meets the criteria.

While the listings below represent a wide range of the recycled and chlorine free tissue products available in Alameda County, they are not exhaustive. Many businesses not listed below also carry recycled products and additional product lines may be available.

Manufacturers

Company	Product List	Sample of Lines	% Postconsumer Recycled Content Available	Bleaching Process	Env. Certified Products	Notes
American Paper Converting Woodland, WA (925) 212-8830 www.americanpaperco.com	Paper Towels	Eco Green	white - 65% brown - 60%	PCF	Green Seal	Available through local commercial distributors.
	Bathroom Tissue	Eco Green	65%	PCF	Green Seal	
	Facial Tissue	Eco Green	65%	PCF	Green Seal	
Bay West Paper Co. Division of Wausau Paper Harrodsburg, KY (800) 723-0001 www.baywestpaper.com	Paper Towels	EcoSoft Green Seal, Dubl-Nature	40-82%	PCF	Green Seal	Commercial products. Purchase through a distributor.
		EcoSoft	40%			
	Bathroom Tissue	EcoSoft Green Seal, Dubl-Nature	20%	PCF	Green Seal	
		EcoSoft	20%			
	Facial Tissue	EcoSoft Green Seal, Dubl-Nature	10%	PCF	Green Seal	
		EcoSoft	10%			
Seat Covers	EcoSoft Green Seal	20%	PCF	Green Seal		
Cascades Tissues Group Waterford, NY (518) 238-1900 www.cascades.com	Napkins	North River (Kraft)	50%	PCF	EcoLogo, Green Seal, Chlorine Free Products Assn	Napkins available through Restaurant Depot.
CleanSource, Inc., San Jose, CA (408) 954-1234 (800) 436-1907 www.cleansource.com	Paper Towels	Achieva	35-40%			Available from CleanSource distributor.
	Bathroom Tissue	Achieva	35-40%			
Earth Friendly Winnetka, IL 60093 (800) 335-3267 www.ecos.com	Paper Towels	Earth Friendly	80%	PCF		Variety of residential products sold through Internet, groceries.
	Bathroom Tissue	Earth Friendly	10-25%	PCF		

Manufacturers (continued)

Company	Product List	Sample of Lines	% Postconsumer Recycled Content Available	Bleaching Process	Env. Certified Products	Notes
Georgia Pacific Atlanta, GA (888) 478-4778 www.gp.com	Paper Towels	BigFold, Cormatic, enMotion, Envision, Executive, Max 2000, Preference, Towlmastr, Towlsaver	40%			Commercial and residential products. All products are elemental chlorine-free (ECF).
	Bathroom Tissue	Compact, Envision	20%			
	Facial Tissue	Envision	10%			
	Napkins	Envision	30%			
Hillyard St. Joseph, Missouri (800) 365-1555 www.hillyard.com	Paper Towels	Green Select Green Seal	40-82%	PCF	Green Seal	Commercial products available through local Hillyard stores.
		Green Select	40%			
	Bathroom Tissue	Green Select Green Seal	20-49%	PCF	Green Seal	
		Green Select Green	20%			
Facial Tissue	Green Select Green Seal	10%	PCF	Green Seal		
Kimberly-Clark Roswell, GA 30076 (800) 851-7538 www.kimberlyclark.com	Paper Towels	Scott 100% Recycled	70%	PCF		Available through local commercial distributors. Within each brand, most meet or exceed EPA guidelines; check specific products.
		Scott, Kleenex	40%			
	Bathroom Tissue	Scott 100% Recycled	75%	PCF		
		Scott, Kleenex	20 - 65%			
	Facial Tissue	Scott 100% Recycled	100%	PCF		
		Scott, Surpass	10%			
Seat Covers	Scott Personal	20%				
Kruger Products Canada (800) 665-5610 www.krugerproducts.ca	Paper Towels	Embassy, White Swan, Esteem	80-88%	PCF	EcoLogo	Almost all products 80% postconsumer; purchase through local distributors. Many Embassy and White Swan products are certified by EcoLogo.
	Bathroom Tissue	Embassy, White Swan, Esteem	80%	PCF	EcoLogo	
	Facial Tissue	White Swan, Embassy	40-80%	PCF	EcoLogo	
	Napkins	White Swan, Embassy	80%	PCF	EcoLogo	

Manufacturers (continued)

Company	Product List	Sample of Lines	% Postconsumer Recycled Content Available	Bleaching Process	Env. Certified Products	Notes
Marcal Paper Mills Elmwood Park, NJ 07407 (201) 796-4000 www.marcalpaper.com	Paper Towels	Marcal	60%	PCF		Available through office supply stores and Costco for commercial or residential use.
	Bathroom Tissue	Marcal	40%	PCF		
	Facial Tissue	Marcal	40%	PCF		
	Napkins	Marcal	60%	PCF		
Merfin Systems King, N.C. (800) 874-6373 www.merfin.com	Paper Towels	Merfin EcoPlus	80%	PCF	Green Seal	Available through local Techniclean distributor.
	Bathroom Tissue	Merfin EcoPlus	80%	PCF	Green Seal	
Monahan Paper Oakland, CA (510) 835-4670	Paper Towels	Integrity	35-40%			Available through Monahan Paper outlet.
	Bathroom Tissue	Integrity	35-40%			
	Facial Tissue	Integrity	35-40%			
	Napkins	Integrity	35-40%			
Natural Value www.naturalvalue.com	Paper Towels	Natural Value	25-35%	PCF		Residential products available in stores and online. All products are free of chlorine bleach.
	Bathroom Tissue	Natural Value	25-35%	PCF		
	Facial Tissue (pocket)	Natural Value	25-35%	PCF		
	Napkins	Natural Value	25-35%	PCF		
Planet Inc. Victoria, BC, Canada (888) 478-8131 www.greenforest-products.com	Paper Towels	Green Forest	40%	PCF		Distributed through local grocery and natural foods stores.
	Bathroom Tissue	Green Forest	40%	PCF		
	Facial Tissue	Green Forest	40%	PCF		
	Napkins	Green Forest	40%	PCF		
Princess Paper Vernon, CA 90058 (323) 588-4777 www.princesspaper.com	Paper Towels	Imperial	white - 30% brown - 100%			Local distributors or call company for suppliers.
	Bathroom Tissue	Imperial	30%			
	Napkins	Imperial	35%			
Pro-Link Canton, MA (800) 74-LINKS www.prolinkhq.com	Paper Towels	Pro-link Green Certified	73-82%	PCF	Green Seal	
	Bathroom Tissue	Pro-link Green Certified	49%	PCF	Green Seal	
	Facial Tissue	Pro-link Green Certified	10%	PCF	Green Seal	

Manufacturers (continued)

Company	Product List	Sample of Lines	% Postconsumer Recycled Content Available	Bleaching Process	Env. Certified Products	Notes
Seventh Generation Burlington, VT (802) 658-3773 www.seventhgen.com	Paper Towels	Seventh Generation	80%	PCF		Distributes through groceries, health food stores and Internet paper suppliers. All products are processed chlorine free (PCF).
	Bathroom Tissue	Seventh Generation	80%	PCF		
	Facial Tissue	Seventh Generation	80%	PCF		
	Napkins	Seventh Generation	80%	PCF		
SCA Tissue North America Neenah, WI (866) 722-6659 www.scatissue.com	Paper Towels	Tork, Main Street	See note	PCF	EcoLogo	Products are 100% recycled. SCA uses 700,000 tons/yr pre and 200,000 tons/yr postconsumer paper. Product percentages are not calculated. Focus: reduce impact of entire process. Tork is certified by EcoLogo.
	Bathroom Tissue	Tork, Main Street	See note	PCF	EcoLogo	
	Napkins	Tork, Main Street	30%	PCF	EcoLogo	
	Facial Tissue	Tork, Main Street	See note	PCF		
Trader Joe's Monrovia, CA (626) 599-3700 www.traderjoes.com	Paper Towels	Trader Joe's	80%	PCF		Available from local Trader Joe's stores.
	Bathroom Tissue	Trader Joe's	80%	PCF		
Waxie Sanitary Supply Livermore, CA (925) 454-2900 (800) 299-9964 www.waxie.com	Paper Towels	Waxie Clean & Soft 2100 Multi-Fold	40%			Distributed through local Waxie distributor outlet.
	Bathroom Tissue	Waxie Clean & Soft	20%			
	Facial Tissue	Waxie Clean & Soft	10%			
Whole Foods www.wholefoodsmarket.com	Paper Towels	365	60%	PCF		Available from local Whole Foods grocery stores.
	Bathroom Tissue	365	80%	PCF		
Windsoft www.windsoftlabel.com	Paper Towels	Windsoft	40-90%			Available from many local distribution outlets.
	Bathroom Tissue	Windsoft	30-90%			
	Facial Tissue	Windsoft	30%			

Wholesale and Large Quantity Distributors

This section is for governments and businesses, buying in large quantities, generally on contract from commercial paper vendors. Some distributors also sell in small quantities and to residents.

There are often minimum order requirements. Start with your current supplier; most also have recycled content products. Ask vendors for samples. If janitorial services are contracted out, include environmentally preferable specifications/requirements in the bid and contract. Require the winning contractor to provide environmentally preferable products. See sample of specifications in Appendix A of this Fact Sheet.

Company	Brands	Notes
A-C Paper & Supply Co. Hercules, CA (510) 964-0600 www.acpaper.com	Georgia Pacific SCA Tissue	Paper supplies company. Serves mostly restaurants; minimum order: \$200, makes deliveries.
CleanSource San Jose, CA (408) 954-1234 (800) 436-1907 www.cleansource.com	Achieva Georgia Pacific Kimberly-Clark SCA	Commercial cleaning supply company serving businesses; minimum order: \$200, makes deliveries.
Give Something Back Business Products Oakland, CA (888) 456-4483 www.givesomethingback.com	Georgia Pacific Kimberly-Clark Marcal Windsoft	Commercial business supply company that delivers to both businesses and homes; donates over half of after-tax profits to nonprofits and community organizations.
Hillyard Redwood City (650) 365-8000 (800) 255-5236 www.hillyard.com	Hillyard	Commercial cleaning supply company serving businesses; delivers throughout the Bay Area.
J.C. Paper Oakland, CA (510) 568-6604 Store (800) 245-2650 for delivery www.jcpaper.com	American Paper Converting Georgia Pacific SCA Tissue	Wholesale paper supplier. Minimum order \$200 for delivery (no minimum for pick-up).
Mission Peak Supply Fremont, CA (510) 651-2298	Kimberly-Clark Windsoft	Janitorial supply store, serves mostly commercial accounts. Includes retail store in industrial complex. No credit cards.
Monahan Paper Oakland, CA (510) 835-4670	Integrity Kimberly-Clark SCA	Serves residential and commercial customers. Minimum order of \$150 for free delivery. Also cash-and-carry.
Pacific Janitorial Supply Santa Clara, CA (408) 727-0271 www.pacjan.com	Bay West/Wausau Pro-Link Kruger Paper	Serves commercial customers.

Wholesale and Large Quantity Distributors (continued)

Company	Brands	Notes
Restaurant Depot Oakland, CA (510) 628-0600	Cascades	Supplies restaurants, cafeterias, grocery stores, food service.
Sav-on Supplies Dublin, CA (925) 829-0300 www.sav-onofficesupplies.com	Georgia Pacific Kimberly-Clark Marcal Windsoft	Serves commercial customers. Also open to public.
SF SupplyMasters San Francisco, CA (415) 642-0700 www.sfsupplymaster.com	Kruger Princess Paper	Supplies restaurants, hospitals, schools, bars, hotels, institutions.
Techniclean Oakland, CA (510) 437-1501	Bay West Merfin EcoPlus	Supplies primarily commercial and industrial customers.
United Natural Foods Inc. Rocklin, CA (800) 679-6733 www.unfi.com	Natural Value Seventh Generation	Distributor of full line of natural foods to groceries, schools, restaurants and food services. Minimum order of \$500 for free delivery.
Unisource Supply Systems Division Pleasanton, CA (925) 598-6400 (800) 767-5677 www.unisourcelink.com	Bay West/Wausau Georgia Pacific Kimberly-Clark	Serves commercial customers.
Waxie Sanitary Supply Livermore, CA (925) 454-2900 (800) 299-9964 www.waxie.com	American Paper Converting Georgia Pacific Kimberly-Clark Waxie	Serves commercial customers.
Xpedx - Packaging & Facility Supplies Hayward, CA (800) 468-0204 www.xpedx.com	Georgia Pacific Kimberly-Clark	Commercial products. Serves primarily businesses.

Local Distributors and Stores

This section is for buying in smaller quantities – directly from retail stores or office product catalogs. As with all products, there is a wide range of quality and cost. Shop around and try other options if one doesn't meet your needs.

Company	Locations	Brands	Notes
Andronico's (510) 845-1062	Berkeley	Green Forest Seventh Generation	Grocery store
Berkeley Bowl (510) 843-6929	Berkeley	Green Forest Seventh Generation	Grocery store
Berkeley Natural (510) 526-2457	Berkeley	Earth Friendly Envision/Georgia Pacific Natural Value Seventh Generation	Grocery store
Costco Seattle, WA www.costco.com	Fremont, San Leandro	Georgia Pacific Marcal Scott Windsoft	Membership warehouse supplying both commercial and residential products.
Office Depot (800) 685-8800 www.officedepot.com	Berkeley, Dublin, Emeryville, Fremont, Oakland, San Leandro, San Ramon	Georgia Pacific Kimberly-Clark Marcal	Office supply store. Residential and commercial products.
Office Max (800) 788-8080 www.officemax.com	Alameda, Emeryville, Fremont, Pleasanton, San Leandro, Union City	Georgia Pacific Kimberly-Clark Marcal	Office supply store. Residential and commercial products.
Staples (800) 333-3330 www.staples.com	Berkeley, Fremont, Pleasant Hill, San Leandro, San Ramon	Georgia Pacific Kimberly-Clark Marcal	Office supply store. Residential and commercial products.
Trader Joe's (510) 769-5450 (Alameda store) www.traderjoes.com	Alameda, Castro Valley, Emeryville, Fremont, Oakland, Pleasanton	Trader Joe's	Grocery store
Whole Foods 510-649-1333 (Berkeley store) www.wholefoodsmarket.com	Berkeley Oakland San Ramon	365 Seventh Generation	Grocery store
Xpedx Store (510) 839-8863	Oakland	Marcal	Retail store. Serves residential and commercial customers.

Catalog and Internet Sources

Company	Brands
Clean Sweep Supply Inc. Tampa, FL (800) 330-9631 www.cleansweepsupply.com	Kimberly-Clark Georgia Pacific Marcal Windsoft
Earth Friendly Products Winnetka, IL (800) 335-3267 www.ecos.com	Earth Friendly
Gaiam/Harmony/Real Goods/ Green Market Place Broomfield, CO (877) 989-6321 (800) 347-0070 www.gaiam.com www.realgoods.com	Seventh Generation
Greenfeet Chico, CA (888) 562-8873 www.greenfeet.com	Natural Value
Greenline Paper Company York, PA (800) 641-1117 www.greenlinepaper.com	Bay West/Wausau Marcal SCA
The Real Earth Environmental Company Malibu, CA (800) 987-3326 www.treeco.com	Georgia Pacific Kimberly-Clark Marcal Windsoft
Treecycle Recycled Paper Huson, MT (406) 626-0200 www.treecycle.com	Georgia Pacific Kruger Marcal Seventh Generation SCA Tissue
Waldeck's Office Supplies for a Small Planet San Francisco, CA (415) 981-3381 www.waldecks.com	Marcal