

CONF. OF
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bq report

buy quiet
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National "bq" Conference Held in D.C. Area

On March 24, 1982 over one hundred individuals gathered in Arlington, Virginia, to discuss the "market" approach to achieving such values as quieter communities and workplaces, cleaner air, and energy conservation without additional cost. These individuals, primarily representing Washington-based trade and professional associations, heard public and private sector participants in the Buy Quiet program say that almost everyone can "win" when incentives rather than force are used to obtain better products and equipment. The private sector participants included both "users" and "marketers" of quieter products and equipment.

"User" organizations testifying on behalf of the market approach embodied in the Buy Quiet Program included the States of Washington and West Virginia, New York City, Salt Lake City, the City of

Davenport (Iowa), Prince George's County (Maryland), the Los Angeles Department of Water and Power, the Coca Cola Company, the United Parcel Service and the United Auto Workers union (UAW).



"Marketers" of quieter products and equipment represented on Conference panels included Atlas Copco (pneumatic equipment), Ingersoll Rand (pneumatic equipment), Grimmer Schmidt (pneumatic equipment), the Sensation Company (lawn equipment), and McCulloch Corporation (chain saws).

The Conference also featured demonstration of "loud" and "quiet" models of various types of equipment.

Editor's Note: Pictured above are two conferees, Warren Rheume of International Brotherhood of Teamsters, Washington, DC, (Right) and James Kane of Bolt, Beranek and Neuman, of Cambridge, MA, shown discussing a quiet truck on loan from EPA to Coca Cola of Northampton, MA.

Buy Quiet and You: A Commentary

by William E. Peter,
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If you think that the "Buy Quiet" Program is: (a) just another federal initiative that will go away with its funding; (b) a low priority for public purchasing officials; and, (c) an idea with no basis in experience; you are dead wrong on all three counts.

Governments as large as the State of Washington, and as small as Greenbelt, Maryland (population 16,000) have found through experience that "buying quiet" is a very important element of "buying value". After all, quieter products generally are better engineered products; and as such, tend to be more fuel efficient, require less maintenance, last longer, and have a lower total cost. Moreover, the prices of quieter products usually are no higher than those of "regular" products.

If you, personally, are not taking the lead on the Buy Quiet Program, ask yourself "why not?" There are no great risks involved and the benefits for you and your government are many. The information you need to sell and implement your "buy quiet" program is readily available through NIGP.

The question is even broader. We need to ask ourselves which of these three categories we belong to:

- people who make things happen;
- people who watch things happen and do as they are told;
- people who don't know what is happening.

If we individually and as a group, fit into the latter two categories, let's not kid ourselves with all the professional rhetoric. Who would believe us, or for that matter, notice us?

Editor's Note: William E. Peter, CPPD, C.P.M., CPCM, Purchasing Agent, City of St. Paul/Ramsey County. Active in the purchasing field for 30 yrs., he is the Chairman, NIGP Technical Development Comm.

"Buy Quiet" Concept Spreads

In case you didn't notice, the bid evaluation formula in the suggested "Buy Quiet" purchase description for portable air compressors takes more than purchase price and the "value of noise reduction" into account in calculating evaluated bid prices. It also considers the cost of fuel over the projected life cycle of the equipment offered.

The bid evaluation formula in a soon-to-be released "Buy Quiet" purchase description for front-end loader/backhoe/tractors considers even more "costs" and "values." In addition to purchase price, and the value of noise reduction, the bid evaluation formula attached to this description also considers fuel costs over the projected life cycle, preventative maintenance costs, guaranteed maintenance price, and the value of the buy back price offered.

Copies of these and other "Buy Quiet" materials are available through NIGP.

Spotlight on a Participating City

The City of Austin, Texas is one of over 300 governments and cooperatives participating in the "Buy Quiet" Program. In Austin, as is the case in many cities, Buying Quiet is a "team" effort involving policy-makers, environmental officers, purchasers, and using agency personnel.



Shown in the picture above is the Austin team that participated in a Spring 1981 purchase of quieter lawn mowers ("bq report", May/June 1981). From left to right, they are Solon A. Bennett, CPPD, Director of Purchases & Stores; Augustine Vega, Buyer, Purchases & Stores; Dr. Maureen McReynolds, Director of Environmental Resource Management Department; and Frank Hodge, Assistant Superintendent of Parks, Parks & Recreation Department.