



## Recycled Poly Linen Bag Program



DevMar Manufacturing 1865 Air Lane Drive Suite 2 Nashville, TN 37210  
615-232-7040

# Sustainable Custom Poly Liner Solutions

We Turn This:



Into This:



# Our Partnership...

- One of the largest plastic producers
- Located in the U.S.
- 25 year history
- Serving distributors in the healthcare, janitorial and industrial packaging industries



# OPERATIONS

- 24/7/365
- Nimble, Flexible and Efficient
- Short Lead Times
- Stocking Programs
- Sustainability Programs
- (2) Recycling Centers
  - ILLINOIS and TENNESSEE



# Gaia Closed Loop Post Sustainable Plastic Program



# TYPES OF RECYCLED MATERIAL

**Post Industrial** – Scrap comes from plastic manufactures. This is really a by-product vs. scrap. Manufactures have always sold this material for reuse. Some bag producers recycle their own post-industrial scrap for internal reuse.

**Post Consumer (PCR)** – Plastic scrap is reclaimed and recycled after it is distributed. PCR Plastics can be purchased. Bags made with PCR can be more costly than virgin bags.

**Closed Loop** – Plastic is reclaimed, recycled and reused to produce the same exact product after its initial distribution multiple times. It is the **pinnacle** of recycling practices as only a small percent of virgin plastic is required.

***Our recycling partner uses a Closed Loop recycler. Our bags contain 50% reclaimed plastic from laundries like Novo Health Services. The excess is used to manufacture other products, such as trash liners.***



# FAQ's & ANSWERS

- **Do you have PCR Certification?**

- *Answer: We do not require it, as we control the entire recycling process from scrap pickup to delivery of new bags. 3<sup>rd</sup> Party certifications add a large amount of cost. We will provide a Certificate of Conformance from the company reinforcing our claims. Our recycling partner was also audited and added to the EPA Directory of suppliers that supply “post consumer” products to the maximum limit published guidelines.*

- **Are you in a GPO?**

- *Answer: Our goal is to provide the lowest price possible to incentivize hospital and laundries to use closed loop recycle products. Products listed with GPO's are typically more expensive than our products as it is hard for them to distinguish and educate the hospitals between the different types of recycling. Normally, a product that is “sustainable” and lower priced can be purchased by the hospital if it is not on the GPO approved list.*



# We Offer A Wide Range of Products

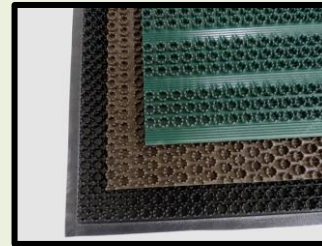
- Cart Covers & Liners
- Trash Liners
- Soiled Linen
- Red Biohazard Bags
- Yellow Infectious Waste Bags
- Bed Covers
- Disposable Garment Bags
- Stretch Film
- Custom Products
- **Larger bags**
  - **Up to 10 ft. wide**
  - **Gaylord Liners & Covers**
  - **Construction Film**





# Non-Film Products

- Vinyl Floor Runners
- Urinal & Commode Mats
- Office Chair Mats
- Utility Runners
- Strip Doors
- Lock Tiles



# INFORMATION NEEDED FOR NEW PRODUCT QUOTES

- Dimensions in Inches:
  - Width, Length, Gusset and Thickness
- Estimated Annual Volume
- Plastic – LLDPE or HDPE
- Print Information (if required)
- Packaging – coreless rolls, number of bags per roll, number of bags in a case
- Bottom Seal
- Color
- Sample Cases or Bags are helpful to quote “like for like”

# Features & Benefits

- Thick, strong poly liners that prevent punctures and tearing
- Each liner follows the closed-loop recycling process
- Liners feature 50% recycled plastic and 50% new or “virgin” plastic, cutting raw plastic material use in half for customers
- Hospitals and laundries also save money by sending less plastic to the landfill
- Bags meet the 165-gram impact resistance standard (ATSM D1709), which is required by D.O.T. regulations for medical waste transportation

# Features & Benefits

- All liners comply with the latest state and federal requirements for containing heavy metals
- **Participation in closed-loop recycling program may qualify toward LEED certification**
- Used bags recycled into resin pellets
- New bags produced and stored for next delivery
- Used bags retrieved on same truck monthly
- Bag shipment direct to hospital



**THANK YOU!**

[www.devmar.mfg.com](http://www.devmar.mfg.com)

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