



Buying A Better Way

Choosing “Green” Products in State Contracts

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**The Eastern Bag
& Paper Group**



Eastern Bag & Paper has evolved to EBP Supply Solutions, to better align with the broader scope of our product base, and underscore our dedication to providing unique solutions that will help businesses thrive.

Who is EBP?



The most versatile family-owned distribution partner that provides a broad range of essential cleaning and foodservice supplies & services for progressive organizations throughout the eastern U.S. who not only rely on insight, products and support, but also demand highly-custom, transparent relationships.

The Starting Point



WE'RE MORE THAN
A PRODUCT DISTRIBUTOR, WE'RE

**A SOLUTIONS PARTNER
SPECIALIZING IN
SUPPLIES & SERVICES**

3 ESSENTIALS FOR SUCCESS:

MORE KNOWLEDGE

Broaden your capabilities with the thought leadership, geographical expertise & practical experience of EBP

MORE EFFICIENCY

Streamline your workday by using EBP business processes, customer service & e-technologies

MORE VERSATILITY

Have utmost flexibility in how you utilize EBP products, services & added-value intangibles



**MAKES YOUR SUPPLIES WORK HARDER
AND HELPS YOU WORK SMARTER**

Commitment to Green



EBP is at the forefront of bringing you environmentally-friendly solutions — while reducing the financial impact on your business.



One of our most exhaustive forward-thinking initiatives, the Building A Sustainable Future program integrates category expertise with forward thinking on personal, business and environmental measures to create lasting, positive change. Program pillars include:

- ▶ Leadership on environmental benefits
- ▶ Standards for products & categories
- ▶ Auditing of facilities & operational procedures
- ▶ Program implementation & measurement

Commitment to Green



EBP was the first company to partner with **UNITED ILLUMINATING** in a pilot program to reduce commercial electricity consumption.



Partner with Trees for the Future, planting one tree for every 10 trucks that are sent out — an average of nearly **15,000 TREES** per year.



EBP is a long-time active member of the **U.S. GREEN BUILDING COUNCIL**, a community of leaders working to make all buildings green.



Most of the EBP fleet have been converted to **EFFICIENCY TRUCKS** that optimize fuel consumption and reduce waste.

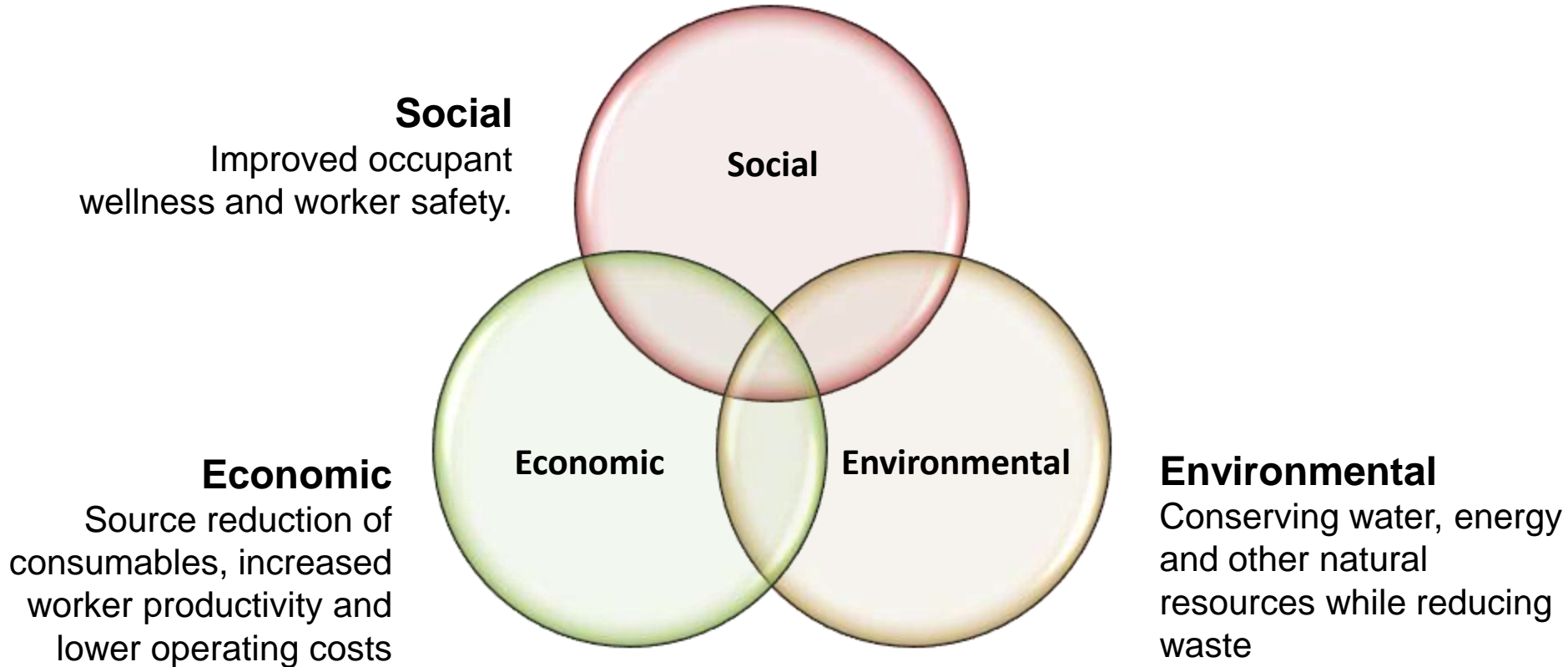


EBP facilities and offices utilize an advanced **HVAC & LIGHTING SYSTEM** to significantly reduce energy usage enterprise-wide.



Minimizing landfill waste is a company-wide priority with the **INTERNATIONAL RECYCLING PROGRAM**, which reclaims plastic, wood, cardboard and electronics.

Benefits of Sustainability



Two Core Competencies



HELPING OVER 12,000
ORGANIZATIONS GO FORWARD.



Cleaning

Products, services, support & training
for all cleaning-related functions



Foodservice

Products, services, support & training for
food preparation, presentation and storage

Green Product Categories



Green Chemicals



Paper Products



Liners



**Micro Fiber
Systems**



**Hand Soap /
Sanitizer**



**Recycle
Containers**



Matting



Carpet Care



**Low VOC
Air Care**



Floor Care



**Chemical
Free
Scrubbers**



**Certified
Vacuums**

Cleaning Program



Broad Product Assortment/ Best-in Class Suppliers

Sales & Service

- Equipment specialists/trainers
- Full-service repair shop

Building a Sustainable Future Program

- Guide to “going green” including LEED certification

Workloading, ROI, Auditing Systems



Building a Sustainable Future

1 Site Based Assessment

2 Sustainable Recommendations

3 Implementation & Measurement

Green Cleaning Site-Based Survey 

Company Name	Facility Name	
Contact Name	Number of employees	
City	Number of buildings	
Address	Number of floors	
State	Number of classrooms	
Year	Number of students	
Phone	LEED / Green Glob score	
Website	Number of lockers	
Special	Number of cleaning workers	
Special	On campus or off-campus campus?	

Account Overview

1. Have you ever been registered or inspected?
2. What is your interest in sustainability and green cleaning?
3. Do you want to go green?
4. Have you established a budget for your program?
5. Do you have an ongoing program for your cleaning services?
6. Are there other departments and people involved in your green initiative?
7. Are there any specific goals that you have set for your organization?

Sustainability Timeline

1. Does your company have a green strategy?
2. Does your company have a green policy?
3. Do you have a written statement about your company?
4. Are you currently using green products?
5. Are you working toward LEED or Green Glob certification?
6. Are you willing to consider green alternatives if the program was not required or could reduce the overall budget?
7. Are you using waste for sale or donation (recycling, etc.)?

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Paper and Other Renewable Materials: Forestry and Farming

Goal:

- Change the dialog about the practice of sustainable forestry worldwide.

- Paper

Organizations aimed at replenishing depleted forest and preserving safe work habits.

- Bagasse

Harvesting sugarcane practices in other countries are generally unregulated and often inhumane.

- PLA

Intensive cropping (especially with irrigated crops - corn) leads to degradation of cropland as a natural resource.*



*Athena Institute International – Life Cycle Inventory of five products produced from PLA and petroleum-based resins. 2006

Foodservice Program



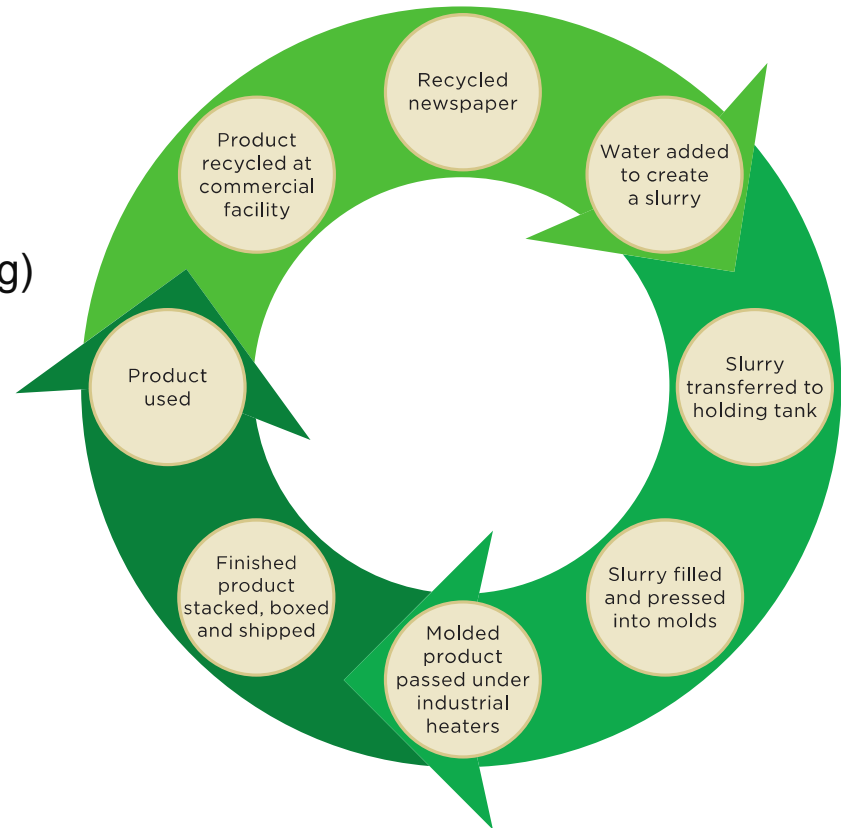
Broad Product Offering/ Best-in Class Suppliers

- NSC (National purchasing alliance)
- EBP (Local markets)
- Certo (Private brands & global sourcing)

Green Foodservice Program

Consultative Services

Materials Training



Glossary of Terms

Biodegradable



A product (such as food, garden waste, paper (plain) and paperboard) capable of decomposition into innocuous products.

Compostable



A product capable of decomposition by biological processes into water, carbon dioxide, inorganic compounds and bio mass.

Degradable

A product capable of a significant change in chemical structure under certain conditions such as light and moisture.

Recyclable



A product that can be collected, separated or otherwise recovered from the waste stream.

Sustainability



Development that "meets the needs of the present without compromising the ability of future generations to meet their own needs".^[2]

Renewable

A natural resource qualifies as a **renewable resource** if it is replenished by natural processes at a rate comparable to its rate of consumption by humans or other users.^[3]

Carbon Footprint



carbon footprint is the total amount of carbon dioxide (CO₂) and other greenhouse gases emitted over the full life cycle of a product or service.^[4]

^[1] <http://www.ftc.gov/bcp/gmrule/guides980427.htm>

^[2] United Nations. 1987. "Report of the World Commission on Environment and Development." General Assembly Resolution 42/187, 11 December 1987. Retrieved: 2007-04-12

^[3] Wikipedia website November 2007; http://en.wikipedia.org/wiki/Renewable_resources

^[4] Wikipedia website November 2007; http://en.wikipedia.org/wiki/Carbon_footprint

Green Foodservice Product Categories



Reduce

Controlled Consumption



Reuse

Reusable/Smallware



Recycle

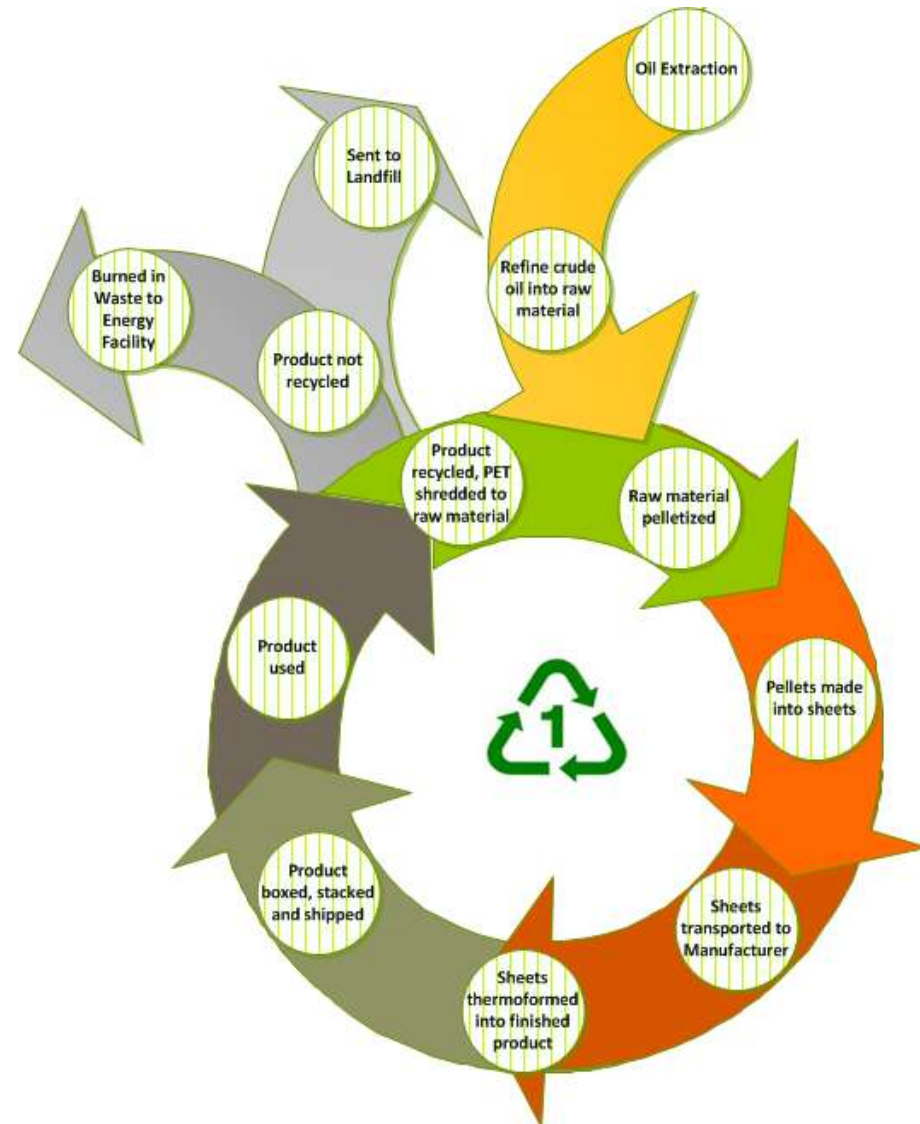
Paper/Fiber/Plastic/Alternative Materials



Product Life Cycle: Plastic [PET]

- **Raw Material** - What is PET? Polyethylene Terephthalate is a petroleum based product, also know as PET or PETE. It is typically clear, tough and has good gas and moisture barrier properties. This plastic is considered generally safe and is picked up by most curbside recycling programs. However the porous nature of its surface allows bacteria and flavor to accumulate, so avoid using used product as makeshift containers.
- **Manufacturing #1** – Crude oil is refined and made into resin pellets. The Thermoform process requires resin pellets to be melted and stretched into sheets.
- **Transport #1** – Sheets transported to manufacturer.
- **Manufacturing #2** - The sheets are the heated until pliable and vacuumed or stamped into molds to form the finished product. Skeletons (or remnant of product) are often ground and sold to be re-pelletized to make new sheets.
- **Transport #2** – Products are boxed, stacked and shipped to distribution
- **Use** – Product is one time use
- **Disposal** – #1 Recycle code is the most universally accepted code for recycling in the US, however only 13% of plastic packages & containers produced were recycled in 2010*

* Source: US EPA Total MSW Report 2010



Product Life Cycle Summary



Raw Materials	Virgin Paper	PCRC Paper	Molded Fiber	Bagasse	PLA	PET	EPS
Manufacturing	Tree Pulp using sustainable forestry. Bleached or unbleached	Contain recycled content – typically left unbleached	Recycled newspaper and paper board.	Sugar cane byproduct	Plastic resin made from Corn extracts.	Plastic Resin made from Petroleum	Petroleum and Gas form lightweight product
Transport	US, Brazil	USA	USA, China	Often made in Brazil, India, and China	Most PLA resin today made in Blair, Nebraska	China, most made in the USA	USA
Use	One Use: Napkins, Hot Cups, Cold Cups, Towels, Container	One Use: Napkins, Trays	One Use: Trays, Plates,	One Use: Plates, Cutlery, Containers	One Use: Cold Cups, Cutlery, Containers	One Use: Plates, Bowl, Cold Cups, Containers, Lids	One Use: Trays, Hot Cups, Containers, Plates, Bowl
Disposal	Recyclable*	Recyclable *	Recyclable	Compostable	Compostable	Most Universally accepted Recycling Code across the USA	Very limited Recycling available

*Often foodservice products end up in landfill or incinerator because materials used to insulate cups (plastic, PLA, wax) cannot be separated for recycling.



THANK YOU

