




CAN LINER BASICS

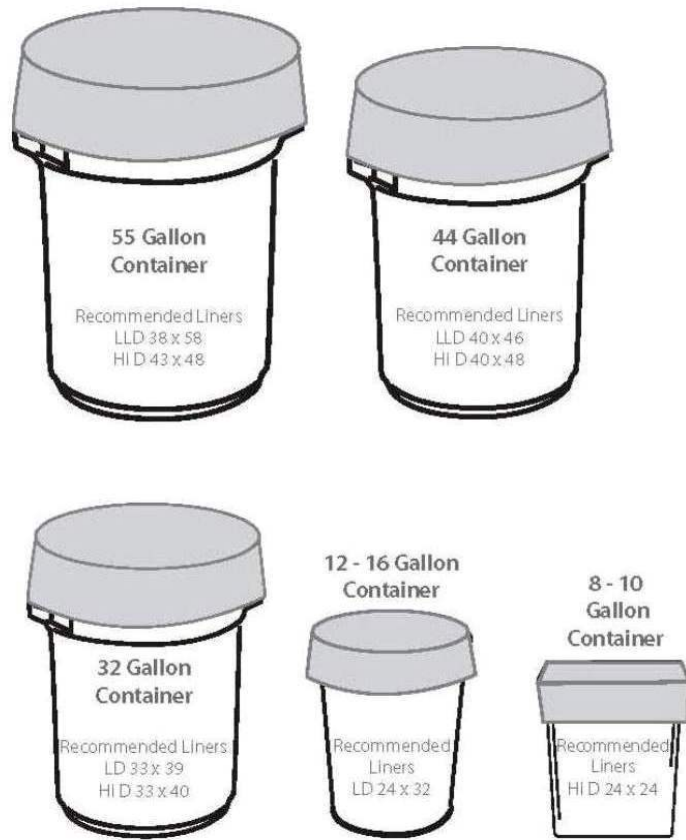
Plastic Type		
<p>High-Density (HD)</p> <ul style="list-style-type: none"> Makes “crinkly” noise when you move it – Think of a supermarket bag Harder to start or puncture a hole in than Low Density (LLD) Once a hole is started, will spread quickly or “zipper” Thinner than LLD, but can hold same or greater weight as LLD liners Gauge (thickness) measured in Micron (MIC) Some suggested applications: cans w/o edges, paper, food, smooth heavy objects Substantial cost savings on a per-liner basis 	<p>Linear Low-Density (LLD)</p> <ul style="list-style-type: none"> Quiet when moved – No “crinkly” sound Easier to start or puncture a hole in than HD A hole will spread less quickly than HD Gauge (thickness) measured in MIL Most common type in the industry Multipurpose applications – recommended for sharper objects and tough transport conditions 	<p>Repro</p> <ul style="list-style-type: none"> Reprocessed or made from recycled material The EPA’s Comprehensive Procurement Guideline recommends 10-100% post-consumer recycled content Lower capacity for weight... but at a lower cost Thicker repro bag is needed to lift the same amount of static weight as a virgin resin bag
Bottom Seals		
<p>Star Seal</p> <ul style="list-style-type: none"> Most common type in the market Bottom of the bag looks like a star or appears “bunched up” Conforms better to larger, round trash cans Minimum leak potential Most expensive and highest quality Star seal liners are designated by two dimensions (i.e. 40 x 46) <div style="text-align: center; margin-top: 20px;">  </div>	<p>Gusset Seal</p> <ul style="list-style-type: none"> A flat style bag Both sides are tucked in which forms a gusset If bag is lying flat it will have a third dimension like an expandable envelope Conforms reasonably well to the shape of the trash can May leak – potential for weak bottom Least expensive Gusset seal liners are designated by three dimensions (i.e. 23 x 17 x 46) <div style="text-align: center; margin-top: 20px;">  </div>	<p>Flat Seal</p> <ul style="list-style-type: none"> Bag will lay out perfectly flat like a tube with a seal on one end or resemble a pillow case Does not conform to the shape of the trash can Holds 20-30% more than a star sealed Medium leak potential Flat seal liners are designated by two dimensions (i.e. 40 x 46) <div style="text-align: center; margin-top: 20px;">  </div>
Package Dispensing		
<p>Flat (Bulk) Pack</p> <ul style="list-style-type: none"> Individually folded and boxed for one at-a-time dispensing 	<p>Coreless Rolls</p> <ul style="list-style-type: none"> No cardboard cylinder Perforated edges OR Interleaved for non-perforated dispensing 	<p>Cored Roll</p> <ul style="list-style-type: none"> Liners rolled together on top of a cardboard cylinder (similar to paper towel rolls) Perforated edges

Considerations and Tips

Rule of Thumb	Check the competitors' label! Most product information is listed on the product label.
Why gauge is not always important	Film thickness is no longer the only standard for judging overall bag strength. The development of advanced resins and additives has changed the standard method for selecting the correct can liner. Manufacturers are producing thinner, lighter trash bags that are stronger and more durable than thicker bags made from lesser quality raw materials.
When choosing a bag remember...	<p>1) Choose bag size and bottom seal of the liner based on type of trash can being used</p> <ul style="list-style-type: none"> ➤ Some manufacturers will state liner sizes in “gallons” in an attempt to offer smaller liners that use less plastic. ➤ Most manufacturers use the item number to indicate the liner size even though it is not the actual size of the liner. ➤ Star sealed can liners are the most expensive and highest quality since they conform better to larger, round trash cans. ➤ Gusset sealed bags are the least expensive and will tend to leak, unlike star seal or flat seal. <p>2) Choose plastic type (HD or LLD)</p> <ul style="list-style-type: none"> ➤ High density liners are lower in cost than low density liners. ➤ Recycled plastic or repro liners yield a bag with a lower capacity for weight at a lower cost. A thicker repro liner is needed to lift the same amount of static weight as a virgin resin bag. <p>3) Verify the gauge or thickness of the liner</p> <ul style="list-style-type: none"> ➤ Some manufacturers avoid stating the actual thickness of the liners, an attempt to sell less plastic for a higher price. ➤ There is no governing agency to ensure that thicknesses listed on the carton is what is actually in the box. Weighing the case and comparing against other brands will help identify any differences. Less weight equals less plastic. ➤ Many manufacturers will test liner samples in their lab to give you the actual mill/mic thickness of a competitive product for comparison purposes. <p>4) Check how many liners are in the case and calculate the cost per can liner pricing</p> <ul style="list-style-type: none"> ➤ Fewer liners in a case gives the appearance of a better value because of the lower price ➤ Calculating the cost per can liner will give you the true cost per use. <p>5) When in doubt, weigh the case! This will help determine what's really in the box!</p>

<p>What is Static Load?</p>	<p>Static load (lifting strength) is the best way to choose bag strength. Approximate gauge equivalents for static load are...</p> <table border="1" data-bbox="363 275 1450 653"> <thead> <tr> <th>Weight</th> <th>Linear Low Density (in Mils)</th> <th>High Density (in Microns)</th> </tr> </thead> <tbody> <tr> <td>Refuse Weight</td> <td>0.30 – 0.35 Mil</td> <td>6 Mic</td> </tr> <tr> <td>Light Weight</td> <td>0.36 – 0.49 Mil</td> <td>7 – 9 Mic</td> </tr> <tr> <td>Medium Weight</td> <td>0.50 – 0.60 Mil</td> <td>10 – 12 Mic</td> </tr> <tr> <td>Heavy Weight</td> <td>0.61 – 0.74 Mil</td> <td>13 – 14 Mic</td> </tr> <tr> <td>Extra Heavy Weight</td> <td>0.75 – 0.80 Mil</td> <td>15 – 17 Mic</td> </tr> <tr> <td>Super Tuf</td> <td>0.81 – 1.0 Mil</td> <td></td> </tr> <tr> <td>Super Heavy</td> <td>1.1 – 1.2 Mil</td> <td></td> </tr> <tr> <td>XXH</td> <td>1.3 – 1.9 Mil</td> <td>18 – 24 Mic</td> </tr> <tr> <td>XXXH</td> <td>2.0 – 3.0 Mil</td> <td></td> </tr> </tbody> </table>	Weight	Linear Low Density (in Mils)	High Density (in Microns)	Refuse Weight	0.30 – 0.35 Mil	6 Mic	Light Weight	0.36 – 0.49 Mil	7 – 9 Mic	Medium Weight	0.50 – 0.60 Mil	10 – 12 Mic	Heavy Weight	0.61 – 0.74 Mil	13 – 14 Mic	Extra Heavy Weight	0.75 – 0.80 Mil	15 – 17 Mic	Super Tuf	0.81 – 1.0 Mil		Super Heavy	1.1 – 1.2 Mil		XXH	1.3 – 1.9 Mil	18 – 24 Mic	XXXH	2.0 – 3.0 Mil	
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<p>Film Colors</p>	<ul style="list-style-type: none"> • Black, white and natural are the most common • Natural (otherwise clear or transparent) are ideal for areas where transparency is required for security purposes • Specialty colors (red, yellow, blue, brown, gray) are ideal for at-a-glance content identification (i.e. blue bags may indicate recyclable waste) 																														
<p>Size of Trash Liner</p>	<ul style="list-style-type: none"> • 2 dimension (i.e. 38x60) used with Star, Flat and occasionally Gusset seal bags <ul style="list-style-type: none"> • 38 = face (17) + depth (21) of the bag • 60 = height of the bag • 3 dimension (i.e. 17x21x60) used only on Gusset seal bags <ul style="list-style-type: none"> • 17 = face of the bag • 21 = depth of the gusset • 60 = height of the bag <p><u>Tricks of the Trade</u></p> <ul style="list-style-type: none"> • Some manufacturers will state liner sizes in “gallons” instead of dimensions in an attempt to offer smaller sized liners that use less plastic • Most manufacturers use the item # to indicate the liner size, that’s not always the case!. Don’t be fooled by the item #, check the actual size on the box 																														

Most Common Cans & Recommended Liner Sizes



Brand Positioning

Liner Brand Positioning

