

Reusable Transport Packaging

What it Can Do for Your Business

A 30-minute presentation
Facilitated by:

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On behalf of StopWaste



Offered in conjunction with:
Norcal Sustainable Healthcare Group

What we'll cover:



1. Reusable Transport Packaging
2. Benefits of Reusable Transport Packaging
3. What Makes a Good Candidate for Reusables?
4. Technical Assistance Available

Top 5 Materials Businesses throw away...

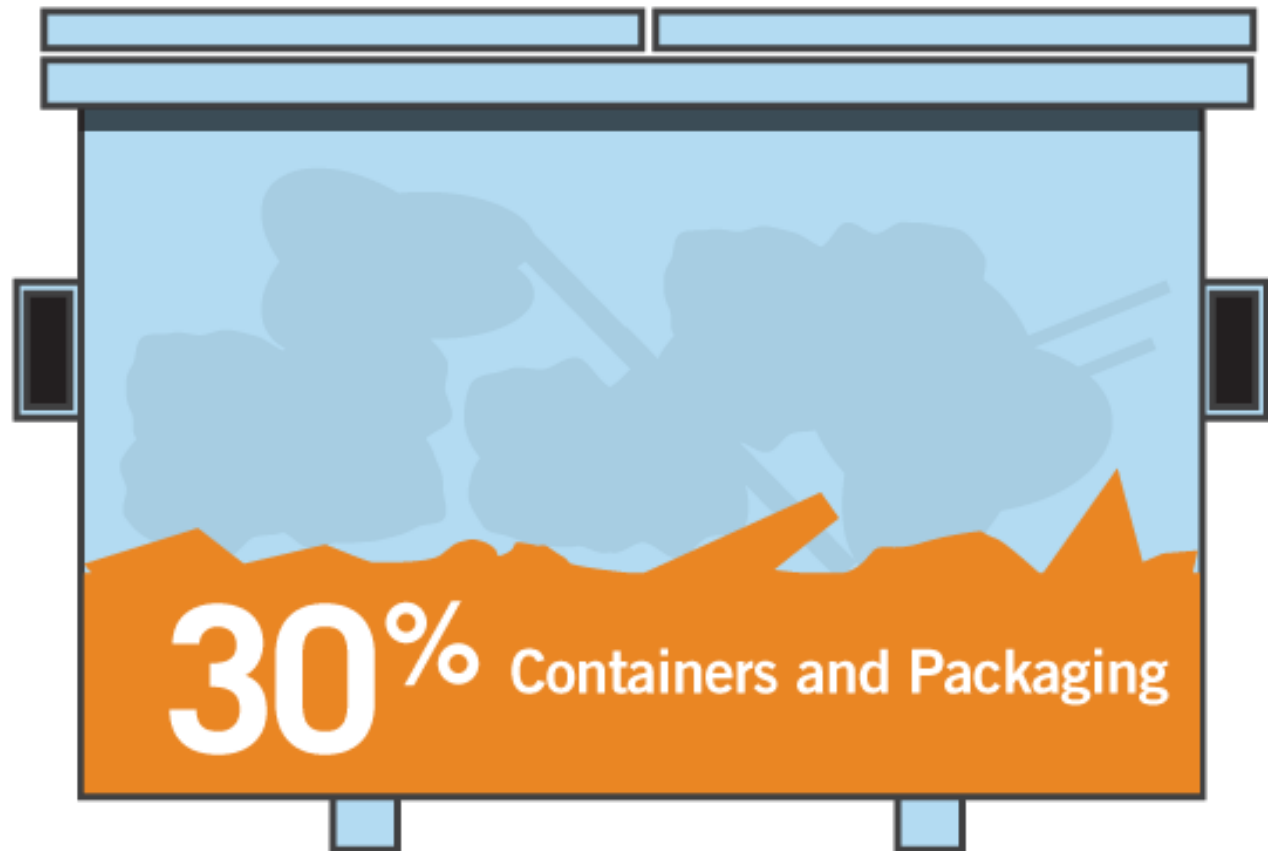
1. Food waste
2. Other paper
3. Cardboard *boxes*
4. Wood *pallets*
5. Film plastics, e.g. *stretch wrap*



...and they're paying for each piece.

Packaging in U.S. Solid Waste

Disposable containers & packaging are 30% of North America's Municipal Solid Waste (MSW)



Total MSW Generation (by category), 2008 250 million tons (before recycling)

Transport Packaging is used to move components, finished products or raw materials

Traditional pallets & boxes



~1-5
uses



Reusable alternatives



~5-10
years

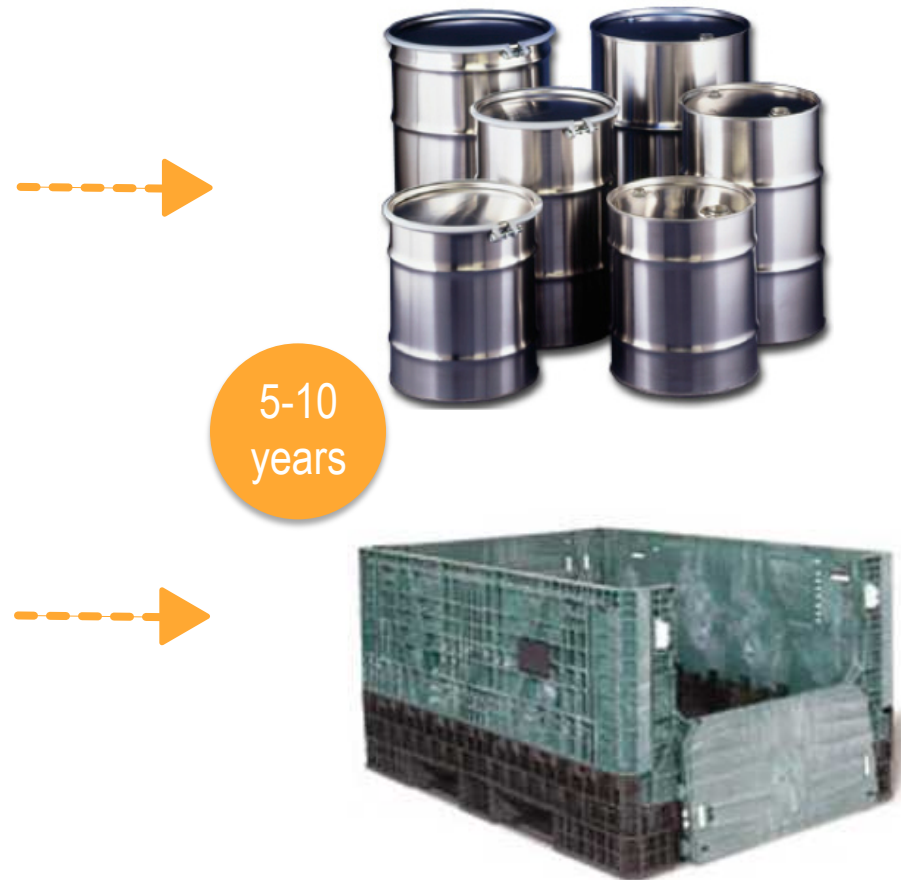


Transport Packaging is used to move components, finished products or raw materials

Traditional drums and gaylords



Reusable alternatives



Transport Packaging is used to move components, finished products or raw materials

Other transport packaging



1-5
uses

Reusable alternatives



5-10
years



Reusable Transport Packaging

- Durable construction
- Typically never disposed of by the recipient
- Repeated use - lifetime is measured in years
- Can include special features



Benefits of Reusables



- ✓ Cost savings
- ✓ Better efficiency
- ✓ Better worker safety/ergonomics
- ✓ Better product protection
- ✓ Improved environmental performance & corporate responsibility

SUCCESS STORY

Mills-Peninsula Health Services

Industry:

Health Services

Location:

Burlingame, CA

Reusables Used:

Steel hard cases

Company Snapshot:

Mills-Peninsula Health Services is a general medical and surgical hospital in Burlingame, CA. This location has 393 beds. Staff performed 3,444 annual inpatient and 7,235 outpatient surgeries and its emergency room had 46,911 visits.



SUCCESS STORY

Mills-Peninsula Health Services

Before: Recurring purchase of 14,475 pounds/year of Blue Wrap. The Wrap was only used once then disposed of.

After: One time purchase of reusable steel hard cases. Reduced Blue Wrap purchase use by 70%.

Before



After



SUCCESS STORY

Mills-Peninsula Health Services

Blue wrap is responsible for 19% of the waste generated from surgical services nation-wide.

Results:

- ✓ \$25,173 annual savings from avoided Blue Wrap purchases
- ✓ Reduced waste (and associated waste bills) by 5.07 tons/year
- ✓ No damaged wrapped equipment and supplies requiring re-wrapping and re-sterilization
- ✓ Return on Investment (ROI) of 8.2 months



SUCCESS STORY

Kaiser Permanente



Industry:
Healthcare

Location:
Livermore, CA

Reusables Used:
Plastic totes



Company Snapshot:

Distributes medical supplies, documents, and pharmaceuticals to facilities within Northern California. It is one of three supply warehouses operated by Kaiser in the USA.

SUCCESS STORY

Kaiser Permanente

Before: Recurring purchase of 591,000 cardboard boxes, plus tape and packaging filler. Cost of labor to put boxes together and later flatten for recycling.

After: Purchased reusable, durable plastic totes, no assembly required. Four different color coded sizes are used depending on volume to be distributed.



SUCCESS STORY

Kaiser Permanente

Results:

- ✓ \$530,000 annual savings from avoided packaging purchases
- ✓ 500 hours annual labor savings
- ✓ 591,000 boxes saved/year
- ✓ Color coded totes improve distribution system



SUCCESS STORY

Stanford University Medical Center and Owens & Minor, Inc.

Industry:

Healthcare/Hospital

Location:

Palo Alto, CA

Reusables Used:

Reusable plastic totes

Company Snapshot:

Stanford medical complex that spreads over 3.0 million square feet and employs over 10,000 staff.

O&M is a national distributor of medical and surgical supplies.



STANFORD
HOSPITAL & CLINICS

Stanford University Medical Center



SUCCESS STORY

Stanford University Medical Center and Owens & Minor, Inc.

Before:

Use of one-time use cardboard boxes shipped directly to the hospital.

After:

Just in time delivery in reusable totes from O&M's Distribution Center in Tracy, CA.

Before



After



SUCCESS STORY

Stanford University Medical Center and Owens & Minor, Inc.

Results:

- ✓ 70% of supplies are delivered in reusable totes
- ✓ Cardboard is virtually eliminated from clinical areas, decreasing risk of infection
- ✓ Deliveries are limited to two trucks per day, reducing traffic and emissions throughout the medical complex
- ✓ Clinicians spend less time on handling supplies and more on patient care



SUCCESS STORY

Washington Hospital



Industry:

Healthcare

Location:

Fremont, CA

Reusables Used:

Sharps containers



Company Snapshot:

For more than 50 years, we've been serving Alameda County with some of the area's finest medical care.

SUCCESS STORY

Washington Hospital

Before:

Before



After:



After

SUCCESS STORY

Washington Hospital

Results:

- ✓ 33.7 tons of waste diverted from the landfill over 15 months



A photograph of four people standing in a hospital room. From left to right: a man in a suit, a woman in a grey blazer and red scarf, a woman in a dark blue blazer, and a woman in a white lab coat.

RECYCLING & COMPOSTING
OVER 100 TONS
EACH YEAR

Left to Right: Paul Kelley, Director of Biomedical Engineering and Green Initiative; Kathy Fox, Green Initiative Intern; Kris LaVoy, Chief of Compliance; Yvonne Dobbengi-Rhodes, Clinical Nurse Specialist

Congratulations, Washington Hospital Healthcare System for preventing waste with reusable produce totes and sharps containers, and for collecting recyclable and compostable materials hospital-wide. These are just a few of many practices your team has put in place to cut costs, reduce waste, and protect the environment.

 Washington Hospital Healthcare System

2010 BUSINESS EFFICIENCY AWARD WINNER
Presented by the StopWaste Partnership

 **STOP WASTE PARTNERSHIP**

www.StopWastePartnership.Org
Partnership@StopWaste.Org

EIGHT COMPANIES BECAME CHAMPIONS THIS YEAR. WILL YOURS BE NEXT?

Are reusables right for your organization?



Healthcare Reusables Opportunities



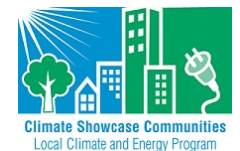
- ✓ Distribution
- ✓ Low Unit of Measure
- ✓ Hardcase Replacement of Blue Wrap
- ✓ Reusable Sharps Containers
- ✓ Office Moves
- ✓ Incoming Supplies

The Use Reusables Campaign



- Helping businesses convert to reusable packaging.
- Reducing GHG emissions and solid waste from limited-use transport packaging materials.

Brought to you by:



“Use Reusables” Resources



- ✓ Technical Assistance
- ✓ Cost Benefit Analysis
- ✓ Vendor Facilitation & Referral
- ✓ Implementation Support

Financial Analysis Tools

Net Present Value (NPV)

NPV = sum of the discounted net cash flows

Company: ABC Roasting Company

Assumptions	Enter Values
Equipment purchased: <i>Included in financial analysis:</i>	66 straight wall plastic containers, 2 hoppers
Purchases avoided:	\$85/week of cardboard boxes or \$4,250/year
Labor savings:	\$15/hour * 8 hours/week or \$6,000/year
<i>Not included in financial analysis:</i>	
Large customer's purchases avoided:	\$160/week on poly bags or \$8,000/year
Large customer's labor savings:	\$15/hour * 8 hours/week or \$6,000/year

$$NPV = \sum_{t=0}^n \frac{(\text{Benefits} - \text{Costs})_t}{(1 + r)^t}$$

where:

r = discount rate

t = year

n = analytic horizon (in years)

Year	Benefits		Costs		Net Cash Flow
	Description	Benefits Value	Description	Value	
0			Equipment costs	\$ 4,135	(\$4,134)
1	Purchases avoided	\$ 4,250			
	Labor savings	\$ 6,000			
	Year 1 Total	\$ 10,250	10% replacement	\$ 413	\$9,837
2	Purchases avoided	\$ 4,250			
	Labor savings	\$ 6,000			
	Year 2 Total	\$ 10,250	10% replacement	\$ 413	\$9,837
3	Purchases avoided	\$ 4,250			
	Labor savings	\$ 6,000			
	Year 3 Total	\$ 10,250	10% replacement	\$ 413	\$9,837
4	Purchases avoided	\$ 4,250			

Input | Charts

Reusables Cost Comparison Tool

This model compares basic cost differences of one way corrugated packaging and reusable plastic packaging. The model uses basic assumptions and requires you to input various cost components. While the model uses factual inputs from prospective users it is intended to offer guidance and not an absolute indication of exact cost benefits. More specific models are available to determine specific cost benefits once an overall feel for expected costs are understood.

Purchase Price

Enter your actual cost for a corrugated carton, and the cost of a comparably sized reusable container. Default values are provided.

Enter the cost of tape or other materials used to seal each carton.

	Corrugated	Reusable Handheld Container
Corrugated carton	1.00	7.50
Tape per carton	0.02	
Total purchase cost	\$1.02	

Dwell Time

"Dwell time" is the amount of time in days that a reusable packaging container will be held at various stages in your supply or distribution chain. In addition to time at your facility, be sure to also enter time at any distribution centers, transit time, time at the destination, and time for preparing and returning the container for reuse. All times are in full days. (Leave lines blank for rows that do not apply to your situation).

Analyzing GHG impact

- EPA's WARM model is used to determine GHG reductions
- Biggest factors affecting GHG reduction potential are: Project size, material replaced, and how materials were discarded

Material	GHG Reductions (MTCO ₂ E/ton)
Cardboard (boxes, drums)	5.5 (2.5 if recycled)
Plastic Wrap (pallet wrap)	1.8 (0.84 if recycled)
Wood (pallets)	1.3

Join a community of industry leaders!



Interested?

Use Reusables representatives are available to help:

- ✓ Assess opportunities at your company & identify potential projects
- ✓ Estimate the cost savings
- ✓ Conduct an on-site assessment if needed (SF Bay area)
- ✓ Provide implementation support

Website: UseReusables.org

- Reusables Basics
- Cost Analysis Tools
- Equipment & Service Providers
- Case Studies/Videos

The screenshot shows the homepage of UseReusables.org. At the top, there is a dark teal header with the site name "Use Reusables" and the tagline "Reusable Transport Packaging Saves Your Company Money and Resources". Below the header is a navigation menu with links for Home, About Us, Reusables Basics, Cost Comparison, Case Studies, Resources, Events & Workshops, and Contact. The main content area features a large video player titled "Intro to Reusable Packaging" with a play button overlay. To the right of the video is a section for "Reusable Transport Packaging" with a sub-headline "What it is and how it can help you." and a link to "Watch the 3 minute intro video." Below this is a "Featured Case Study" for "Tesla Motors & Veritable Vegetable" with a small video thumbnail and a "View All Case Studies" link. At the bottom, there are three columns of content: "Are Reusables Right For You?" with a link to an "Assessment Checklist and Cost Calculator Tool"; "News & Events" with information about grant funding and a webinar; and "Stay Informed" with a "Sign Up Now" button.

Use Reusables
Reusable Transport Packaging Saves Your Company Money and Resources

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Intro to Reusable Packaging

Reusable Transport Packaging
What it is and how it can help you.
« [Watch the 3 minute intro video.](#)

Featured Case Study:
Tesla Motors & Veritable Vegetable

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Are Reusables Right For You?
Find out if Reusables make sense for your company with our **Assessment Checklist and Cost Calculator Tool.**

News & Events
Grant funding now available! Applications due 8/15. **More information**
Join a free 30-minute webinar to learn about reusables and available grants Two dates available: 7/15 & 7/24
Register Here

Stay Informed
Be the first to learn about relevant news and events!
[Sign Up Now](#)

Questions?

Visit our website www.UseReusables.Org or contact us:

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