

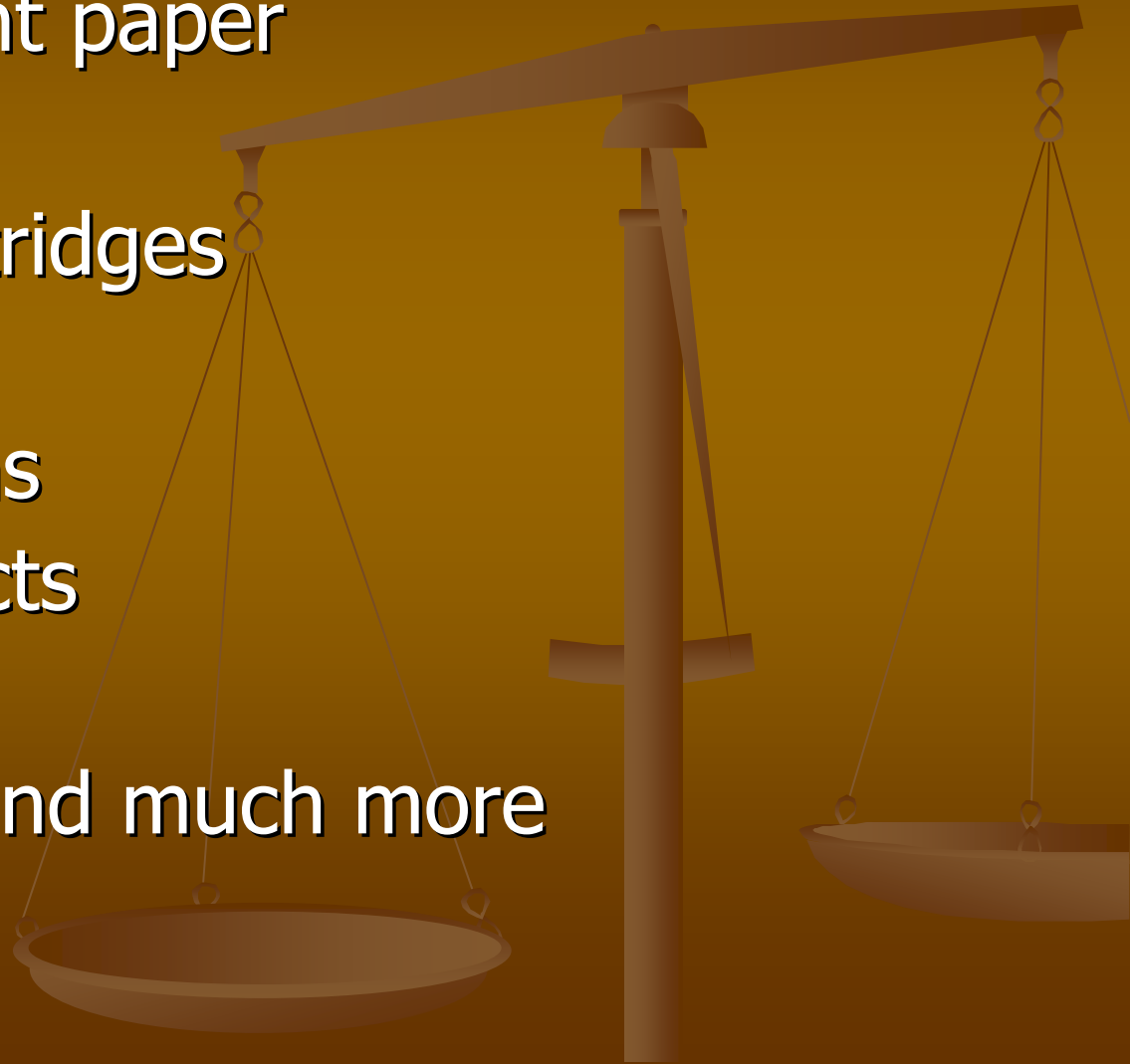
State Purchasing



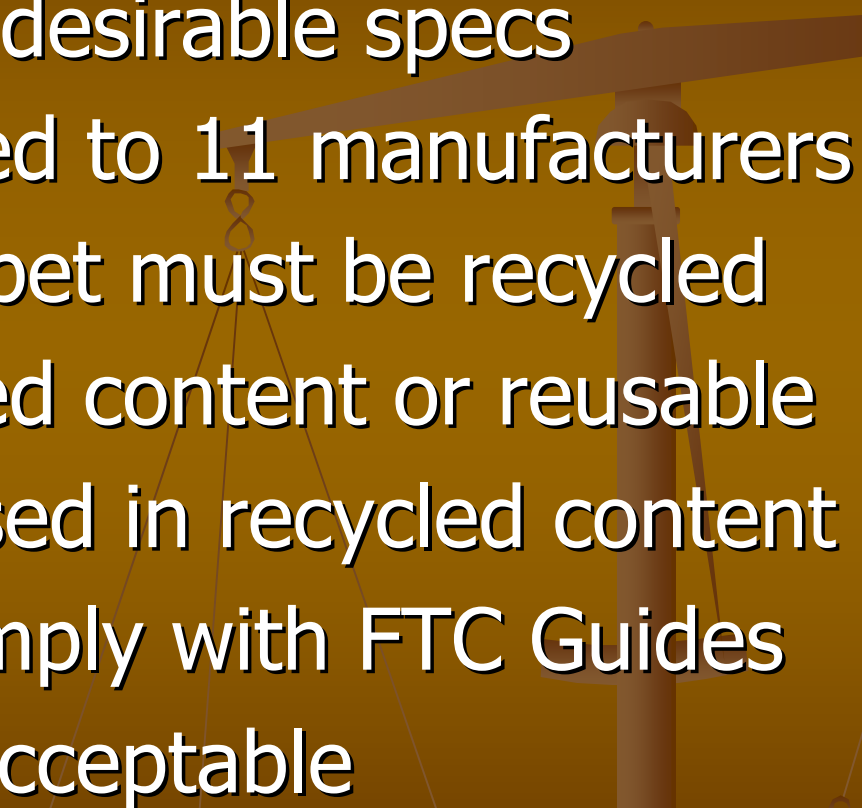
An overview of state purchasing efforts

States are active in EPP

- Recycled content paper
- Office products
- Laser toner cartridges
- Tires
- DOT applications
- Cleaning products
- Landscaping
- Plastic lumber and much more

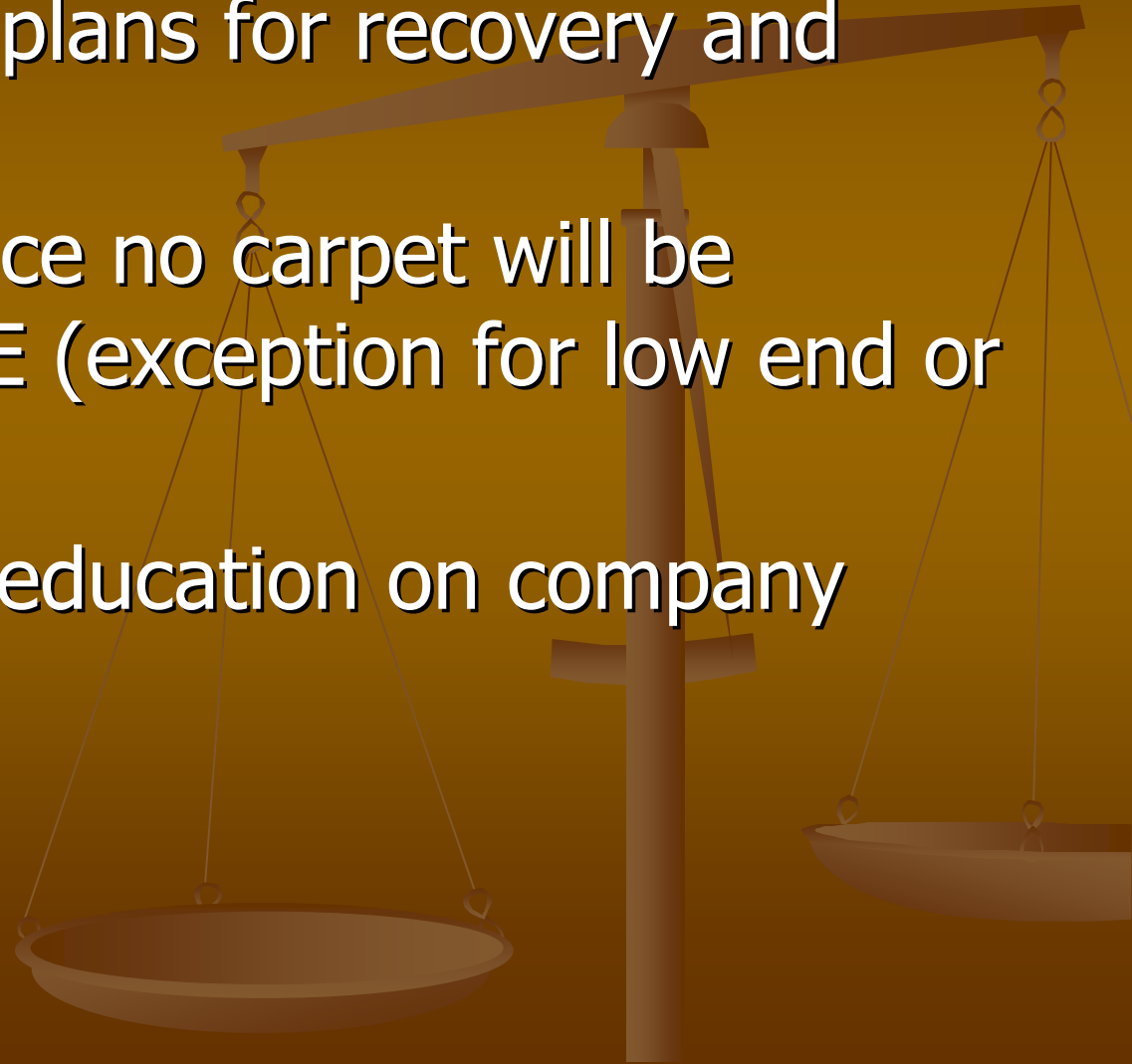


Massachusetts

- Must specs and desirable specs
 - Contract awarded to 11 manufacturers
 - All removed carpet must be recycled
 - Modular-Recycled content or reusable
 - Broadloom-Phased in recycled content
 - Claims must comply with FTC Guides
 - Refurbished is acceptable
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More Musts

- Provide written plans for recovery and recycling
- Written assurance no carpet will be landfilled or WtE (exception for low end or contamination)
- Offer customer education on company program

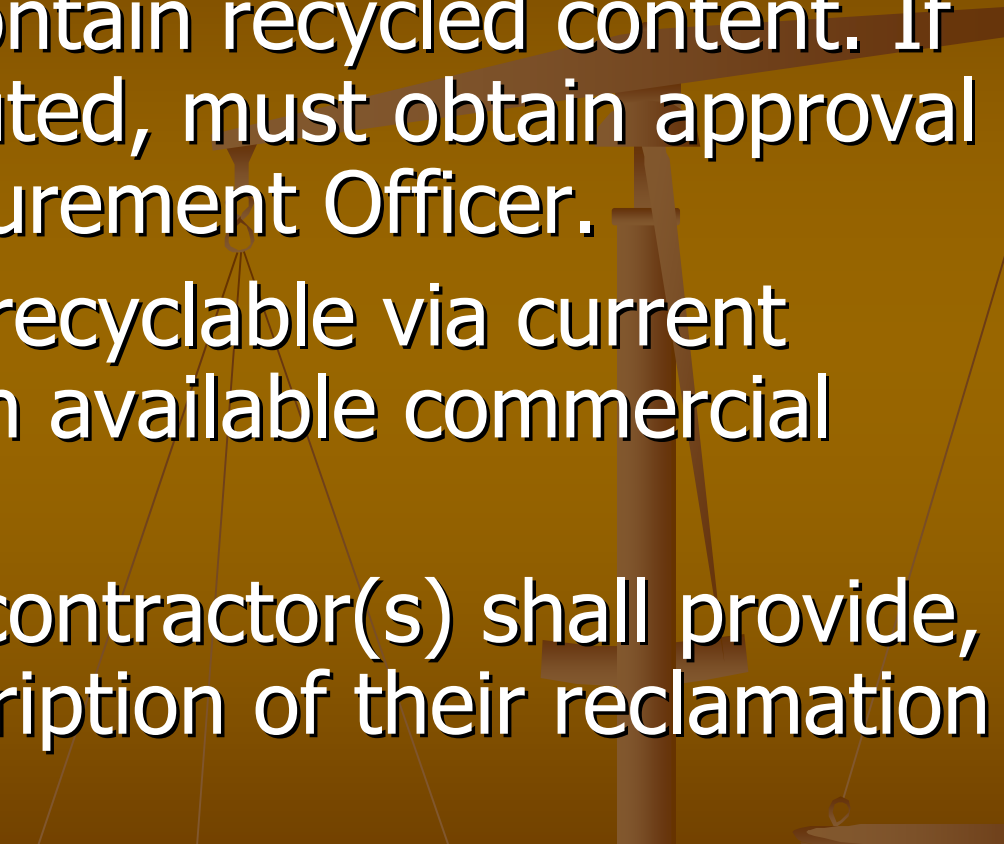


Desirables



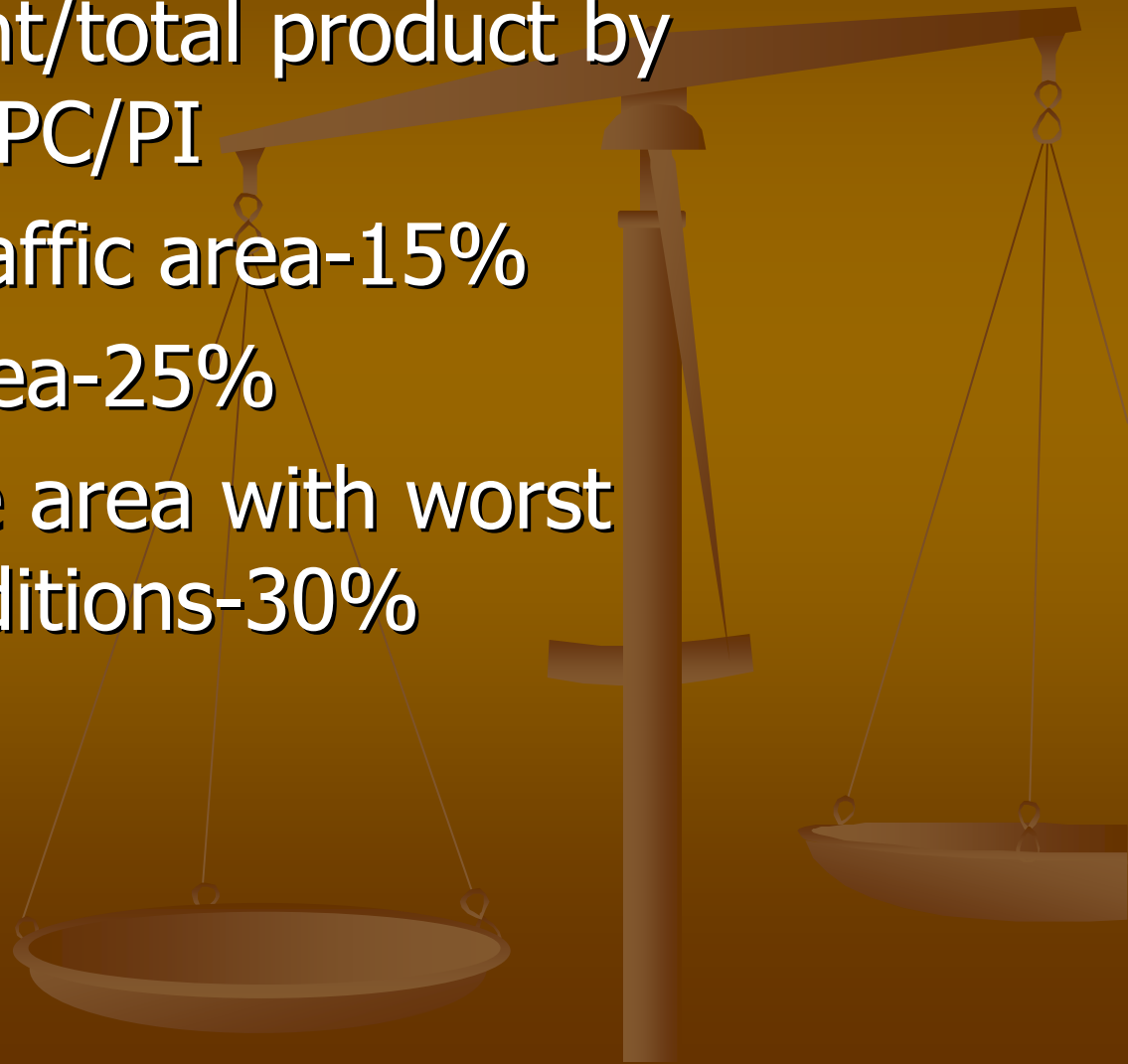
- document a high percentage of post-consumer content in their products
- a plan to increase the post-consumer recycled content in the carpet products over the contract term
- certification by a neutral, third party organization for recycled content (e.g. SCS or an equivalent)

Washington

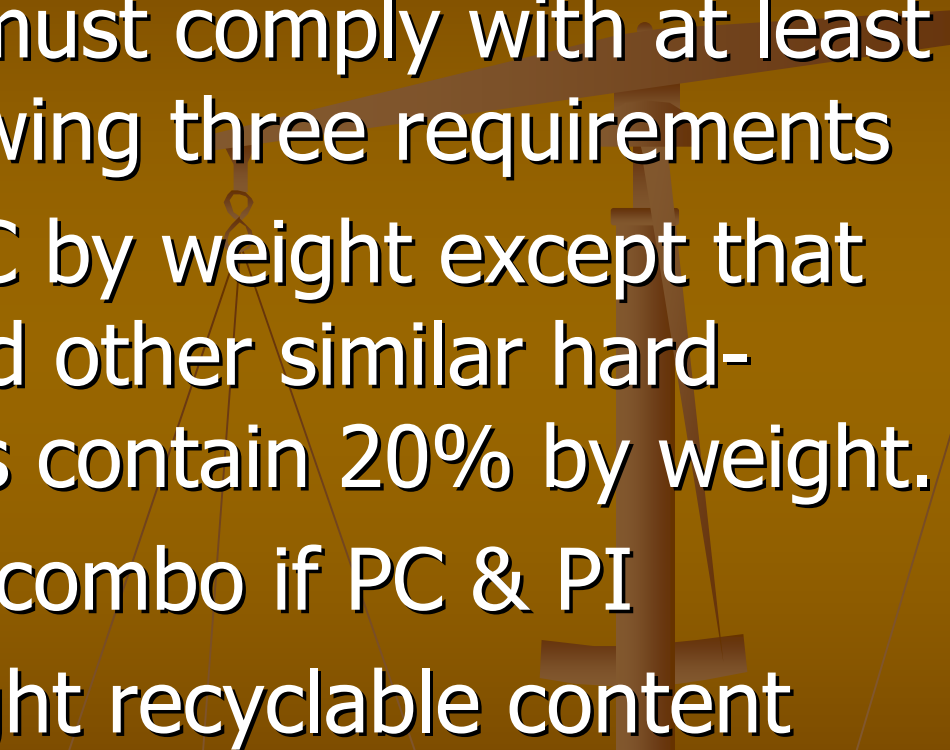
- Product must contain recycled content. If virgin is substituted, must obtain approval from State Procurement Officer.
 - Carpet shall be recyclable via current technology at an available commercial facility
 - The successful contractor(s) shall provide, with bid, a description of their reclamation program.
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Recycled content

- Recycled content/total product by weight=combo PC/PI
- Low-medium traffic area-15%
- Heavy traffic area-25%
- Extra heavy use area with worst installation conditions-30%

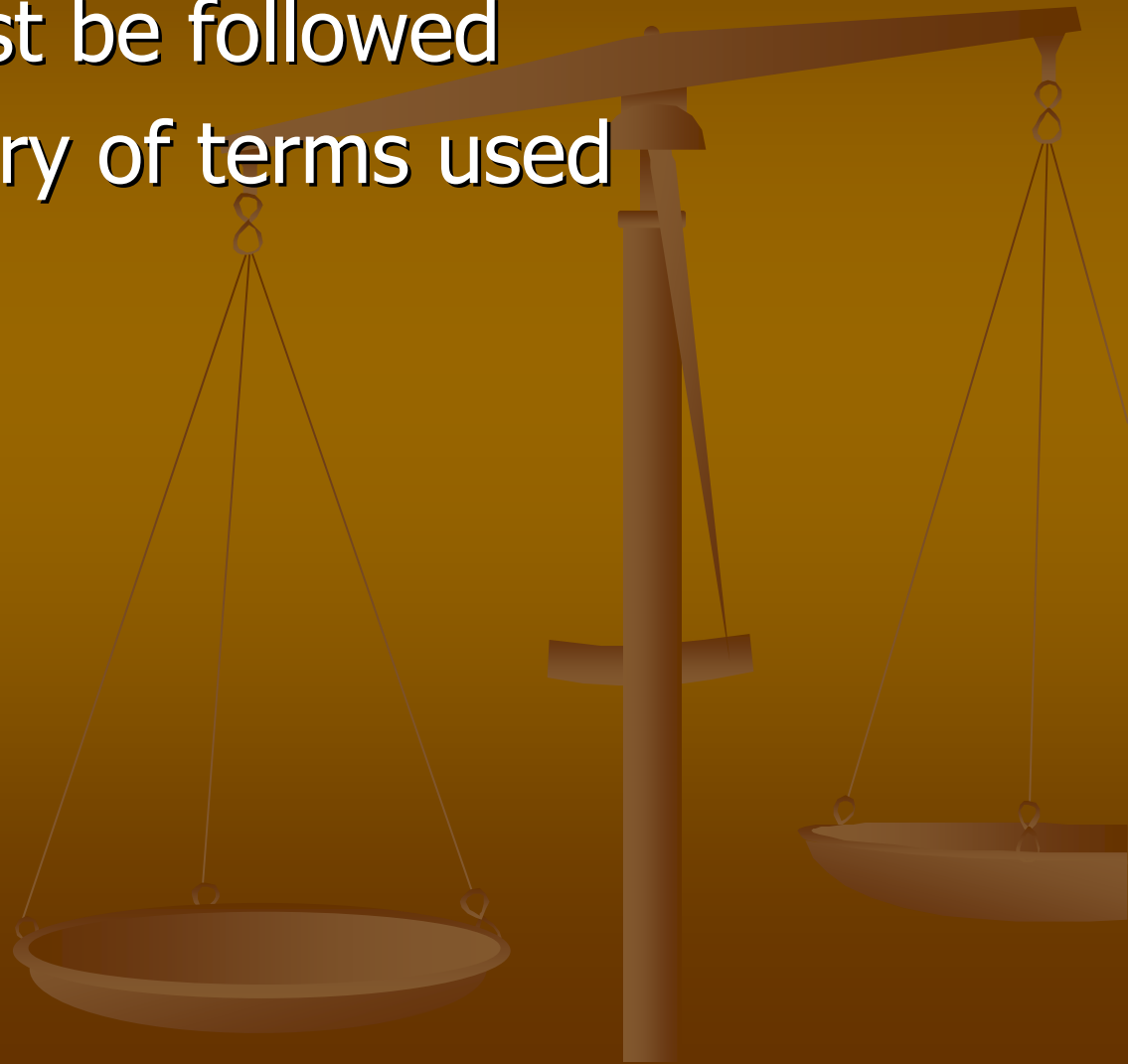


North Carolina-Recycled content and/or recyclability

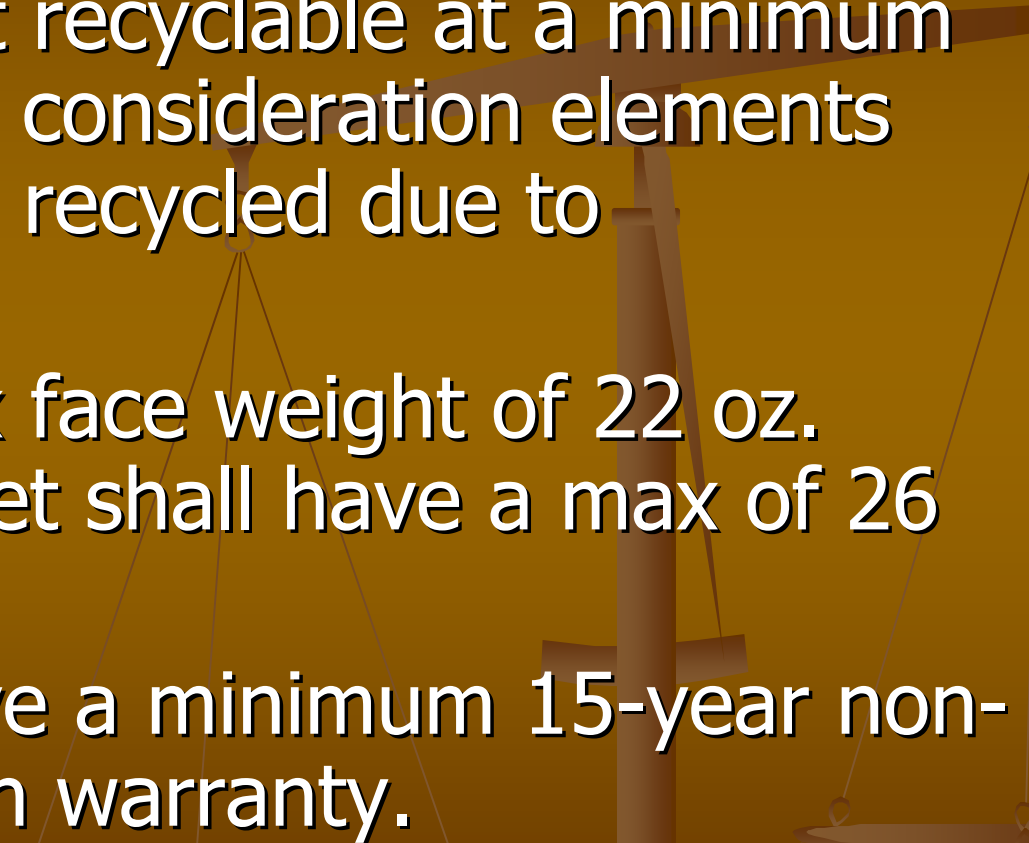
- Carpet offered must comply with at least one of the following three requirements
 - Minimum 5% PC by weight except that vinyl-backed and other similar hard-backed products contain 20% by weight.
 - 15% by weight-combo if PC & PI
 - Or 25% by weight recyclable content
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More from NC

- FTC Guides must be followed
- EPA/CPG glossary of terms used

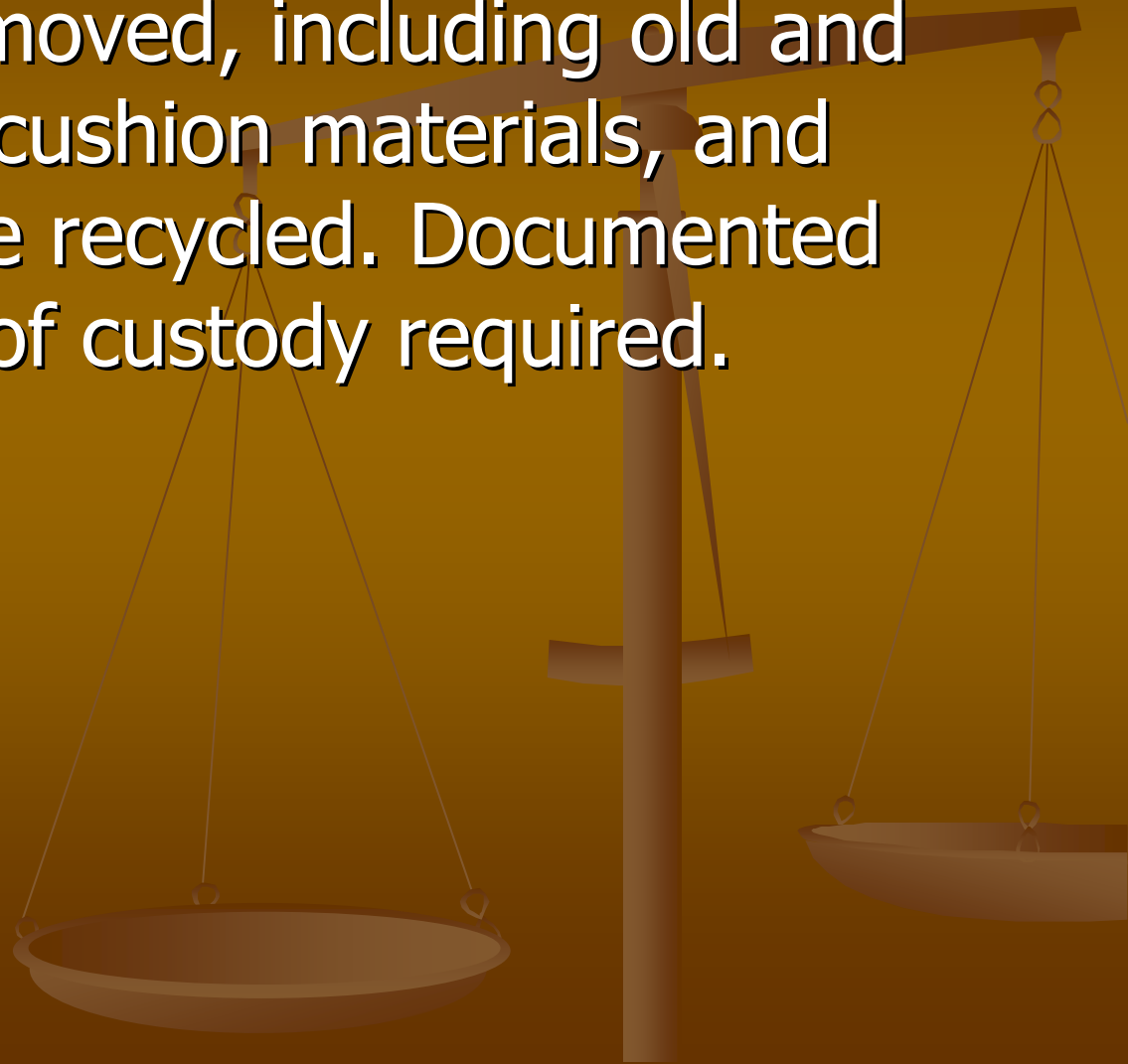


Pennsylvania

- Removed carpet recyclable at a minimum 80% taking into consideration elements that may not be recycled due to contamination
 - Carpet tiles max face weight of 22 oz. Broadloom carpet shall have a max of 26 oz.
 - carpet must have a minimum 15-year non-prorated, written warranty.
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More PA

- All materials removed, including old and new carpeting, cushion materials, and packing must be recycled. Documented plan and chain of custody required.



Results



- While there are variations there are commonalities as well.
- Sales have been largely dependent on market conditions (state budgets)
- Problems with recycling existing carpeting
- Some sales reps not familiar with contract terms
- Using agencies need education as well