

Save the Bay Clean Bay Project Workshop

Panelist: Matt Clark



Matt Clark, Executive Vice President Bridge- Gate Alliance Group

- Owner operator in the restaurant business for 11 years
- Foodservice broker for 17 years
- Packaging manufacture/supplier for 6 years

Today's Options in foodservice

- Current packaging used in the industry
- Foam/Polystyrene plates & hinged containers
- OPS/Polystyrene plates & hinged containers
- Polypropylene
- PETE

Today's Green Options in foodservice

- Corn Starch
 - Usually a blend
- PLA
 - Long term resource volatile and expensive
- Molded Fiber

Price & how to manage the cost

- **Foam @ .10 ¢**
- **Molded Fiber @ .20 ¢**
- **Example**
 - **Meal @ \$10.00 could increase to \$10.25**
 - **We subtract .10 ¢ from \$10.00 = \$9.90**
 - **We subtract .20 ¢ from \$10.25 = \$ 10.05**

Why this can work!

- Food service establishment can promote they are responsible in making a difference
- Consumers are asking for an alternative *and* are willing pay for it
- Example:
 - Auto Industry
 - Hybrid vs. standard gas car

Responsibility of Municipalities/ Cities

- Inform consumers of options
- Suggest methods to transition
- Regulate false information
- City offices support and use these products
- Provide credible, certified suppliers
 - BPI, FDA, ASTM, Leading Composting companies

What Bridge-Gate offers

- Molded fiber alternative
- Manufacturing process
- Bio-pulping / using wheat by product
- Uses the most degradable material available
- Certified