

## **ORGANIX A.G. FILM: Seller Knowledge Bank**

1. **What is it made of?**
  - a. A soil biodegradable resin that is certified soil biodegradable. The carbon-based biodegradable polymer is blended with a stiffer bio-based plastic (PLA) that gives it superior mechanical properties.
2. **How do I narrate its ingredients and make-up to growers?**
  - a. Based on the factual information above, come up with a short statement for growers that you feel most confident and comfortable with.
  - b. Overall, Organix A.G. Film is a high-performing biopolymer that's partially bio-based and partially carbon-based. All ingredients are edible by existing microbes in the soil, allowing it to 100% soil biodegrade.
3. **What does it soil biodegrade into?**
  - a. All organic matter: biomass, water and CO<sub>2</sub>.
4. **How long does it last?**
  - a. We custom-manufacture our film to last as long as you need. We take into consideration your climate, soil-type, crop, and length of growth cycle before deciding on a mil thickness.
5. **Where is it manufactured?** Houston, Texas (We are the only U.S. manufacturer of Soil Biodegradable Mulch Film)
6. **What colors do we make:** black, white on black, and clear
7. **What sizes do we offer?**
  - a. **Width options:** 36" – 60"
    - **48"** is most popular with standard vegetable growers
  - b. **Lengths:** 4000 ft. is our standard, but we can do 5,000 or something more specific if you prefer. Longer than 5,000' makes for a heavier roll, and may be tougher to lay and more costly to ship.
8. **Are we organic certified?**
  - c. Not at this time, but are working with the USDA to make it possible. Despite our soil biodegradability certifications and support from the Biodegradable Products Institute, the National Organics Standards Board (NOSB) currently has a policy in place that Organic biodegradable films must be 100% bio-based.
  - d. This is troubling for a few reasons:
    - 1) There are no soil biodegradable mulch films on the market meeting this standard
    - 2) Our research proves that just because something is 100% bio-based does not make it 100% soil biodegradable.
  - e. Because the NOSB recognizes these faults and knows many organic growers want to use soil biodegradable film, they're working on revisiting these policies and hopefully will make changes this year.