



Sales Workbook

Capabilities

	Farmers Branch, TX	Garland, TX	Orangeville, ON	Shawano, WI	Yakima, WA
Resin Reprocessing/Regrinding	●	●	●	●	●
Poly Recycling Facility				●	
Lab Analytics					●
In-House Graphics			●		●
SQF/IMS, ISO/FSSC Certified	●	●	●	●	●
Mono-Extrusion HD	●	●			
Mono-Extrusion LLDPE			●	●	●
Co-Extrusion 3 Layer	●	●	●		●
Co-Extrusion 7 Layer					●
Co-Extrusion 9 Layer					●
Printing Capabilities 4 Colors	●	●			●
Printing Capabilities 6 Colors	●	●			●
Printing Capabilities 8 Colors)		●	●		●
Printing Capabilities 10 Colors			●		●
Random Repeat Printing	●	●	●	●	●
Flexographic Printing	●	●	●		●
Water Based Inks	●	●			●
Solvent Based Inks			●	●	●
Film Slitting, Folding, Rewinding	●	●	●	●	●
Solventless Adhesive Lamination			●		●
In-line Bag Making				●	●
Roll Bag Conversion				●	●
Side, Bottom & Handle Bags			●		●
Angle Seals					●
Star Seals				●	●
Bottom Gusseted			●	●	●
Pocket Bags			●		●
Wicketed Bags			●		●
Reclosable Zipper Bags					●
Hooder					●
VCI				●	
Masking Film	●				
Pallet Cover				●	●
Sheeting	●	●	●	●	●
Shrink Film			●	●	●
Printed Shrink Film			●		●
Commodity Bags			●	●	●
Barrier Bags/Film			●		●
Rollstock	●	●	●	●	●
Non-Wicketed Sideweld Bags			●	●	●
Offline Flexographic Printing	●	●	●		●
Pouch Seal Bags					●
Mailer & Courier Bags			●		●
Lap Seal Pouch Bags					●
Flat Bags			●	●	●
Gusseted Bags			●	●	●
Single-Wound Sheeting	●	●	●	●	●
Treated and/or Printed items	●	●	●	●	●

Calculations

1. Measurements should always be stated in inches

(measurement stated in feet should be multiplied by 12)

2. Gauge should always be in mil values

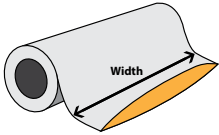
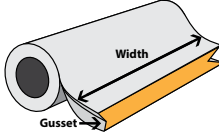
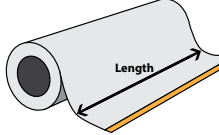
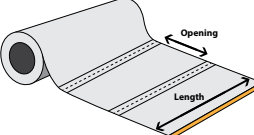
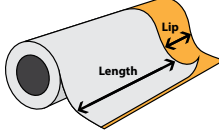
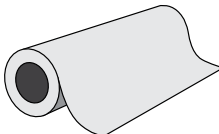
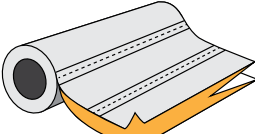
For example: if a product is stated at .0035 gauge, use: 3.5 mil (go 3 decimal points to the right) for calculation purposes

3. Calculation will always represent the weight in LBS per 1000 units (feet, impressions, bags)

4. The “rule of three” should be used to calculate the weight in case the required unit of measure is different than 1000 (M) units

For example: in order to find out the weight of a roll of 600 linear feet, we will divide the LBS/M value by 1000 and multiply the result by 600

5. When referring to gusset measurement, it is always OPEN gusset measurement

ROLLS	
	<p>Tubing: $\text{Width} \times 12 \times \text{Gauge} / 15 = \text{LBS} / \text{M FEET}$</p> <p>Rollstock Tubing: $\text{Width} \times \text{Repeat} \times \text{Gauge} / 15 = \text{LBS} / \text{M IMP}$</p> <p>Flat Bags on Rolls: $\text{Width} \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$</p>
	<p>Gusseted Tubing: $(\text{Width} + \text{Gusset}) \times 12 \times \text{Gauge} / 15 = \text{LBS} / \text{M FEET}$</p> <p>Gusseted Rollstock Tubing: $(\text{Width} + \text{Gusset}) \times \text{Repeat} \times \text{Gauge} / 15 = \text{LBS} / \text{M IMP}$</p> <p>Gusseted Bags on Rolls: $(\text{Width} + \text{Gusset}) \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$</p>
	<p>U film (Vfold, Centerfold): $\text{Length} \times 12 \times \text{Gauge} / 15 = \text{LBS} / \text{M FEET}$</p> <p>Rollstock U Film: $\text{Length} \times \text{Repeat} \times \text{Gauge} / 15 = \text{LBS} / \text{M IMP}$</p>
	<p>U film Bags on Rolls: $\text{Length} \times \text{Opening} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$</p>
	<p>J Film: $(\text{Width} + 1/2 \text{ lip}) \times 12 \times \text{Gauge} / 15 = \text{LBS} / \text{M FEET}$</p>
	<p>Sheeting: $\text{Width} \times 12 \times \text{Gauge} / 30 = \text{LBS} / \text{M FEET}$</p> <p>Rollstock Sheeting: $\text{Width} \times \text{Repeat} \times \text{Gauge} / 30 = \text{LBS} / \text{M IMP}$</p> <p>Sheets on Rolls: $\text{Width} \times \text{Length} \times \text{Gauge} / 30 = \text{LBS} / \text{M BAGS}$</p> <p>Loose Sheets: $\text{Width} \times \text{Length} \times \text{Gauge} / 30 = \text{LBS} / \text{M BAGS}$</p>
	<p>M film: $(\text{Width} + 1/2 \text{ Gusset}) \times 12 \times \text{Gauge} / 15 = \text{LBS} / \text{M FEET}$</p> <p>M Bags on Rolls: $(\text{Width} + 1/2 \text{ Gusset}) \times \text{Opening} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$</p>

LOOSE BAGS - BS (Bottom sealed)



BS bag/flat:

$\text{Width} \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

BS bag/with lip:

$\text{Width} \times (\text{Length} + \text{Lip}) \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$



BS bag/with side gussets:

$(\text{Width} + \text{Gusset}) \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

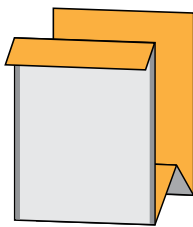
Side gusseted bags will appear on orders as: Width x Gusset x Length

LOOSE BAGS - SW (Side weld)



SW bag/flat:

$\text{Width} \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$



SW bag with BG:

$[(\text{Length} + \text{Length} + \text{Gusset})/2] \times \text{Width} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

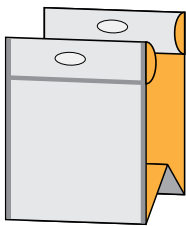
SW bag with BG and Lip:

$[(\text{Length} + \text{Length} + \text{Gusset} + \text{Lip})/2] \times \text{Width} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

SW bag with BG, Lip and RL:

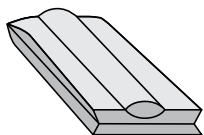
$[(\text{Length} + \text{Length} + \text{Gusset} + \text{Lip} + \text{RL})/2] \times \text{Width} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

SPECIAL BAGS



SW bag with BG, and fold over reinforced die cut handle (boutique bag):

$[(\text{Length} + \text{Length} + \text{Gusset} + 6'')/2] \times \text{Width} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$



Bags with back seam / Overlap (done on tuber):

$(\text{Width} + \text{Gusset} + \text{overlap}^*) \times \text{Length} \times \text{Gauge} / 15 = \text{LBS} / \text{M BAGS}$

■ Common information needed from your clients...

Name of customer and location?

Product to be packaged?

New or existing application?

Load size or range of sizes / L x W x H?

Number of packed units per hour or day?

Any print / branding?

(up to 4 colors on all sides – tube size dependent)

Additives needed?

Film color, UVI, UVA, Anti-stat?

Any special issues with the load – overhang or stability?

■ Cross-sell opportunities

Make sure to consider other Novolex family of brands:

BAGCRAFT® DE LUXE® DURO® ECO-PRODUCTS® HERITAGE® HILEX®
POLAR PAK® SHIELDS® WADDINGTON® NORTH AMERICA WADDINGTON® EUROPE



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Novolex Corporate Headquarters | 101 E Carolina Ave Hartsville, SC 29550
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