

SAMPLE ELECTRICAL WHOLESALER LAMP TAKE BACK PROGRAMS

Some electrical wholesalers have found business opportunities in offering mercury-containing lamp recycling services to their customers. These wholesalers have employed different approaches in providing lamp recycling services. What approach works best for a particular company will depend on a number of factors including its proximity to a recycler, amount of storage space, state requirements, size of business, and customer mix (small or large volume lamp users). For example, while it makes sense for a wholesaler servicing customers far from the nearest recycler to become a universal waste consolidation facility, this approach would probably not be worthwhile in an area closer to a recycler. A wholesaler in this setting, however, could collect lamps (by pick up or drop off) from its small and mid-sized businesses that might not generate enough spent lamps to work directly with a recycler.

This handout provides a few examples of the take back programs that some electrical wholesalers have set up. It is not a comprehensive list; many other wholesalers have set up other similar types of programs. Mention of a company should not be considered an endorsement by the Northeast Waste Management Officials' Association or its member states.

Electrical Wholesalers, Connecticut [*Customer Drop Off*]

This wholesaler with 20 branches in Connecticut keeps used lamp collection containers at each of its stores. Customers can bring used lamps to any branch for proper recycling. Electrical Wholesalers charges a small per lamp fee for this service. The program is promoted in each branch through the distribution of flyers at the time of lamp purchase. All invoices for lamp purchases are printed with a message warning that the lamps contain mercury and cannot be disposed of as solid waste.

The entire recycling program is managed by We Recycle! This has minimized Electrical Wholesalers' time investment. We Recycle!'s support includes:

- ? Changing out full containers at each branch
- ? Labelling & dating all containers for compliance with the Universal Waste Rule
- ? Providing detailed training to the management and staff at each branch
- ? Providing support and answering questions to staff and customers

We Recycle! also picks up directly from Electrical Wholesalers' larger customers.

For more information, please contact Mick Schum, P.E., We Recycle!, 877-937-3292, mschum@we-recycle.net

Granite City Electric, Vermont and Massachusetts [*Pick Up from Customers*]

Granite City Electric has been operating a lamp recycling program with Northeast Lamp Recycling since 1997. The wholesaler sells corrugated fiber drums to its customers, who use them to collect their spent lamps. Granite City Electric then picks up the drums when they are full, and stores them on site until Northeast Lamp Recycling collects them, which is generally every 2 months. Northeast Lamp Recycling packs the boxes for transport and prepares the manifests for Granite City. It also trained Granite City employees on the Universal Waste Rule.

Most of Granite City's customers are small and medium-sized businesses that do not generate enough spent lamps to work directly with a recycler, but need a place to take their lamps; however, Granite City also provides this service to some large businesses.

For more information please contact: Ray Graczyk, Northeast Lamp Recycling, 860-292-1992

Grainger, Vermont [*No Involvement in Collection, Subcontracts and Uses Mailers*]

Grainger negotiated a contract with the state of Vermont to both provide its lamps and collect them at the end of their service life. The state of Vermont had put out a bid for a lamp supplier, stipulating that the supplier had to take back spent lamps as well. Over nearly a 3-year period, the state paid \$11,900 to Grainger on the contract, of which \$6,664 was for recycling costs. Grainger subcontracted the collection to a recycler, Onyx, so that it would not have to pick up the lamps. Onyx collects the spent lamps from 7 different locations throughout the state. Grainger also provides recycling boxes to smaller state buildings in more remote areas. These offices send their spent lamps to Onyx through the mail. Grainger and Onyx together provided on-site training on handling, storage and management of spent lamps prior to pick-up.

Nationally Grainger offers recycling kits for mercury lamps through its online catalogue. It also offers bulk recycling programs for larger sized-businesses, and lighting services, such as retrofit opportunities and group re-lamping, which include proper management of spent lamps.

For more information, please contact Allen Begnoche 1-800-994-2336 ext 82101 or Andrew Darpino, 646-773-8164, darpino.a@grainger.com

Wesco Distribution, Bangor Maine [*Universal Waste Consolidation Facility*]

When Maine began requiring all mercury-containing lamps to be managed as universal wastes in July 2002, Wesco-Bangor saw a business opportunity. The closest recycler, Onyx Superior Services, was four hours away, and could not make a profit driving up to Bangor unless it was picking up a large number of lamps. Recognizing that many businesses in Northern Maine would not be able to afford to recycle their spent lamps, Wesco-Bangor decided to become a universal waste pick-up and consolidation facility. Using the same trucks that deliver products to its customers, Wesco picks up spent lamps and stores them at its facility until the recycler collects them. The entire Wesco-Bangor branch is classified as a universal waste consolidation facility. This means that Wesco does not have to have a separate storage area for holding the universal waste.

Wesco charges its customers a fee for recycling the lamps; the fee covers the transportation costs associated with waste hauling and the labor costs of handling the wastes.

As a result of offering the recycling service, Wesco has attracted new customers that were looking for a distributor who could both supply and pick up their lamps and Wesco is able to offer competitive recycling rates to these customers.

Wesco now has consolidation facilities in Portland and Rockland as well and accepts other universal and hazardous wastes, including batteries, PCB waste, mercury wastes, computer and electronic equipment.

For more information, please contact Jim Baines at (207) 942-6713 or Jbaines@wescodist.com

Pricing and Volume of Sales

Distributors are reluctant to share their pricing for recycling services or their sales volume, for obvious reasons. Pricing depends on many factors, including what arrangements a distributor is able to make with the recycler. Below are prices two distributors charged in 2004:

Distributor 1: Pricing for customers who buy lamps from the same distributor:

\$0.16/linear foot for straight fluorescents

\$3.00 each for HID lamps

\$1.00 each for U-tubes, Circlines, and Compact fluorescents

Distributor 1: Pricing for customers who do not buy lamps from the same distributor:

\$0.22/linear foot for straight fluorescents

\$3.50 each for HID lamps

\$1.50 each for U-tubes, Circlines, and Compact fluorescents

Distributor 2:

Lamp Type	Price Per Bulb or Foot		
	Less than 500	500-1000	More than 1,000
Straight Fluorescent (price/foot)	0.14	0.13	0.12
U-tubes	1.29	1.19	1.06
HID	3.57	3.37	2.95
Metal halide	2.70	2.56	2.23
Mercury vapor	3.57	3.37	2.95
Compact fluorescent	1.42	1.35	1.17