1300 North 17th Street · Suite 1752 · Arlington, VA 22209

Thermostat Recycling Corporation

www.thermostat-recycle.org

January 30, 2012

VIA EMAIL

Ron Dyer
Maine DEP
Bureau of Remediation and Waste Management
17 State House Station
Augusta, Maine 04333-0017

Ms. Ann Pistell
Department of Environmental Protection
17 State House Station
Augusta, ME 04333

Subject: Thermostat Recycling Corporation's 2011 Annual Report

Dear Mr. Dyer and Ms. Pistell:

Attached is TRC's annual collection report for calendar year 2011. TRC has made its best effort to be responsive to the Department's request for expense and collection data.

In recent correspondence to the Department we made a number of recommendations that will improve the efficiency and effectiveness of this program. We look forward to engaging with the Department and others in a constructive dialogue in the future.

Sincere Regards,

Mark Tibbetts
Executive Director

I. Thermostat Data

Table 1. Thermostat Count by Manufacturer

	Total Number of Thermostats by Brand Holder	Total Mecury Switches	Pounds of Mercury
Honeywell	5694	6187	38.3594
White Rogers	371	442	2.7404
GE	12	36	0.2232
Bard	13	20	0.124
Burnham	62	62	0.3844
Carrier	77	109	0.6758
Chromalox	2	2	0.0124
ClimateMaster	0	0	0
Crane	0	0	0
Empire Comfort	27	27	0.1674
Goodman	2	4	0.0248
WW Grainger	12	19	0.1178
Hunter	0	0	0
Invensys	26	26	0.1612
ITT	3	3	0.0186
Lear Siegler	2	2	0.0124
Lennox	15	21	0.1302
Lux	20	20	0.124
Marley-Wylain	6	6	0.0372
McQuay	23	63	0.3906
Nordyne	33	35	0.217
PSG	12	17	0.1054
Rheem	2	2	0.0124
Sears	22	26	0.1612
Taco	1	1	0.0062
Thomas & Betts	0	0	0
TPI	0	0	0
Trane	45	87	0.5394
Uponor	4	4	0.0248
Valliant	7	7	0.0434
York / JCI	40	112	0.6944
Noms	83	94	0.5828
Loose Switches		44	0.2728
Total	6616	7478	46.36

Table 2. 2011 Thermostat Recovery Totals by Location Type

Please See Appendix A

Table 3. 2011 Non-Qualifying Thermostat Totals

	Mail-back (homeowner Program)	Retail	Wholesale	Contractor	HHW
Total Received	5	2607	3139	92	773
Non-Qualifying due to no Cover[†]	n/a	n/a	n/a	n/a	n/a
Non-Qualifying due to other Reason[††]	n/a	n/a	n/a	n/a	n/a
Total	5	2607	3139	92	773

1. Please list towns from which TRC received Homeowner thermostats through mail-back program. Use Separate sheet.

Athens, Harborside, Belgrade, Waldoboro, and Orono

2. Number of TRC thermostats qualifying for incentive payment?

5976[†††]

TRC voluntarily pays the incentive on thermostats received without covers. It has since the program's inception in 2007. If an eligible (i.e. thermostat containers mercury and has coupon attached) is received without a matching remittance coupon, that thermostat remains in the system until such a time a remittance coupon is received that matches coupon that was attached to the thermostat. Likewise, if TRC receives a remittance coupon and has yet to receive a thermostat with a matching coupon the coupon remains in the system. At that point TRC will issue payment.

TRC recovered 48 items in 2011 with incentive coupons attached that were deemed ineligible (e.g. non-mercury thermostat, other mercury containing device, non-mercury containing device, mercury thermostats collected through a retail collection point or mercury thermostats collected at EcoMaine). TRC received 5 remittance coupons that were incomplete, damaged, or otherwise illegible that resulted or will result in nonpayment. Finally, TRC voided over 20 checks in 2011 that were undeliverable or stale checks.

[†] TRC did not track returns in this manner. See response to question 3.
[††] TRC did not track collections in this manner. See response to question 3.
[†††] This figure represents the count of mercury thermostats received at TRCs' processing facility in 2010 that either had an incentive coupon attached or came from sources that do not require coupons for payment (retail and mail-back).

II. Costs

Table 4. Thermostat Recycling Program Costs*

Program Component	TRC Program	Maine Incentive Program
TRC Staff and Administration†	$266,580	n/a
Postage	$2,831	n/a
Phone	$138	n/a
Recycling Costs	$299,877	n/a
Maine Incentive Payments		$25,775
Maine Collateral Design		n/a
Printing of Maine Materials		n/a
Maine Marketing and Promotion††		n/a
Marketing and Promotion†††	$123,221	
Legal Fees	$69,252	$24,020
Other††††	$59,065	n/a
Total	$820,965	$49,795

* TRC allocates expenses supporting the Maine program when it is able to isolate costs that may be solely attributable to the Maine program. Certain materials are used and/or activities are conducted concurrently in other states (i.e. development or printing of collateral or direct mail) and TRC cannot isolate the costs for those activities strictly to Maine. TRC is also unable to apportion recycling costs to Maine, as it would underreport actual costs to process thermostats as additional labor is required to process thermostats due to the incentive program.

† TRC staff and administration includes expenses for staff, corporate fees, copying, shipping/next day air (does not include costs to ship recycling containers), toll free line, wireless services, conference calls, software/hardware, banking fees, recycling container expense, and annual audit.

†† As the following section will highlight TRC carried out a number of activities in 2011, but is unable to allocate the expenses solely to Maine.

† † † Marketing and promotion includes direct costs to promote the program nationally and in certain states, including Maine. It does not include TRC staff time devoted to promoting the program (TRC estimates at minimum 50% of staff time is expended on promoting the program). These costs include expenses for marketing consultants, website development/maintenance, paid advertising, graphic design, trade show (not including travel expense), public service announcements, direct mail, printing, meeting registration fees, and sponsorships.

† † †† Other includes costs for travel, overhead, insurance, memberships/subscriptions, Vermont incentive payments, and miscellaneous expenses.

III. Education and Outreach

Paid Advertising: Please include ad copy, a list of papers and dates

Web-based advertising— TRC developed new rotating banner advertisements for 2011 and ran them (Exhibit 1) on the websites contractingbusiness.com (160x600 skyscraper) and hvac-talk.com (300x250 medium rectangle) during the months of April, May, September and October. Together, the websites average 1.8 million pages views and 280,000 unique visitors per month. HVAC-Talk.com, an online discussion community, boasts 122,000 registered users.

TRC strategically placed ads to coincide with the spring and fall HVAC business cycles. While the ads were featured, 701,528 impressions were delivered and 522 clicks on the advertisements were recorded.

Exhibit 1: Web Banner Advertisement (300x250 version)

Social Media— TRC developed and deployed a Social Media strategy that leveraged the power of Google and the popularity of Facebook. This campaign, which ran from mid-September through early December, geo-targeted contractors and consumers in states with mercury thermostat disposal bans, including Maine, in an effort to create awareness and increase thermostat collections.

Ads and landing pages were developed with variable messages targeting both audiences. What makes this campaign so interesting is the fact it was targeted. Advertisements appeared on Google search results pages after an individual searched terms related to TRC's mission (E.g. thermostat replacement, contracting recycling regulations, mercury thermostat recycling, programmable thermostats, etc.). Similarly, the Facebook campaign targeted users over 18 who "like" industry-relevant topics or organizations (i.e. renovating, renovators, HVAC, HVAC Technicians, home repair, etc.)

The campaign was very successful. The campaign resulted in over 340,000 impressions on Google and 8.1 million on Facebook.

Exhibit 2: Google and Facebook Advertisements and Landing pages

Side ad

Replacing a thermostat?
It may contain mercury.
Recycle it. Easily. Find out where.
thermostat-recycle.org

Top ad

Replacing a thermostat? - It may contain mercury.
Recycle it. Easily. Find out where.
thermostat-recycle.org

Contractor Ad Example

Mercury thermostats?

Replace the thermostat. Recycle the thermostat. It's that simple.

Consumer Ad Example

Side ad

Replacing a thermostat?
It may contain mercury.
Recycle it. Easily. Find out where.
thermostat-recycle.org

Top ad

Replacing a thermostat? - It may contain mercury.
Recycle it. Easily. Find out where.
thermostat-recycle.org

Contractor Landing Page Example

Tip-In Insert in HVAC Trade Press—TRC placed an insert in the April and October issues of *HVACR Business* (see Exhibit 3). The insert was included in issues received by approximately 12,000 subscribers in states with mercury thermostat disposal bans (including Maine). This enabled TRC to incorporate the message, "It's something you gotta do, because it's the law." Additionally, TRC incorporated the logos of larger HVAC wholesale distributors on the backside of the card enabling contractors to quickly identify collection locations.

2. PSA and Radio & TV: Please include a description of any changes to the PSA's resubmission to the stations, or relevant information.

TRC did not resubmit radio PSA's to stations in the Maine market in 2011.

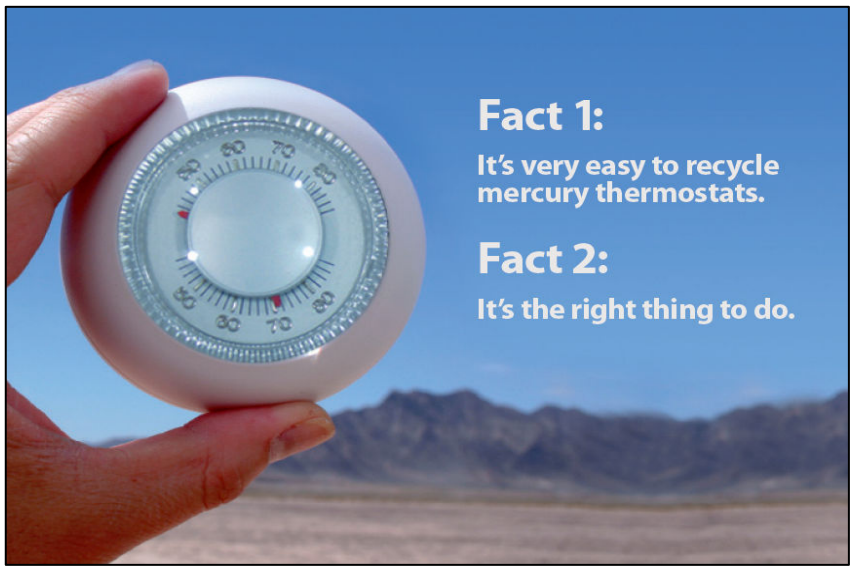
3. Please specify what additional educational and outreach activities were conducted in this reporting year.

Direct Mail—TRC mailed a postcard to approximately 650 contacts at HVAC contracting businesses in Maine. The mailing list was sourced from D&B Zap data. TRC conducted the mailing in the spring and repeated it in the fall.

The spring mailing used the same art as the previous year. For the fall mailing TRC redesigned the card (see Exhibit 4) to better align it with the current branding and improve the messaging.

Exhibit 3: Tip-in Insert *HVACR Business* (front and back)

Exhibit 4: Updated Postcard Art



Tradeshows—TRC attended and exhibited at the following trade shows relevant to Maine:

January 31-February 2: AHR Expo. Las Vegas. AHR Expo is the largest national trade show for the HVACR industry. TRC staff exhibited and promoted the program to HVAC contractors, manufacturers and distributors. The show had a total registered attendance of over 53,000. Specifically, 944 attendees were from New England.

February 15 – 17: Air Conditioning Contractors of America Indoor Air Expo, San Antonio, Texas. Representatives from over 200 HVAC contracting businesses attended the show.

May 22-26: National Association of Oil and Energy Service Professionals. Hershey, PA. This was OESP's annual convention and trade show. Nearly 2,700 HVAC professionals attended this show, which targeted service managers for HVAC firms that install and repair oil fired furnaces (about 80% of Maine homes heat with oil).

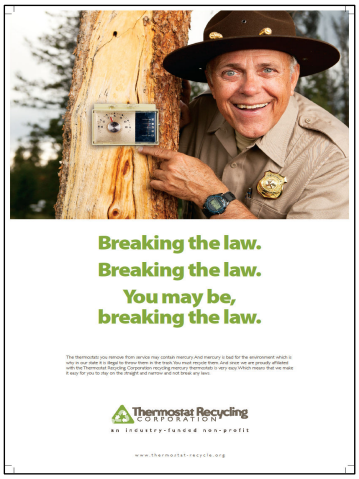
October 23-26: Heating Airconditioning and Refrigeration Distributors International (HARDI). Maui, Hawaii. TRC exhibited and participated in the "Booth Program," which provides for 1-on-1 sessions with senior executive staff from HARDI member companies. This event targeted representatives of approximately 80% of the wholesale market for HVACR products. TRC also presented the inaugural Thermostat Recycling Award to three HVACR distributors recognizing their support of the program.

Website—TRC continued to update the website with information pertinent to its various audiences. Notably, a scrolling banner was added to the homepage which showcases the logos of TRC's major collection partners. TRC also added materials co-branded with the Heating Air Conditioning Refrigeration International (HARDI) to the site. HARDI members represent over 80% of the HVAC wholesale distribution market in the U.S. and these materials were designed specifically for its members use.

TRC continued to update its data management systems in 2011. It is now able to make real-time edits to collection locations listed on the site, improving both the timeliness of changes and their accuracy.

Promotional Tool Kit—Concurrent with the launch of the website in 2010, TRC added high resolution templates of a number of promotional items. These items are available for use by TRC collection points at no additional cost to aid them in promoting the program to their customers. Items include a poster, bill stuffer, invoice template, cling sticker, banner, postcard and print advertisement. In 2011, TRC added point of sale cards and two new posters to the kit. TRC also put the new posters and this version of the cling-sticker in inventory and began distributing these items to collection sites.

Exhibit 5: New Program Collateral



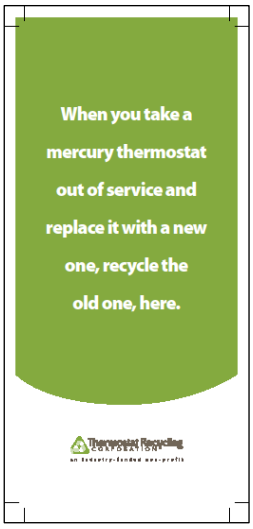


Table 1: Earned Media

Publication/Website	Month	Coverage	Readership/Reach
Air Conditioning, Heating & Refrigeration News	January	Article on thermostat recycling and TRC	111,000
RSES Journal	January	TRC & HARDI partnership	18,000
HVACR Business	April	Guest Column thermostat recycling	33,000
Indoor Comfort News	June		25,000
Air Conditioning Today	June	2010 TRC annual report	n/a
ACCA-Hot Air! Blog	July	TRC program	n/a
Wholesale Observations (HARDI)	July	TRC program	n/a
Demolition Magazine	July/August	Proper management of mercury	n/a
Indoor Comfort News	July	2010 TRC annual report	25,000
1800recycling.com	September	Recycling old thermostats	N/A
Contracting Business	October	Thermostat recycling awards	29,000
Indoor Comfort News	October	USACD thermostat recycling	n/a
Supply House Times	October	Thermostat recycling awards	12,800

Earned Media—TRC generated considerable positive media attention in 2011. TRC made a concerted effort in 2011 to generate stories on the program. Most notable was the four page article in the *Air Conditioning, Heating, and Refrigeration News* (*The News)* which included a TRC provided table on mercury thermostat laws. *The News* is the leading industry publication.

4. Please specify what additional education and outreach activities are planned for the next calendar year.

As part of its overall marketing strategy, TRC among other things will:

- Continue to attend and exhibit at national and regional trade shows in 2012.
- Continue to maintain and update its website in an effort to increase traffic and provide more on the program.
- Continue efforts to engage HVAC wholesale distributors to increase the level of participation in the program.
- Continue bi-annual postcard mailings to Maine HVAC contractors.
- Continue the mercury thermostat recycling awards with HARDI.

Due to the early reporting deadline in Maine (the majority of TRC's annual reports are due April 1) TRC has yet to complete its 2012 marketing plans and at this time is unable to commit to a specific paid advertising strategy.

5. Please provide a list of TRC members and their contact information

Please see Appendix B

6. Other comments or recommendations.

By statute the mercury-containing thermostat program goal for 2010 is 160 pounds of mercury. TRC efforts will contribute 46.36 pounds to the collective goal.

Maine remains the most costly and difficult recycling program for TRC to administer. TRC and its members fully support the Department's efforts to review this program and explore ways of improving both its efficacy and efficiency of the Maine program. Below TRC reiterates and in some cases expands on recent comments to the Department.

- Department Compliance Assistance: It is our view the current contractor and wholesaler compliance assistance program lacks structure. We have found guidance offered to generators and collection sites has been incomplete, inconsistent, and unfortunately in many cases interfered with TRC program operations.

- Coordination/Collaboration with the Department: TRC deeply appreciates your willingness to engage in a constructive dialogue. The next step is to begin to coordinate and collaborate on program activities. Areas where there are opportunities for collaboration include program outreach, collection site assessment, and stakeholder engagement.

- Reducing Abuse within the Incentive Program: We appreciate the Department's acknowledgement that the program has been abused by some. We remain concerned by allowing, and in some cases encouraging, collection site staff to collect incentive payments the Department has created an incentive not to promote the program.

We respectfully disagree with the July 11, 2011 guidance provided to the Department by Assistant Attorney General Nancy Macirowski. Reading the statute as whole, it is quite clear the intended recipients of the incentive are the generators of the waste, meaning the person who removed the thermostat from service.

We note the statute (§ 1665-B(2)(E) and § 1665-B(2)(F)) specifically states the financial incentive is for the "return" by a technician, contractor, or homeowner of each mercury thermostat to an established recycling collection point. Once the thermostat has been delivered to that point (e.g. HVAC wholesale distributor) there is nothing further to incent.

As we have previously reported, the generator returns the thermostat(s) to a collection point but forgoes the incentive; subsequently an employee of the collection location claims the payment. Contractors, technicians, and homeowners have well defined meanings within the trade and are understood not to include staff at HVAC wholesale distributors, retail establishments, or transfer stations. As such, employees of recycling collection points were never intended to be recipients of the incentive payments since the thermostat had already been "returned" to the collection point.

We again note, the Vermont Department of Conservation concurred with our interpretation of the statute and in Vermont, collection point staff is prohibited from collecting incentive payments.

- Simplifying the Administration of the Incentive Program: TRC has documented numerous problems with the incentive program in prior correspondence and reports. The system is complex and has multiple points of failure outside of TRC's control. TRC has made a best effort to work within these limitations, but some simple changes to make it consistent with Vermont's program would ease the administrative burden.

- Developing better performance metrics: The current performance goal of 160 pounds is based upon a flawed metric. The assumptions used to develop this goal were not empirically based and represent little more than guesses. Other states including Vermont, New Hampshire, Iowa, and California have all recognized this methodology's deficiencies and opted not to emulate it. No one knows the remaining installed base of mercury thermostats in Maine or the number that become waste annually. As the program has matured there is a need for a better means of assessing performance.

Respectfully Submitted by: Mark Tibbetts
Executive Director
January 30, 2012

Signature:_____

APPENDIX A—2011 Returns by Location

Customer Name	Location Type	City	Zip	Values	Grand Total
AMES SUPPLY TRUE VALUE	Retail	WISCASSET	04578	Sum of Total Stats	262
				Sum of Total lbs mercury	1.6244
				Sum of Loose Bulbs	0
AUBUCHON #133	Retail	AUGUSTA	04333	Sum of Total Stats	8
				Sum of Total lbs mercury	0.0496
				Sum of Loose Bulbs	0
AUBUCHON HARDWARE	Retail	Belfast	04915	Sum of Total Stats	44
				Sum of Total lbs mercury	0.2728
				Sum of Loose Bulbs	0
		BREWER	04412	Sum of Total Stats	4
				Sum of Total lbs mercury	0.0248
				Sum of Loose Bulbs	0
		BUXTON	04093	Sum of Total Stats	9
				Sum of Total lbs mercury	0.1302
				Sum of Loose Bulbs	0
		FARMINGTON	04938	Sum of Total Stats	14
				Sum of Total lbs mercury	0.0868
				Sum of Loose Bulbs	0
		NEWPORT	04953	Sum of Total Stats	56
				Sum of Total lbs mercury	0.3658
				Sum of Loose Bulbs	0
		OLD TOWN	04408	Sum of Total Stats	30
				Sum of Total lbs mercury	0.1984
				Sum of Loose Bulbs	0
		PORTLAND	04103	Sum of Total Stats	44
				Sum of Total lbs mercury	0.2852
				Sum of Loose Bulbs	0

		RAYMOND	04071-0000	Sum of Total Stats	13
				Sum of Total lbs mercury	0.0806
				Sum of Loose Bulbs	0
		RUMFORD	04276	Sum of Total Stats	13
				Sum of Total lbs mercury	0.0806
				Sum of Loose Bulbs	0
		SANFORD	04073	Sum of Total Stats	121
				Sum of Total lbs mercury	0.7688
				Sum of Loose Bulbs	0
		Skowhegan	04976	Sum of Total Stats	12
				Sum of Total lbs mercury	0.0744
				Sum of Loose Bulbs	0
		WELLS	04090	Sum of Total Stats	56
				Sum of Total lbs mercury	0.3782
				Sum of Loose Bulbs	0
		WINDHAM	04062	Sum of Total Stats	14
				Sum of Total lbs mercury	0.0868
				Sum of Loose Bulbs	0
AUBUCHON HARDWARE # 128	Retail	LEWISTON	04240	Sum of Total Stats	56
				Sum of Total lbs mercury	0.3472
				Sum of Loose Bulbs	0
AUBUCHON HARDWARE #097	Retail	LISBON FALLS	04252	Sum of Total Stats	76
				Sum of Total lbs mercury	0.558
				Sum of Loose Bulbs	0
AUBUCHON HARDWARE #133	Retail	Waterville	04901	Sum of Total Stats	49
				Sum of Total lbs mercury	0.3038
				Sum of Loose Bulbs	0
			04901-4521	Sum of Total Stats	9
				Sum of Total lbs mercury	0.0558

				Sum of Loose Bulbs	0
BANGOR PIPE & SUPPLY	Wholesale	BANGOR	04401	Sum of Total Stats	41
				Sum of Total lbs mercury	0.5394
				Sum of Loose Bulbs	0
Bell / Simons Co	Wholesale	Waterville	04901-0000	Sum of Total Stats	305
				Sum of Total lbs mercury	1.9778
				Sum of Loose Bulbs	8
BELL SIMONS CO.	Wholesale	Waterville	04901	Sum of Total Stats	143
				Sum of Total lbs mercury	0.8866
				Sum of Loose Bulbs	0
BELL/SIMONS CO	Wholesale	AUBURN	04210	Sum of Total Stats	56
				Sum of Total lbs mercury	0.3472
				Sum of Loose Bulbs	0
			04210-0000	Sum of Total Stats	170
				Sum of Total lbs mercury	1.4074
				Sum of Loose Bulbs	0
		BANGOR	04401-0000	Sum of Total Stats	25
				Sum of Total lbs mercury	0.1736
				Sum of Loose Bulbs	0
		BREWER	04412-0000	Sum of Total Stats	21
				Sum of Total lbs mercury	0.1364
				Sum of Loose Bulbs	0
		PORTLAND	04103-0000	Sum of Total Stats	38
				Sum of Total lbs mercury	0.5394
				Sum of Loose Bulbs	20
		SANFORD	04073-2850	Sum of Total Stats	109
				Sum of Total lbs mercury	0.7006
				Sum of Loose Bulbs	0
COASTAL HARDWARE INC.	Retail	YARMOUTH	04096	Sum of Total Stats	107

				Sum of Total lbs mercury	0.713
				Sum of Loose Bulbs	0
Daigle Oil Co	Contractor	Presque Isle	04769	Sum of Total Stats	15
				Sum of Total lbs mercury	0.093
				Sum of Loose Bulbs	0
DEAD RIVER COMPANY	Contractor	Biddeford	04005-0000	Sum of Total Stats	43
				Sum of Total lbs mercury	0.2666
				Sum of Loose Bulbs	0
		BREWER	04412	Sum of Total Stats	73
				Sum of Total lbs mercury	0.4712
				Sum of Loose Bulbs	0
		MADAWASKA	04756-0000	Sum of Total Stats	34
				Sum of Total lbs mercury	0.2108
				Sum of Loose Bulbs	0
DENMARK TRANSFER STATION	HHW	DENMARK	04022	Sum of Total Stats	31
				Sum of Total lbs mercury	0.1922
				Sum of Loose Bulbs	0
DISTRIBUTOR CORPORATION	Wholesale	WESTBROOK	04092-0000	Sum of Total Stats	23
				Sum of Total lbs mercury	0.155
				Sum of Loose Bulbs	0
DUPUIS HARDWARE	Retail	Biddeford	04005	Sum of Total Stats	180
				Sum of Total lbs mercury	1.1222
				Sum of Loose Bulbs	0
ECOMAINE	HHW	PORTLAND	04102	Sum of Total Stats	506
				Sum of Total lbs mercury	3.9804
				Sum of Loose Bulbs	2
ENVIRONMENTAL PROJECTS INC.	HHW	AUBURN	04210	Sum of Total Stats	144
				Sum of Total lbs mercury	0.9238
				Sum of Loose Bulbs	0

ENVIRONMENTAL PROTECTION	???	AUGUSTA	04333-0017	Sum of Total Stats	24
				Sum of Total lbs mercury	0.2604
				Sum of Loose Bulbs	0
F.W. WEBB	Wholesale	SOUTH PORTLAND	04106	Sum of Total Stats	6
				Sum of Total lbs mercury	0.0372
				Sum of Loose Bulbs	0
F.W. WEBB CO.	Wholesale	AUGUSTA	04330-0000	Sum of Total Stats	397
				Sum of Total lbs mercury	3.6146
				Sum of Loose Bulbs	0
		Biddeford	04005-0000	Sum of Total Stats	148
				Sum of Total lbs mercury	0.9982
				Sum of Loose Bulbs	4
		CARIBOU	04736-0000	Sum of Total Stats	73
				Sum of Total lbs mercury	0.4774
				Sum of Loose Bulbs	0
		LEWISTON	04240-0000	Sum of Total Stats	134
				Sum of Total lbs mercury	0.8308
				Sum of Loose Bulbs	0
		ROCKLAND	04841-0000	Sum of Total Stats	65
				Sum of Total lbs mercury	0.4154
				Sum of Loose Bulbs	0
		SOUTH PORTLAND	04106-0000	Sum of Total Stats	39
				Sum of Total lbs mercury	0.3596
				Sum of Loose Bulbs	3
		WEST BATH	04530-0000	Sum of Total Stats	164
				Sum of Total lbs mercury	1.0602
				Sum of Loose Bulbs	0
FALMOUTH PUBLIC WORKS	HHW	FALMOUTH	04105	Sum of Total Stats	26
				Sum of Total lbs mercury	0.1612

				Sum of Loose Bulbs	0
FARMINGTON FARMERS UNION	Retail	FARMINGTON	04938-5806	Sum of Total Stats	22
				Sum of Total lbs mercury	0.1364
				Sum of Loose Bulbs	0
GOSLINE'S HARDWARE	Retail	FARMINGDALE	04394	Sum of Total Stats	158
				Sum of Total lbs mercury	0.9858
				Sum of Loose Bulbs	0
JOHNSTONE SUPPLY CO	Wholesale	BANGOR	04401	Sum of Total Stats	35
				Sum of Total lbs mercury	0.2604
				Sum of Loose Bulbs	0
LIMERICK TRANSFER STATION	HHW	LIMERICK	04048	Sum of Total Stats	19
				Sum of Total lbs mercury	0.1178
				Sum of Loose Bulbs	0
Maine ACE HARDWARE	Retail	PORTLAND	04102	Sum of Total Stats	328
				Sum of Total lbs mercury	2.263
				Sum of Loose Bulbs	0
MAINE HARDWARE	Retail	PORTLAND	04102	Sum of Total Stats	304
				Sum of Total lbs mercury	2.1638
				Sum of Loose Bulbs	0
MAINE HOMEOWNER BIN	???	AUGUSTA	04333	Sum of Total Stats	4
				Sum of Total lbs mercury	0.0248
				Sum of Loose Bulbs	0
ME HOMEOWNERS	???	#N/A	#N/A	Sum of Total Stats	1
				Sum of Total lbs mercury	0.0062
				Sum of Loose Bulbs	0
MEMCO	Wholesale	JAY	04239	Sum of Total Stats	90
				Sum of Total lbs mercury	0.5642
				Sum of Loose Bulbs	0
NORTHERN BURNER SUPPLY CO. INC.	Wholesale	PORTLAND	04101-0000	Sum of Total Stats	80

				Sum of Total lbs mercury	0.5022
				Sum of Loose Bulbs	0
OAKHILL HARDWARE	Retail	SCARBOROUGH	04074	Sum of Total Stats	102
				Sum of Total lbs mercury	0.6696
				Sum of Loose Bulbs	0
P & E ENTERPRISES	Wholesale	SANFORD	04073-0000	Sum of Total Stats	56
				Sum of Total lbs mercury	0.3844
				Sum of Loose Bulbs	0
PARADIS TRUE VALUE	Retail	BAR HARBOR	04609-1499	Sum of Total Stats	14
				Sum of Total lbs mercury	0.0868
				Sum of Loose Bulbs	0
PLUMMER'S HARDWARE	Retail	BUXTON	04093-0000	Sum of Total Stats	14
				Sum of Total lbs mercury	0.093
				Sum of Loose Bulbs	0
REDLON & JOHNSON	Wholesale	AUGUSTA	04330-0000	Sum of Total Stats	33
				Sum of Total lbs mercury	0.2046
				Sum of Loose Bulbs	0
		LEWISTON	04240-0000	Sum of Total Stats	51
				Sum of Total lbs mercury	0.6448
				Sum of Loose Bulbs	3
		PORTLAND	04102-4755	Sum of Total Stats	34
				Sum of Total lbs mercury	0.2108
				Sum of Loose Bulbs	0
		Presque Isle	04769-0000	Sum of Total Stats	22
				Sum of Total lbs mercury	0.1426
				Sum of Loose Bulbs	0
		ROCKLAND	04841-0000	Sum of Total Stats	19
				Sum of Total lbs mercury	0.1178
				Sum of Loose Bulbs	0

		WINDHAM	04062	Sum of Total Stats	18
				Sum of Total lbs mercury	0.1116
				Sum of Loose Bulbs	0
Rockingham Electrical Supply	Wholesale	AUGUSTA	04330	Sum of Total Stats	19
				Sum of Total lbs mercury	0.1178
				Sum of Loose Bulbs	0
S. W. COLLINS CO	Retail	CARIBOU	04736	Sum of Total Stats	157
				Sum of Total lbs mercury	0.9734
				Sum of Loose Bulbs	0
		Presque Isle	04769-2266	Sum of Total Stats	17
				Sum of Total lbs mercury	0.1054
				Sum of Loose Bulbs	0
S.W. COLLINS CO.	Retail	HOULTON	04730-0000	Sum of Total Stats	94
				Sum of Total lbs mercury	0.6014
				Sum of Loose Bulbs	3
Sid Harvey Industries	Wholesale	BREWER	04412-0000	Sum of Total Stats	34
				Sum of Total lbs mercury	0.217
				Sum of Loose Bulbs	0
		Presque Isle	04769-0000	Sum of Total Stats	25
				Sum of Total lbs mercury	0.1798
				Sum of Loose Bulbs	0
SPORTSMAN'S TRUE VALUE HARDWARE	Retail	WESTBROOK	04092-0000	Sum of Total Stats	63
				Sum of Total lbs mercury	0.5146
				Sum of Loose Bulbs	0
STANDISH HARDWARE	Retail	STANDISH	04084	Sum of Total Stats	19
				Sum of Total lbs mercury	0.1178
				Sum of Loose Bulbs	0
STEVENS HARDWARE	Retail	SABATTUS	04280-4022	Sum of Total Stats	50
				Sum of Total lbs mercury	0.31

				Sum of Loose Bulbs	0
TOWN OF MILFORD	HHW	MILFORD	04461	Sum of Total Stats	14
				Sum of Total lbs mercury	0.0868
				Sum of Loose Bulbs	0
TOWN OF TURNER	HHW	TURNER	04282	Sum of Total Stats	10
				Sum of Total lbs mercury	0.062
				Sum of Loose Bulbs	0
TOWNHOUSE SUPPLY	Retail	Waterville	04901-0000	Sum of Total Stats	88
				Sum of Total lbs mercury	0.5704
				Sum of Loose Bulbs	1
Trane Co.	Wholesale	WESTBROOK	04092-0000	Sum of Total Stats	23
				Sum of Total lbs mercury	0.3038
				Sum of Loose Bulbs	0
Tri-county	HHW	Union	04862	Sum of Total Stats	37
				Sum of Total lbs mercury	0.2418
				Sum of Loose Bulbs	0
WEBBER SUPPLY INC.	Wholesale	BANGOR	04401-6819	Sum of Total Stats	381
				Sum of Total lbs mercury	2.3932
				Sum of Loose Bulbs	0
		SOUTH PORTLAND	04106-0000	Sum of Total Stats	141
				Sum of Total lbs mercury	0.9796
				Sum of Loose Bulbs	0
WESCO/Standard Electric Company	Wholesale	ROCKLAND	04841-0000	Sum of Total Stats	10
				Sum of Total lbs mercury	0.0682
				Sum of Loose Bulbs	0

APPENDIX B—Member Contact Information

Manufacturer	Contact L_Name	Contact F_Name	Suffix	Address_1	Address_2	City	State	Zip
Bard Manufacturing	Hanna	Dick	Mr.	1914 Randolf Drive	PO Box 607	Bryan	OH	43506
Burnham Holdings, Inc.	Hainley	Gary	Mr.	US Boiler Company	PO Box 3020	Lancaster	PA	17603
Carrier Corporation	Hotaling	Peggy	Ms.	TR-4	PO Box 4808	Syracuse	NY	13221
Chromalox	Cook	Gary	Mr.	103 Gamma Drive Ext		Pittsburg	PA	15238
Climate Master, Inc.	Ellis	Mark	Mr.	7300 SW 44th Street		Oklahoma City	OK	73179
Crane Company	D'Iorio	Anthony	Mr.	100 First Stamford Place		Stamford	CT	06092
White Rodgers	Sartain	John	Mr.	8100 W. Florissant Ave.	PO Box 36922	St. Louis	MO	63136-9022
Empire Comfort Systems	Belding	Ken	Mr.	918 Freeburg Avenue		Belleville	IL	62222
General Electric	Graham	Drew	Mr.	1 River Road	Building 43, 2*19	Schenectady	NY	12345
Goodman Global, Inc.	Bunk	Sean	Mr.	5151 San Felipe	Suite 500	Houston	TX	77056
Honeywell Inc.	O'Donnell	Dan	Mr.	101 Columbia Road	Nichols-2	Morristown	NJ	07962
Hunter Fan Company	Heckmann	Martin	Ms.	7130 Goodlett Farms Prkwy	Suite 400	Memphis	TN	38016
Invensys Controls	Szewczyk	Steve	Mr.	191 E. North Avenue		Carol Stream	IL	60188
ITT Corporation	Daves	Fern	Ms.	1133 Westchester Avenue		Westchester	NY	10604
Johnson Controls	Werwie	Jeff	Mr.	507 E. Michigan Street		Milwaukee	WI	53202
Lear Seigler	Mathews	Jim	Mr.	PO Box 34		Green Village	NJ	07935
Lennox Corporation	Johnson	Robert	Mr.	2140 Lake Park Blvd		Richardson	TX	75080
Lux Products	Milley	Roger	Mr.	6000-1 Commerce Parkway		Mount Laurel	NJ	08054
The Marley-Wylain Company	Cauley	James	Mr.	400 South Prairie Ave.		Waukesha	WI	53186
McQuay International	Fleser	Ryan	Mr.		13600 Industrial Park Blvd	Plymouth	MN	55441
Nordyne	Bentz	Bob	Mr.	8000 Phoenix	PO Box 8809	O'Fallon	MO	63366

				Parkway				
PSG Controls	McFadden	Terry	Mr.	1225 Runnel Road		Perkasie	PA	18944
Rheem Manufacturing Company	Steffens	Charles	Mr.	5600 Old Greenwood Road	PO Box 17010	Ft Smith	AR	72917
Sears Holding Company	Olsen	Mike	Mr.	3333 Beverly Road	B5-339A	Hoffman Estates	IL	60179
Taco, Inc.	Grof	David	Mr.	1160 Cranston Street		Cranston	RI	02920
Thomas & Betts Corporation	Chopra	Om	Mr.	8155 T&B Boulevard		Memphis	TN	38125
TPI Corporation	Stratton	Sharon	Ms	PO Box 4973		Johnson City	TN	37602
Trane Residential Systems	Storm	Tim	Mr.	6200 Troup Highway		Tyler	TX	75707
Uponor, Inc.	Stroud	Dale	Mr.	5925 148th Street W.		Apple Valley	MN	55124
Vaillant Corporation	Carr	Colin	Mr.	855 Industrial Hwy.	Unit # 10	Cinnaminson	NJ	08077
W. W. Grainger Inc	Jagiello	Terrance	Mr.	100 Grainger Parkway		Lake Forest	IL	60045