



April 1, 2012

**VIA EMAIL**

Theresa Stiner  
Land Quality Bureau  
Iowa Department of Natural Resources  
502 E 9th Street 502, Wallace Building  
Des Moines, IA 50319-0034

Subject: Thermostat Recycling Corporation's 2011 Annual Report

Dear Ms. Stiner:

Attached is TRC's annual collection report for calendar year 2011. TRC has made its best effort to provide a comprehensive report on its efforts to promote the collection program in Iowa and improve the program's environmental outcomes.

TRC continues to market its program in Iowa. We are working with HVAC wholesalers and others to increase the visibility of the program at their locations and will continue to push information about the program to HVAC contractors, technicians, homeowners, and others in the state.

TRC welcomes the opportunity to review this report with you and discuss our 2012 marketing efforts. I may be reached at 703-841-3246 or by email at [mark.tibbetts@thermostat-recycle.org](mailto:mark.tibbetts@thermostat-recycle.org).

Sincere Regards,

A handwritten signature in black ink, appearing to read "Mark Tibbetts", written over a horizontal line.

Mark Tibbetts  
Executive Director

## Collection Data

**Table 1: 2011 Iowa Collections by Brand**

	<b>Stats</b>	<b>Bulbs</b>	<b>Pounds Mercury</b>
Honeywell	2778	3420	21.20
White Rogers	472	508	3.15
GE	15	45	0.28
Bard	0	0	0.00
Burnham	2	3	0.02
Carrier	55	119	0.74
Chromalox	0	0	0.00
ClimateMaster	0	0	0.00
Crane	0	0	0.00
Empire Comfort	0	0	0.00
Goodman	10	16	0.10
WW Grainger	0	0	0.00
Hunter	0	0	0.00
Invensys	18	20	0.12
ITT	0	0	0.00
Lear Siegler	0	0	0.00
Lennox	241	327	2.03
Lux	14	16	0.10
Marley-Wylain	0	0	0.00
McQuay	1	3	0.02
Nordyne	4	8	0.05
PSG	3	4	0.02
Rheem	12	17	0.11
Sears	28	29	0.18
Taco	0	0	0.00
Thomas & Betts	0	0	0.00
TPI	1	1	0.01
Trane	57	118	0.73
Uponor	1	1	0.01
Valliant	0	0	0.00
York / JCI	17	31	0.19
NoMs (orphan)	121	159	0.99
Loose Switches		257	1.59
<b>Total</b>	<b>3850</b>	<b>5102</b>	<b>31.63</b>

TRC recovered 31.63 pounds of mercury from 3,850 intact mercury thermostats and 257 mercury switches removed from thermostats from Iowa locations in 2011. **This is a 73% increase over 2010 returns.**

TRC recovered 3,617 thermostats from HVAC wholesale distributor collection locations, 48 from HVAC contractors and 185 from HHW locations in Iowa. TRC received no thermostats from Iowa retail locations in 2011.

### Waste Mercury-Added Thermostat Management

Bins with waste mercury-switch thermostats are received at the fulfillment/processing center in Golden Valley, Minnesota. The facility is owned and operated by Honeywell International under contract with TRC.

Bins are received at the loading dock and sent to the TRC processing area. The bin and plastic liner are opened and the contents are identified, sorted, and tallied. The following data is recorded for each bin returned and processed: bin number, business name (location name), city, state, zip code, date returned, number of thermostats and mercury switches by manufacturer and any non-conforming material. The bin is returned to the location that sent it in with a new pre-paid address label within 72 hours of receipt. The thermostats are stored and staged in a plastic lined carton in a storage area for final processing. The containers are dated and processed in order received, first in-first out.

The containers are returned from the storage area to the TRC processing area to have the mercury switches removed from the plastic housing. Universal Waste Regulations require the disposal of waste within 12 months of generation. TRC's processor requires that the disposal occur within 6 months of generation and TRC follows

the more stringent requirement. Small quantities of thermostats are removed from the container, which is then closed again, and placed at the switch removal workstation on a tray that contains any potential mercury spillage. The switches are removed from the thermostats and placed into a 2 quart container at the work station. In the event that a switch breaks and mercury spills the work area is designed to contain the spillage and the operators are trained in the clean-up and disposal of mercury. TRC processing area is equipped with special mercury vacuum cleaners and the work area is vacuumed at the end of the work day to assure that any spillage is cleaned up and not left to evaporate.

The 2 quart container is emptied into a special 55 gallon drum which is labeled and dated according to regulations. The drum is sealed with a band and is only opened when contents are being added to it. Special negative pressure venting assures any fumes are drawn away and vented when the drum is opened.

The 55 gallon drum is then shipped to Bethlehem Apparatus Corporation in Hellertown, Pennsylvania for final processing of the mercury ampoules (switches). Bethlehem Apparatus meets or exceeds all local, state, federal regulations for the management of the product. Bethlehem's approvals for mercury recovery/recycling include:

- EPA - identification No. PAD002390961 (Bethlehem Apparatus Co., Inc.)
- DNR BDAT Requirement - satisfied by all recovery operations
- CERCLA (Comprehensive Environmental Response Compensation and Liability Act)
- Pennsylvania Department of Environmental Protection

The facilities' processing follows all EPA guidelines and regulations. TRC has a facility license from Hennepin County Minnesota for the operation of the TRC. Honeywell, Inc. has a Hazardous Waste Generator license from Hennepin County. All persons who handle mercury thermostats as part of the TRC operation receive training in the handling of Hazardous Waste and Universal Waste.

## **Program Education and Outreach**

TRC marketing and promotion efforts targeted key audiences in Iowa. Our objectives are to raise awareness of key components of Iowa's mercury thermostat law and to encourage the recycling of waste mercury thermostats. Below is a summary of activities and channels we utilized in support of this effort.

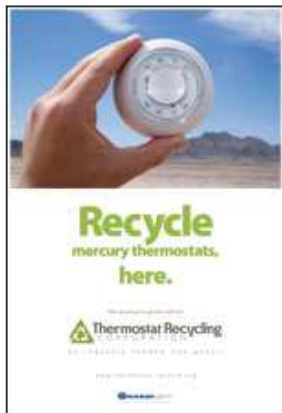
**Development of Written Materials and Signage for Collection Points and Key stakeholders**—TRC developed and posted on its website ([www.thermostat-recycle.org](http://www.thermostat-recycle.org)) a Promotional Toolkit which contains templates of a number of items for collection points to download and reproduce. In 2011 TRC added three new items to the toolkit. The items include two posters and two versions of a point-of-sale card (See exhibits 1 and 2).

In addition to the templates on TRC's website, TRC placed the new window cling (ideal for the entrances of collection locations) into inventory along with the two 11 x 17 posters and a postcard. TRC provided the cling and a copy of the "law" poster (or previous versions) to all new locations. TRC actively promotes the availability of these items and provides copies upon

request to any participating collection location, HVAC contractor or local government agency. These items are also distributed at trade shows.

### Exhibit 1: Examples of Toolkit Items

#### Poster



#### Advertisement



### Exhibit 2: Examples of Print Collateral

#### Poster (law)



#### Window Cling



**Wholesaler Recruitment/Engagement**—Under Iowa law, manufacturers are required to avail collection containers to HVAC wholesale distributors, thermostat retailers, and local governments upon request.

TRC placed particular emphasis on increasing the level of participation among Iowa distributors last year. For instance, TRC added the logos of Iowa distributors United Refrigeration and Lennox to its website highlighting their participation in the program.

In **June** TRC sent correspondence (See Appendix A) to all wholesale and HHW collection locations that had not sent TRC a container in the last 12 months. TRC also sent correspondence in **September** to all locations that never returned a bin. The correspondence reminded locations that in accordance with universal waste regulation they are required to ship thermostats to TRC

within one year of the accumulation start-date. TRC also provided a toll-free number and email address to assist locations needing shipping labels or other items.

TRC continued to promote the program to HVAC wholesale distributors. In partnership with the Heating Airconditioning, Refrigeration Distributors International (HARDI) TRC launched the inaugural Mercury Thermostat Recycling Awards in May 2011. The awards were intended to incent participation in the program by recognizing the distributor(s) that recovered the most mercury thermostats and/or developed innovative strategies to promote the program at its location(s). The program was widely promoted by HARDI to its members and within the industry trade press. TRC also developed custom promotional materials for HARDI members and templates of those materials are available on TRC's website. The awards were presented at HARDI's annual meeting in **October**.

**Retailer Engagement**— TRC continued to encourage large national retailers to participate in the program.

### **Summary of Additional Education and Outreach by Channel**

TRC conducted a broad array of activities intended to raise awareness of Iowa's mercury thermostat disposal ban, mandatory HVAC contractor recycling, and the ease of compliance through TRC's collection program.

**Website**—TRC maintains [www.thermostat-recycle.org](http://www.thermostat-recycle.org). The website contains participation forms, the previously mentioned outreach toolkit, safety and shipping information, media releases, and reports. The website includes a location search utility that provides for an easy search by zip-code of locations that have ordered TRC collection containers. TRC also promotes its national collection partners by scrolling their corporate logos on the homepage.

In **September 2011** TRC completed a *search engine optimization* (SEO) of its website. The objective of the SEO was to increase website traffic by making TRC easier to find on the internet. For instance if a person searches on the term "mercury thermostat recycling" or "thermostat recycling" the first search result in Google is TRC's website.

**Earned Media**— TRC generated considerable positive media attention in 2011 (See Exhibit 3). 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 one of the leading industry publications.

The National Demolition Association (NDA) also ran a multi-page article authored by TRC's executive director on the proper management of mercury containing products found in residential and commercial structures in the **June/July** issue of *Demolition Magazine*. Reprints of several of these articles may be found on TRC's website at <http://www.thermostat-recycle.org/media/index>.

**ACCA Sponsorship**—TRC sponsored the Air Conditioning Contractors of America (ACCA) 2011 Contracting Week in Nashville, Tennessee, October 18-21. The sponsorship included

TRC's logo on attendee bags, the inclusion of TRC promotional materials in the bag and TRC's logo on ACCA's website and signage at the event.

### Exhibit 3: Earned Media

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

**Web-based advertising**— TRC developed new rotating banner advertisements for 2011 and ran them (Exhibit 4) on the websites [contractingbusiness.com](http://contractingbusiness.com) (160x600 skyscraper) and [hvac-talk.com](http://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 4: Web Banner Advertisement (300 x 250 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 Iowa, in an effort to create awareness and increase thermostat collections.

Ads and landing pages (See Exhibit 5) were developed with variable messages targeting both audiences. 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.

**Tip-In Insert in HVAC Trade Press**—TRC placed a 5x7 full color insert in the **April** and **October** issues of *HVACR Business* (see Exhibit 6). The insert was included in issues received by approximately 12,000 subscribers in states with mercury thermostat disposal bans (including Iowa). 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.

**Exhibit 5: Examples of Google and Facebook Advertisements**



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

**January 31-February 2:** AHRExpo. 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.

**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:** 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. TRC sponsored this event and its logo was displayed on event signage and website.

**September 27-29:** North American Hazardous Materials Management Association (NAHMMA), Portland, Oregon. This was NAHMMA’s annual meeting. TRC exhibited and co-presented with a HARDI representative.

**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.

**Direct Mail—** TRC implemented a direct-mail campaign in Iowa in 2011. TRC mailed a postcard (see Exhibit 7) to approximately 1,200 Iowa based HVAC contractors in **March** and **October**. TRC sourced the list of HVAC contractors from a commercial list supplier.

**Exhibit 6: Tip-in Insert *HVACR Business***





**Stakeholder Outreach**— TRC sent correspondence (See Appendix B and C) to a number of HVAC and construction trade groups in Iowa. Letters were sent in **August**. TRC staff followed up the letters with phone calls to staff at each organization (see Exhibit 8) encouraging them to use TRC provided copy in their member newsletters or in other communications.

**Exhibit 7: Front & Back of Postcard**



**Exhibit 8: Stakeholder Outreach**

PHCC	Central Iowa Chapter
PHCC	Eastern Iowa Chapter
PHCC	Northwest Chapter
IA Assn for Energy Efficiency	
IA Natural Gas Assn	
SMACNA	Illowa
SMACNA	Cedar Rapids
SMACNA	Central Iowa Chapter
SMACNA	Sioux City

## **Operational Enhancements**

TRC made a number of enhancements to its operations in 2011. Some changes include:

- To facilitate compliance with the one-year accumulation regulation and speed up returns, TRC began including an adhesive label to record the accumulation start date in each container. TRC also modified the label on the exterior of the bin to include admonition to return bin within one year of receipt. TRC also updated instructions provided with every new and returned recycling container to explicitly require locations to record the accumulation start date and return the container within one year of that date.
- To improve customer service TRC began to directly handle customer service calls at program's HQ and put the new toll-free number and email address on instructions provided in each bin. The website and the new number and email helpline were added to the footer and contact page on TRC's website.
- Modified participation forms for program to capture more information from the collection location at the time the bin is ordered. TRC also began explicitly offering to invoice bin fees (this was a particular issue for local governments needing a PO). TRC began accepting bin orders via fax.
- Implemented a new data management system that provides for timely updates to collection location information on the website. With the new database, the program migrated data entry for new orders to HQ to improve the accuracy of data entry.
- Engaged directly with several large wholesale distributors with locations in Iowa to update location information in the program's location database. That effort is on-going and continual.
- Updated its compliance assistance effort. As collections have increased, the frequency of bins with non-compliant materials has grown. A new monitoring system has been implemented increasing the frequency of contact to collection locations and compliance. This effort has the secondary benefit of pushing collateral to locations and updating location information.

## **Program Expenses**

TRC is a national voluntary program that is also operating nine mandatory programs on behalf of its manufacturer members. As most promotional activities are run concurrently in multiple states tracking and isolating expenses specifically to Iowa is not possible. Below is a summary of TRC's national program expenses for 2011. A copy of TRC's 2010 IRS Form 990 is also available for inspection.

**Exhibit 9: 2011 Program Administrative Expenses**

<b>TRC Staff and Administration</b>	\$	255,617
<b>Recycling Costs</b>	\$	299,877
<b>Insurance</b>	\$	13,945
<b>Statutory Incentive Payments</b>	\$	37,860
<b>New Collection Containers</b>	\$	18,859
<b>Travel</b>	\$	28,108
<b>Legal</b>	\$	93,272
<b>Direct Expenses for Marketing &amp; Outreach</b>	\$	123,221
<b>Total</b>	\$	870,760

TRC expenses include:

- **TRC Staff and Administration:** Includes staff and consultants, general office expenses, telecommunications, and other administrative expenses. Includes staff labor costs to implement Iowa program.
- **Insurance:** Pollution and liability insurance.
- **TRC made \$37,860 in direct incentive payments on behalf of manufacturers as required by Maine and Vermont law.** This does not reflect the administrative costs associated with the incentive program.
- **Travel:** All travel in 2011 includes travel to trade shows to promote program.
- **Recycling Costs:** All costs (including labor) associated with transporting, processing, and properly managing waste thermostats. Also includes cost associated with fulfilling new bin orders and data management.
- **New Collection Containers:** Direct cost for new containers ordered in 2011.
- **Marketing/Outreach & Printing:** Includes direct costs to develop and print program collateral; direct mail, national and state advertising, sponsorships marketing consultants, some web and IT consulting, and other outreach activities. Marketing/Outreach does not include any TRC labor costs.

**Evaluation and Program Modifications**

Iowa's thermostat law went into effect in January 2009. In comparison to the year prior to the law's passage, collections have increased by 157%. This is similar in results of other states, including Vermont. Collections were up 73% last year and most importantly, early results from 2012 continue to trend in a positive direction.

However, while initial results are encouraging, significant work remains. Some highlights include:

- **HVAC wholesaler engagement is better.** Last year TRC was able to target specific distributors at the corporate level and effectively and efficiently engage them. Most notably, HARDI's support and assistance was, and remains integral to this approach.

- TRC's new promotional materials have been well received and are effective. TRC has invested significant effort in building its brand and developing collateral that meets the needs of its collection points. TRC aggressively pushed its new cling sticker in 2011 along with its new posters. It is essential the program is visible at the collection points and we believe these materials are making it easy for distributors to promote the program.
- TRC was able to leverage its brand presence at distributors with its advertising and direct mail. Over the course of the year, Iowa HVAC contractors saw the same message multiple times across multiple channels.

In 2012 TRC's main priorities in Iowa are:

- Building distributor support for the program. The program must be visible and actively promoted at HVAC wholesale distribution locations. TRC wants to see more bins returned from more locations in 2012.
- Engaging utilities and energy efficiency programs. TRC needs to capture more of the thermostats being removed through these kinds of programs.
- Educating contractors on the need to make recycling mercury thermostats a priority for their technicians. The message is every mercury thermostat, every time, by all a contractor's technicians.

Some changes to the scope and expansion of activities include:

- Expanding direct mail to HVAC contractors from two to four mailings in 2012.
- Developing a postcard to send to collection locations reminding them to ship TRC a bin. TRC tested this approach with letters to locations in several states in 2011 and will expand this effort in 2012. The objective is increase the frequency of returns, remind locations of the program (high staff turnover at locations affects continuity of operations), and improve the accuracy of TRC location database.
- Add additional collateral to TRC's toolkit including an adhesive cling for contractors' vehicles to acknowledge their participation in the program.
- TRC plans on restarting its Google ad words campaign but not Facebook. Also, TRC will make a number of buys in the trade press.
- Targeting specific HVAC distributors on collaborative marketing efforts. This effort not only improves collections through specific distributors but creates competitive pressure within the industry incenting participation.
- Has arranged for a summer intern in 2012 that will, among other projects, work on addressing legacy data issues in the program's location database.

Appendix A: Sample of Correspondence to HVAC Wholesale Distributor locations in Iowa



September 8, 2011

[REDACTED]  
[REDACTED]

COPY

Waterloo, IA 50701-5511

To Whom It May Concern:

Legislation passed in 2008 requires all HVAC wholesale distributors with facilities in Iowa to act as a collection point for waste mercury-switch thermostats. I want to remind you that Iowa universal waste regulations require that wastes such as mercury thermostats be stored for no longer than 12 months from the start date of accumulations.

According to our records, your location received container(s) in order to comply with Iowa law. However, to date, our records indicate we have never received any waste mercury thermostats from this location. It is important for your business to remain compliant with the law. If you have thermostats in the container, please ship it to us promptly.

If you no longer have a container or if you need another pre-paid shipping label, please contact Neisha Johnson immediately at 888-266-0550 or by email at [trc@thermostat-recycle.org](mailto:trc@thermostat-recycle.org).

Sincerely,

Neisha Johnson  
Communications & Administrative Coordinator

Appendix B: Sample of Correspondence to HVAC Wholesale Distributors in Iowa



June 29, 2011

[REDACTED]  
[REDACTED]  
[REDACTED]

COPY

CEDAR RAPIDS, IA 52401-2135

Dear JEFF HANSEN:

Legislation passed in 2008 requires all wholesale distributors with facilities in Iowa to act as a collection point for waste mercury-switch thermostats. Thermostat Recycling Corporation thanks you for participating in its collection program and acting as a collection site for waste mercury thermostats.

According to our records, your location has not returned a bin within the last 12 months. I want to remind you that state and federal regulations require that universal waste such as mercury thermostats be stored for no longer than 12 months from the start date of accumulations. If you have thermostats in the container, please ship it to us promptly. We have included an extra pre-paid shipping label in case you misplaced the one provided with the container. If you have questions about the program, please contact us using the information provided below.

Additionally, TRC recently updated the promotional materials available to collection sites. Please also consider using promotional materials. TRC has both printed materials and templates of materials available which are provided at no additional cost. We have included a window cling as an example. These serve to promote the program while showcasing your business as an environmental steward.

Please feel free to contact me with any questions about the law or TRC's program. Call 888-266-0550 or email us at [trc@thermostat-recycle.org](mailto:trc@thermostat-recycle.org)

Regards,

Neisha Johnson

## Appendix C: Correspondence to HVAC Groups



SUBJECT: INFORMATION ON MERCURY THERMOSTAT LAW

October 27, 2011

COPY

PHCC-Central Iowa  
Kevin Kruse  
525 SW 5<sup>th</sup> Street, Suite A  
Des Moines, IA 50309

Dear Mr. Kruse:

This letter is to inform you of a legal requirement that affects your members. Legislation that bans the disposal of mercury thermostat in the trash was amended and now provides easy and free recycling of waste mercury thermostats. It also requires HVAC contractors to recycle all thermostats they remove from service. Contractors may not leave them at the customer's premise.

The good news is that this mandate is very easy to comply with. Manufacturers must provide a no-cost recycling program to contractors and all HVAC wholesalers in Iowa must act as a collection point. The Thermostat Recycling Corporation (TRC) is an industry funded not-for-profit organization that is implementing manufacturers' program in Iowa and other states.

We are interested in working with your organization to increase awareness about the legal obligations of the HVAC industry and TRC's program. We attached information we hope you will share with your members. We plan to follow-up with you to discuss ideas on further promoting the program and ways to help protect Iowa's environment.

For more information, please call 703-841-3243 or email [Neisha.johnson@nema.org](mailto:Neisha.johnson@nema.org). Additional information is also available at TRC's website at [www.thermostat-recycle.org](http://www.thermostat-recycle.org).

Regards,

Neisha Johnson

Attachments:  
-Newsletter piece/Media release

## Appendix C: 2011 THERMOSTAT RECOVERY TOTALS BY LOCATION

Bin Number	Customer Name	City	Zip	Data	Grand Total
M01001	SIOUX CITY WINAIR CO	SIOUX CITY	51101-0000	Sum of Total Stats	105
				Sum of Total lbs mercury	0.7998
M10343	DENNIS SUPPLY CO	COUNCIL BLUFFS	51501-0000	Sum of Total Stats	223
				Sum of Total lbs mercury	3.1868
M10344	DENNIS SUPPLY CO	COUNCIL BLUFFS	51501-0000	Sum of Total Stats	329
				Sum of Total lbs mercury	2.8148
M10345	DENNIS SUPPLY CO	SIOUX CITY	51103-0000	Sum of Total Stats	206
				Sum of Total lbs mercury	1.643
M10434	NICHOLS CONTROLS & SUPPLY, INC.	DES MOINES	50316-3654	Sum of Total Stats	194
				Sum of Total lbs mercury	1.8104
M10435	NICHOLS CONTROLS & SUPPLY, INC.	DES MOINES	50316-3654	Sum of Total Stats	291
				Sum of Total lbs mercury	2.0894
M12779	REPUBLIC COMPANY	DAVENPORT	52803	Sum of Total Stats	104
				Sum of Total lbs mercury	0.6944
M13021	PLUMBERS SUPPLY CO.	IOWA CITY	52246-0000	Sum of Total Stats	61
				Sum of Total lbs mercury	0.465
M13034	COUNCIL BLUFFS RECYCLING CENTER	COUNCIL BLUFFS	51501	Sum of Total Stats	21
				Sum of Total lbs mercury	0.1798
M13712	JOHNSTONE SUPPLY CO	SIOUX CITY	51106-5802	Sum of Total Stats	91
				Sum of Total lbs mercury	0.775
M14076	WAYNE DENNIS SUPPLY CO	DES MOINES	50313	Sum of Total Stats	109
				Sum of Total lbs mercury	0.7564
M14090	HEATING AND COOLING SUPPLY CO., INC	WATERLOO	50703	Sum of Total Stats	2
				Sum of Total lbs mercury	0.031
M14281	JOHNSTONE SUPPLY CO	DAVENPORT	52806	Sum of Total Stats	107
				Sum of Total lbs mercury	0.7378



Iowa DNR Thermostat Collection Report For Calendar Year 2011 Activities

M14282	JOHNSTONE SUPPLY CO	URBANDALE	50322	Sum of Total Stats	127
				Sum of Total lbs mercury	0.9982
M15535	FIRST SUPPLY	DUBUQUE	52002-2634	Sum of Total Stats	58
				Sum of Total lbs mercury	0.3782
M10346	DENNIS SUPPLY CO	SIOUX CITY	51103-0000	Sum of Total Stats	191
				Sum of Total lbs mercury	1.6678
M14055	KELLY SUPPLY COMPANY	OSKALOOSA	52577-0000	Sum of Total Stats	86
				Sum of Total lbs mercury	0.7502
M01025	Adel Wholesalers Inc	Bettendorf	52722-4857	Sum of Total Stats	77
				Sum of Total lbs mercury	0.527
M01024	Adel Wholesalers Inc	Bettendorf	52722-4857	Sum of Total Stats	178
				Sum of Total lbs mercury	1.1594
M10175	GUSTAVE A. LARSON CO	MASON CITY	50401-5730	Sum of Total Stats	109
				Sum of Total lbs mercury	0.8618
M10176	GUSTAVE A. LARSON CO	MASON CITY	50401-5730	Sum of Total Stats	182
				Sum of Total lbs mercury	1.4756
M11433	LENNOX INDUSTRIES INC.	URBANDALE	50323-2301	Sum of Total Stats	30
				Sum of Total lbs mercury	0.1922
M01027	Adel Wholesalers Inc	Bettendorf	52722-4857	Sum of Total Stats	79
				Sum of Total lbs mercury	0.5766
M13012	Metro Waste Authority/RCC	Bondurant	50035	Sum of Total Stats	44
				Sum of Total lbs mercury	0.2852
			50035-4405	Sum of Total Stats	40
				Sum of Total lbs mercury	0.3224
M10201	UNITED REFRIGERATION	DES MOINES	50309-0000	Sum of Total Stats	43
				Sum of Total lbs mercury	0.6944
M14061	PLUMBING & HEATING WHOLESALER	CARROL	51401	Sum of Total Stats	44
				Sum of Total lbs mercury	0.3286
M11875	AIR MANAGEMENT SUPPLY	DES MOINES	50316	Sum of Total Stats	36
				Sum of Total lbs mercury	0.2666

Iowa DNR Thermostat Collection Report For Calendar Year 2011 Activities

M10326	WINTERBUTTON SUPPLY	WATERLOO	50701	Sum of Total Stats	100
				Sum of Total lbs mercury	0.6758
M14074	DAY DISTRIBUTING	WATERTON	50701	Sum of Total Stats	10
				Sum of Total lbs mercury	0.062
M15972	JOHNSTONE SUPPLY #155	WATERLOO	50701	Sum of Total Stats	65
				Sum of Total lbs mercury	0.4712
M14079	WAYNE DENNIS SUPPLY CO	WATERLOO	50701	Sum of Total Stats	24
				Sum of Total lbs mercury	0.2046
M10202	UNITED REFRIGERATION	CEDAR RAPIDS	52401-2135	Sum of Total Stats	70
				Sum of Total lbs mercury	0.6572
M16430	BLACK HILLS ENERGY	DUBUQUE	52003-7738	Sum of Total Stats	4
				Sum of Total lbs mercury	0.0248
M15973	JOHNSTONE SUPPLY # 230	CEDAR RAPIDS	52402	Sum of Total Stats	44
				Sum of Total lbs mercury	0.3968
M10327	Dubuque Supply	DUBUQUE	52004-0117	Sum of Total Stats	109
				Sum of Total lbs mercury	0.8246
M14059	DAVENPORT TRANE PARTS CENTER	DAVENPORT	52806	Sum of Total Stats	40
				Sum of Total lbs mercury	0.4154
M13030	Scott Co RCC	DAVENPORT	52804	Sum of Total Stats	80
				Sum of Total lbs mercury	0.5208
M14137	GUSTAVE A LARSON	MASON CITY	50401-0000	Sum of Total Stats	93
				Sum of Total lbs mercury	0.62
M16531	CEDAR FALLS UTILITIES	CEDAR FALLS	50613	Sum of Total Stats	44
				Sum of Total lbs mercury	0.2914
Total Sum of Total Stats					3850
Total Sum of Total lbs mercury					31.6324

## Appendix D: Iowa locations that requested recycling containers.

Customer Type	Business Name	Address	City	ZIPCODE	Total
CONTRACTOR	BLACK HILLS ENERGY	1414 WEST BROADWAY	COUNCIL BLUFFS	51501-3917	1
		1015 CEDAR CROSS ROAD	Dubuque	52003-7738	1
	CEDAR FALLS UTILITIES	1 UTILITY PARKWAY	CEDAR FALLS	50613	1
HHW FACILITY	Butler Co RCC	25251 Hwy 3 East	Allison	50602	1
	Cass County Landfill & Recycling Center/RCC	65928 Jackson Road	Atlantic	50022	1
	Cedar Rapids / Linn county Solid Waste Agency/RCC	1954 County Home Road	Marion	52302	2
	Clinton County Sanitary Landfill/RCC	4292 220th Street	Clinton	52732	2
	Council Bluffs Recycle Center/RCC	4441 Gifford Road	COUNCIL BLUFFS	51501	1
	Dickinson RCC	1924 240th St	Milford	51351	2
	Dubuque Metro Sanitary landfill/RCC	925 Kerper Ct.	Dubuque	52001	1
	Floyd-Mitchell-Chickasaw Solid Waste Mgmt Agency/RCC	3354 330th St	Elma	50628	1
	Fremont Co RCC	2879 250th St	Sidney	51652	1
	Great River Waste	2092 303rd Ave	Ft. Madison	52627	1
	Hamilton co RCC	2605 McMurry Ave	Webster City	50595	1
	Haz Chem center of South East Iowa/RCC	13758 Washington Road	West Burlington	52655	2
	Iowa City RCC	3900 Hebl Ave SW	Iowa City	52246	2
	Landfill of North Iowa/RCC	15942 Killdeer Ave	Clear Lake	50428	1
	Mahaska Co RCC	2979 Hwy 63	Oskaloosa	52577	2
	Metro Waste Authority/RCC	1105 Prairie Drive SW	BONDURANT	50035	1
		1105 PRAIRE DRIVE S.W.	BONDURANT	50035-4405	1
	NW Iowa Area Solid Waste Agency/RCC	4540 360th Street	Sheldon	51201	2
	Ottumwa / Wapello RCC	2415 Emma Street	Ottumwa	52501	1
	PCB Solid Waste Agency/RCC	1805 Linden Street	Cherokee	51012	2
Prairie Solid Waste Agency/RCC	1774 Lark Ave	Creston	50801	2	
Rathbun Area Solid Waste Commission/RCC	3020 McCarty Street	Centerville	52544	2	
Scott Co RCC	11555 110th Ave	DAVENPORT	52804	2	

Iowa DNR Thermostat Collection Report For Calendar Year 2011 Activities

	SEMCO RCC	29997 Hwy 78	Richland	52585	2
	Sioux City RCC	5820 28th Street	SIOUX CITY	51104	2
	Woodbury Co RCC	2210 Ida Ave	Moville	50139	1
	COUNCIL BLUFFS RECYCLING CENTER	4441 Gifford Road	COUNCIL BLUFFS	51501	1
SAMPLE	WEST BRANCH, IOWA,	1892 DELTA AVE.	WEST BRANCH	52358-0000	1
Wholesaler	Adel Wholesalers Inc	1101 State St	Bettendorf	52722-4857	4
	AIR MANAGEMENT SUPPLY	1820 E. SHERIDAN AVE.	Des Moines	50316	1
	Cedar Rapids Sheet Metal	406 9th A SE	Cedar Rapids	52401-2149	2
	COMFORT PRODUCTS	4101 N.W. 121 STREET	URBANDALE	50323-0000	1
		5529 NORDIC DRIVE	CEDAR FALLS	50613-0000	1
	CONSOLIDATED MATERIALS COMPANY	600 HOLCOMB	Des Moines	50313	1
	Consolidated Supply	600 Holcomb Ave	Des Moines	50313-0000	5
	DAVENPORT TRANE PARTS CENTER	109 WEST 55TH STREET	DAVENPORT	52806	1
	DENNIS SUPPLY CO	300 W 7th St	SIOUX CITY	51103-0000	2
		3326 NEBRASKA AVE	COUNCIL BLUFFS	51501-0000	2
	DEY DISTRIBUTING	3123 99TH STREET	URBANDALE	50322-0000	1
		3727 UNIVERSITY AVE	Waterloo	50701	1
	Dubuque Supply	585 White ST / PO Box 117	Dubuque	52004-0117	1
	FIRST SUPPLY	4949 CHAVENELLE DR	Dubuque	52002-2634	1
	GUSTAVE A LARSON	215 9TH STREET NW	Cedar Rapids	52405-0000	1
		2510 BELL AVENUE	Des Moines	50321-0000	1
		802 SOUTH JEFFERSON	MASON CITY	50401-0000	1
	GUSTAVE A. LARSON CO	802 SOUTH JEFFERSON	MASON CITY	50401-5730	2
	HALVORSON Trane	2220 N.W. 108TH ST.	CLIVE	50325-0000	1
	HEATING AND COOLING SUPPLY CO., INC	105 BROADWAY	Waterloo	50703	4
	IOWA WHOLE SUPPLY	14 S 2ND AVE	MARSHALLTOWN	50158	1
	JOHNSTONE SUPPLY CO	11000 JUSTIN DR	URBANDALE	50322	2
		1401 CUNNINGHAM DR.	SIOUX CITY	51106-5802	1
		329 W 6th St.	Waterloo	50701-5511	2
3700 MISSISSIPPI AVE.		DAVENPORT	52807-0000	1	

	5001 N BRADY STREET	DAVENPORT	52806	1
	711-14th St	Bettendorf	52722-0000	1
KELLY SUPPLY COMPANY	1502 17TH AVENUE EAST	Oskaloosa	52577-0000	1
Kretschmer Tredway Co.	220 E 9th St	Dubuque	52001-0000	1
Lennox Industries Inc.	1402 EAST MAIN STREET	MARSHALLTOWN	50158-0000	2
	4301 - 121ST STREET	URBANDALE	50323-2301	2
Nelson and Hagy	622 Ansborough Ave	Waterloo	50701-0000	1
NICHOLS CONTROLS & SUPPLY, INC.	1721 DEAN AVE	Des Moines	50316-3654	2
PLUMB SUPPLY COMPANY	1622 NE 51ST AVE	Des Moines	50313	1
	208 SE 9TH ST	PELLA	50219	1
	225 E PRENTISS	Iowa City	52240	2
	2408 E LINCOLN WAY	AMES	50010	1
	45 19TH ST S.W.	MASON CITY	50401-0000	5
	4700 "J" ST. S.W.	Cedar Rapids	52404-0000	2
	801-B IOWA AVE WEST	MARSHALLTOWN	50158	1
	920 FRONTIER RD	WAUKEE	50263	1
PLUMBERS SUPPLY CO.	72 COMMERCIAL DRIVE	Iowa City	52246-0000	1
PLUMBING & HEATING WHOLESAL	1005 DACE STREET	SIOUX CITY	51101	1
	1212 HEINE AVE	CARROL	51401	1
	1410 N. MAIN AVE NE	SIOUX CENTER	51250	1
	HWY 18 & 71, 4135 4TH AVE W.	SPENCER	51301	1
REPUBLIC COMPANY	737 CHARLOTTE STREET	DAVENPORT	52803	8
SIOUX CITY WINAIR CO	1115 5TH ST.	SIOUX CITY	51101-0000	1
UNITED REFRIGERATION	515 8th Av SE	Cedar Rapids	52401-2135	1
	927 8TH STREET	Des Moines	50309-0000	1
Wayne Dennis Supply	319 New York Ave	Des Moines	50313-0000	3
	7500 UNIVERSITY AVE	CLOVE	50325-0000	1
WAYNE DENNIS SUPPLY CO	2711 FORD ST	AMES	50010	1
	3155 99TH ST	URBANDALE	50322	1
	319 New York Ave	Des Moines	50313	1

Iowa DNR Thermostat Collection Report For Calendar Year 2011 Activities

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		721 ANSBOROUGH AVE	Waterloo	50701	1
	WINTERBUTTON SUPPLY	540 ANSBOROUGH AVE	Waterloo	50701	1
	JOHNSTONE SUPPLY #155	329 WEST 6TH STREET	Waterloo	50701	1
	JOHNSTONE SUPPLY # 230	5040 BLAIRS FOREST WAY, SUITE A	Cedar Rapids	52402	1
	United Refrigeration #429	927 8TH STREET	Des Moines	50309-1234	1
Grand Total					138