



2019

ISBGA Guide

How to Maximize Facility Efficiencies with TRC Services





THE RETROFIT COMPANIES, INC.

About TRC



Perfecting our trades since March of 1992, The Retrofit Companies, Inc. is a Woman-Owned, HUBZone certified small business with locations in Owatonna and Little Canada, MN.

Our team develops and implements Turn-Key, customized energy-efficient Lighting and Environmental solutions.

We have proudly audited, designed, and implemented lighting projects for the government and businesses in the United States and Canada, with audit and design services extending into South Korea. Our environmental services have included a variety of government entities and businesses across the USA.

Learn More About TRC: <https://retrofitcompanies.com/about-us/>



ONE VENDOR



Universal Waste Recycling

Fluorescent Lamps, Batteries,
Ballasts, Computers, Televisions,
Electronics, Mercury Waste

Lighting Consulting

Our staff of lighting consultants
know how to make your facility
work better for you, while cutting
energy usage and overhead
costs.

Hazardous Waste Disposal

Everyday Maintenance,
Custodial Chemicals, Paint
Waste, Science Lab
Chemicals, Full Service Lab
and Chemical Cleanouts,
Tank Cleaning & Services

New Lighting Supplies

TRC can price replacement
lamps, ballasts, as well as new
fixtures very competitively, and
ship them right to your door.

MANY SERVICES



Contact Us

Connect With Your Representative

Brett Weber

bweber@retrofitcompanies.com OR
recycle@retrofitcompanies.com

Direct 651-717-4722

Toll Free 800-795-1230



ISBGA Portal

<https://retrofitcompanies.com/landing/isbga/>

Benefits of TRC

- Discounted Pricing for Recycling Services
- Direct Access to TRC's energy efficiency consultants
- ISBGA Members Only website offers access to information regarding recycling, and waste management resources.
- Connect with our Universal & Hazardous Waste Recycling Experts





ENVIRONMENTAL SERVICES

SERVICES FOR ALL REGULATED WASTE STREAMS



RANGE OF SERVICES

TRC handles regulated waste for businesses small to large, offering a range of services anywhere from a pre-paid RecyclePak to an on site lab pack service by our experts.

WASTE STREAMS

- HAZARDOUS WASTE
- CHEMICALS
- E-WASTE
- PAINTS
- BATTERIES
- LAMPS & LED
- & MORE



Recycling Pricelist for: **[ISBGA MEMBER PRICING]**



DBA Retrofit Environmental

EXPIRATION: DECEMBER 31ST, 2019

Did You Know...

TRC can help with your hazardous and chemical waste needs? We offer services, including lab packs, paint waste, oils, and glycol disposal, chemical clean-outs/clean-ups, and tank maintenance.

Brett Weber

651-717-4722

bweber@retrofitcompanies.com

Schedule a Recycling Pick-Up

800-795-1230

Price Available Upon Request □

Item	Price
LAMPS	
< 4' linear fluorescent lamp	\$0.25 ea
> 4' linear fluorescent lamp	\$0.50 ea
Compact/Circular/U-bend fluorescent lamp	\$0.50 ea
High Intensity Discharge Lamp (HID)	\$1.50 ea
Shatter Shield Fluorescent Lamp	\$2.50 ea
Incandescent/Halogen/LED Lamp	\$0.50 ea
Broken Fluorescent Lamp	\$2.00 ea
UV/Neon Lamp	\$5.00 ea
MERCURY *Minimum container fees apply	
Liquid Mercury	\$50.00 lb
Mercury Contained in Articles	\$9.85 lb
Mercury Debris (Requires Haz Manifest)*	\$9.85 lb
CAPACITORS & BALLASTS	
Small PCB Capacitor (< 9 lbs.) (Requires Haz Manifest)* Incineration/destruction	\$2.50 lb
Small Non-PCB Capacitor (< 9 lbs.) Incineration/destruction	\$2.50 lb
PCB Ballasts(Requires Haz Manifest)* Incineration/destruction	\$1.50 lb.
Non-PCB Ballasts For Recycling	\$0.25 lb
BATTERIES *Batteries over 9V that are not taped are subject to additional fees	
Mixed dry-cell batteries (under 9V)	\$3.50 lb
Alkaline Batteries	\$0.85 lb
Nickel Cadmium/Metal Hydride (NI-MH) Dry	\$0.95 lb
Nickel Cadmium/Metal Hydride (NI-MH) Dry & Wet	\$0.95 lb
Sealed Lead Acid Batteries	\$0.50 lb
Mercury Batteries	\$6.00 lb
Lithium Batteries (depending on type)	\$5.50 lb
ELECTRONICS AND APPLIANCES *Subject to change with 60-day notice	
Screens/TV's/Monitors (CRT or Flat)	\$0.30 lb
Misc. CPUS, Laptops, Printers etc.	\$0.15 lb
Mixed E-Waste (price not sorted)	\$0.35 lb
Appliances	\$25.00 ea
PACKAGING COSTS	
4' Lamp Fiber Barrel (refundable) 4' Lamps	\$30.00 ea
2' Lamp Fiber Barrel (refundable) Compact and U	\$40.00 ea
4' Lamp Box (100 T12)	\$5.00 ea
8' Lamp Box (30 T12)	\$7.00 ea
UN1A2 DOT Steel Open Head Drum	\$55.00 ea
Gaylord Box (Cubic Yard)	\$20.00 ea
UN 1.25 gal. Poly Pail	\$7.50 ea
UN1H2 5 gal. Plastic Pail w/ Cover	\$15.00 ea
UN1H2 14 gal. OH Plastic Drum	\$55.00 ea
UN1H2 30 gal. OH Plastic Drum	\$75.00 ea
55 gal. OH Poly Drum w/ Cover	\$55.00 ea
TRANSPORTATION COSTS	
Commercial Pick-Up with 300+ units (1 unit = 1 item, 1lb)	FREE
Mobilization Fee without reaching minimum	\$100.00
Labor (prepared waste pick-up is FREE)	\$75.00 hr
Fuel Surcharge (on all invoices, subject to change)	\$29.75
EPA e-Manifest Program fee (per hazardous waste manifest)	\$25.00 manifest

MERCURY WASTE MINIMUM CONTAINER CHARGE	CONTAINER SIZE	PRICE
Minimum Charge Drum - Container Mercury Compounds	1G	\$85.00
Minimum Charge Drum - Container Mercury Compounds	5G	\$250.00
Minimum Charge Drum - Container Mercury Compounds	15G	\$585.00
Minimum Charge Drum - Container Mercury Compounds	30G	\$835.00
Minimum Charge Drum - Container Mercury Compounds	55G	\$1,500.00
Minimum Charge Drum - Container Mercury Debris	1G	\$85.00
Minimum Charge Drum - Container Mercury Debris	5G	\$250.00
Minimum Charge Drum - Container Mercury Debris	15G	\$585.00
Minimum Charge Drum - Container Mercury Debris	30G	\$835.00
Minimum Charge Drum - Container Mercury Debris	55G	\$1,500.00
Minimum Charge Drum - Container Mercury Articles/Devices	1G	\$85.00
Minimum Charge Drum - Container Mercury Articles/Devices	5G	\$250.00
Minimum Charge Drum - Container Mercury Articles/Devices	15G	\$585.00
Minimum Charge Drum - Container Mercury Articles/Devices	30G	\$835.00
Minimum Charge Drum - Container Mercury Articles/Devices	55G	\$1,500.00
Minimum Charge Drum - Container Mercury Organic	1G	\$85.00
Minimum Charge Drum - Container Mercury Organic	5G	\$250.00
Minimum Charge Drum - Container Mercury Organic	15G	\$585.00
Minimum Charge Drum - Container Mercury Organic	30G	\$835.00
Minimum Charge Drum - Container Mercury Organic	55G	\$1,500.00

PRE-PAID RECYCLING CONTAINERS**RECYCLEPAK - RECYCLING SIMPLIFIED**<http://www.retrofitcompanies.com/recyclepak>

Product #	Type	Price
SUPPLY-098	SMALL 4' LAMP BOX	\$59.99
SUPPLY-043	MEDIUM 4' LAMP BOX	\$79.99
SUPPLY-065	LARGE 4' LAMP BOX	\$109.99
SUPPLY-044	MEDIUM 8' LAMP BOX	\$109.99
SUPPLY-190	LARGE 8' LAMP BOX	\$129.99
SUPPLY-126	2FT MIXED LAMP BOX	\$129.99
SUPPLY-192	MEDIUM CFL BOX	\$99.99
SUPPLY-191	LARGE U-BEND/HID BOX	\$119.99
SUPPLY-068	5G MIXED LAMP PAIL	\$109.99
SUPPLY-066	1G MERCURY WASTE PAIL	\$139.99
SUPPLY-049	5G MERCURY PAIL	\$199.99
SUPPLY-062	2G DENTAL WASTE PAIL	\$139.99
SUPPLY-125	5G DENTAL WASTE PAIL	\$199.99
SUPPLY-063	2G DENTAL FIXER PAIL	\$139.99
SUPPLY-234	11.3G DENTAL SEPERATOR FILTER PAIL	\$229.99
SUPPLY-093	1/2G DRY-CELL BATTERY PAIL	\$89.99
SUPPLY-069	1G DRY-CELL BATTERY PAIL	\$99.99
SUPPLY-041	3.5G DRY-CELL BATTERY PAIL	\$149.99
SUPPLY-150	2G SEALED LEAD-ACID BATTERY PAIL	\$119.99
SUPPLY-040	5G NON-PCB BALLAST PAIL	\$139.99
SUPPLY-193	6.5G NON-PCB BALLAST PAIL	\$149.99
SUPPLY-263	30G NON-PCB BALLAST DRUM	\$599.99
SUPPLY-196	SMALL E-WASTE BOX	\$69.99
SUPPLY-197	MEDIUM E-WASTE BOX	\$89.99
SUPPLY-260	CUBIC YARD E-WASTE BOX	\$899.99
Supply -334	RADIOACTIVE (TRITIUM) EXIT SIGN (1 PER BOX)	\$249.99
Supply- 153	X-RAY HEAD KIT	\$159.99
Supply- 264	5G NON-DEA PHARMACEUTICAL WASTE BUCKET	\$219.99
Supply -113	1Q SHARPS CONTAINER	\$69.99
Supply -115	(5) 1Q SHARPS CONTAINERS	\$129.99
Supply- 116	1G SHARPS CONTAINERS	\$89.99
Supply- 117	(2)1G SHARPS CONTAINERS	\$109.99
Supply- 118	2G SHARPS CONTAINERS	\$109.99
Supply- 119	(2) 2G SHARPS CONTAINERS	\$149.99
Supply- 120	3G SHARPS CONTAINERS	\$129.99
Supply- 122	5G MEDICAL WASTE BUCKET	\$169.99
Supply- 146	1G MEDICAL WASTE BUCKET	\$119.99
Supply- 166	SHARPS CONTAINER MOUNTING BRACKET W/LOCK	\$49.99
Supply- 167	SHARPS CONTAINER MOUNTING BRACKET W/OUT LOCK	\$39.99
SUPPLY-252	SMALL BATTERY DROP-BOX	\$139.99
SUPPLY-253	SMALL CFL DROP-BOX	\$79.99
SUPPLY-254	SMALL INKJET DROP-BOX	\$69.99
SUPPLY-255	SMALL CELL PHONE DROP BOX	\$69.99



TRC SCHOOL CHEMICAL CLEANOUT VIDEO

[HTTPS://RETROFITCOMPANIES.COM/LOCAL-SCHOOL-CLEANS-OUT-CHEMICAL-STOCKPILE/](https://retrofitcompanies.com/local-school-cleans-out-chemical-stockpile/)

CHEMICAL CLEAN UP IN SCHOOLS

SAFE DISPOSAL OF UNWANTED CHEMICALS



2 CLEAN-OUT OPTIONS

YOU PREPARE: You can prepare an inventory of your waste, to be estimated and picked-up. Inventory should include: list of waste material by name, accompanied by the SDS (Safety-Data-Sheet), photos of waste and containers, size of containers, and estimated volume within each container.

WE PREPARE: You can call us and **schedule a trained expert** to come on-site to identify, sort, inventory, package and prepare paperwork and transport for proper disposal. With so many unknowns, this is the easier and more popular choice.

WHAT ARE MY RISKS?

Talk to a TRC expert to develop a proactive environmental plan and reduce your risks.

Visit [web page below](#) for more information.

EVERY YEAR TRC
HELPS SCHOOLS
ACROSS THE
MIDWEST
REDUCE RISK

<https://retrofitcompanies.com/environmental/chemical-waste-clean-out>

TOP 40 CHEMICAL OFFENDERS

CHEMICALS FOUND TO BE A PROBLEM IN MANY SCHOOLS

ACETIC ACID.....	Flammable liquid; corrosive
ACETYL CHLORIDE.....	Dangerous fire risk; violent with water
ADIPOYL CHLORIDE.....	Corrosive
ALUMINUM CHLORIDE, ANHYDROUS.....	Violent with Water
AMMONIUM HYDROXIDE.....	Respiratory hazard; severely corrosive
ANILINE.....	Toxic
ANTIMONY PENTACHLORIDE.....	Corrosive; reacts with organics
ANTIMONY TRICHLORIDE.....	Corrosive
ARSENIC TRIOXIDE.....	Toxic
BENZENE.....	Toxic
BENZOYL.....	Chloride heating releases phosgenes; reacts violently with water, alcohol
BENZOYL PEROXIDE.....	Flammable and explosive, reacts violently with bases
BENZYL ALCOHOL.....	Reacts violently with oxidants
BROMINE.....	Toxic by inhalation and ingestion; oxidizer; reacts violently with organics
BUTYRIC ACID.....	Stench agent; lachrymator
CADMIUM, CADMIUM SALTS.....	Toxic
CALCIUM CARBIDE.....	Evolves acetylene with water; fire risk
CARBON DISULFIDE.....	Severe fire risk
DIOXANE.....	Toxic, flammable
ETHER.....	Peroxidizable; flammable
FORMALDEHYDE.....	Toxic
HYDROCHLORIC ACID.....	Severely corrosive
HYDROGEN PEROXIDE, 30%.....	Readily decomposes with almost anything
LITHIUM, METAL.....	Alkali metal; reactive
MAGNESIUM, METAL.....	Powder flammable solid
MAGNESIUM PERCHLORATE.....	Oxidizer; dangerous in combination with organic material
MERCURY.....	Toxic
NITRIC ACID.....	Strong oxidizer
PERCHLORIC ACID.....	Contact with organics results in possible explosion
PHOSPHORUS, YELLOW/WHITE.....	Flammable solid; self-ignition possible, dangerous phosphorous
PICRIC ACID.....	When dry, an explosive
POTASSIUM.....	Peroxidizable; flammable solid
POTASSIUM/SODIUM CYANIDE.....	Toxic
POTASSIUM PERMANGANATE.....	Strong oxidizer
SEBACOYL CHLORIDE.....	Corrosive; eye irritant
SODIUM, METALLIC.....	Flammable solid
SODIUM AZIDE.....	Decomposes explosively; toxic
SODIUM PEROXIDE.....	Explosion/fire risk in combination with powdered metals & organics
SULFURIC ACID.....	Corrosive



THE RETROFIT COMPANIES, INC.

Tank Cleaning & Maintenance Services



Do you have any of the following tanks in your facility? Call us to discuss how to properly service and maintain:

- Neutralization Tanks
- Holding Tanks
- Maintenance Equipment/Tanks



Learn More:

<http://www.retrofitcompanies.com/industrial-tank-cleaning>

Whether you require regular cleaning service, or have equipment being removed that needs special attention, TRC's services can address your needs.

Ready to start your tank cleaning project?

<https://retrofitcompanies.com/landing/tank-cleaning-profile/>

Visit us here and fill out the Tank Cleaning Profile Form.

Get the Hazardous Waste Inventory Kit

The kit includes a reusable list template you can print out. In order to properly dispose of Hazardous Wastes, **most disposal companies require a cataloged list of your waste.** This reusable guide makes it easy to get all that information organized. Of course, you can simply contact a TRC representative to get started, but we find this is a helpful tool, too!

Download the inventory & you receive:

- A two page users guide to accurately inventory waste
- MSDS (Material Safety Data Sheet) Quick Facts
- 3 ways to Find MSDS Sheets you need



DOWNLOAD KIT HERE:

[HTTPS://RETROFITCOMPANIES.COM/LANDING/HAZARDOUS-WASTE-INVENTORY-GUIDE/](https://retrofitcompanies.com/landing/hazardous-waste-inventory-guide/)

Request a Recycling Pickup



You may request a pick-up by simply:

- Contacting your rep at 800-795-1230 or via email. (See previous page for further contact information).
- OR Submitting a request online.
Visit <https://retrofitcompanies.com/landing/request-a-recycling-pickup/> to complete the short form & a TRC rep will confirm.

For additional information, documents, or to contact us and download a copy of this handbook, visit the portal online:

YOUR ISBGA PORTAL:

[HTTPS://RETROFITCOMPANIES.COM/LANDING/ISBGA/](https://retrofitcompanies.com/landing/isbga/)



LIGHTING SERVICES

CUSTOM, TURN-KEY, ENERGY-EFFICIENT LIGHTING SOLUTIONS



WHAT IS A LIGHTING RETROFIT?

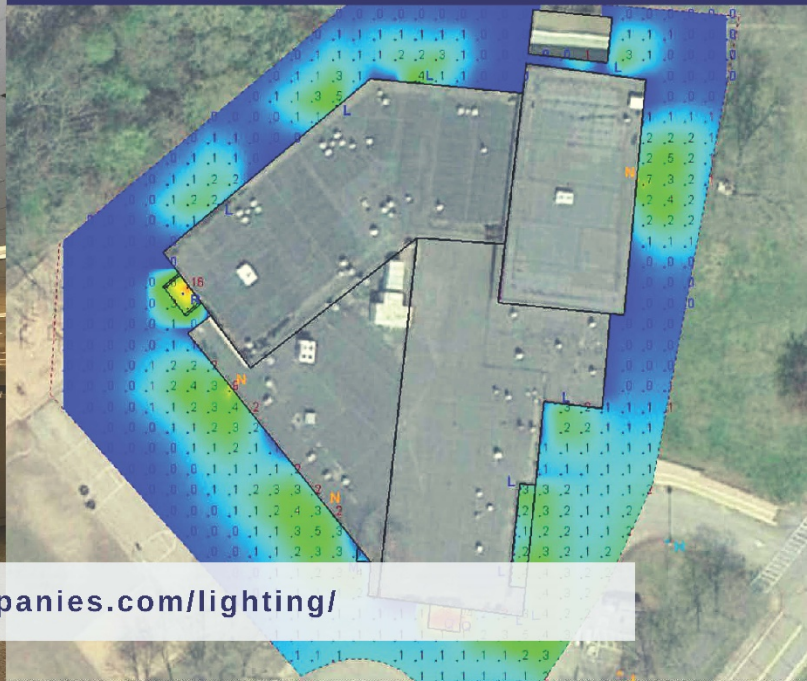
A lighting retrofit is simply an upgrade to your light fixtures or lamps, increasing energy efficiency.

LEARN MORE AT LINK BELOW

WHAT IS AN INVESTMENT GRADE AUDIT?

An IGA is a custom project solution that includes a full scope of work, savings analysis, photometric layouts and more.

LEARN MORE AT LINK BELOW



<https://retrofitcompanies.com/lighting/>

Customer Testimonials

Real Lighting Projects
Making a Real Impact



ISD #299 Caledonia Public Schools:

A complete LED lighting retrofit across both buildings “provides a brighter, more welcoming environment, but more importantly it provides a lot of energy savings. **We could save up to \$10,000 annually,**” said Ihrke.



Read Full Story: <https://retrofitcompanies.com/case-study-isd-299-caledonia-public-schools-led-upgrade/>



Crown Plastics:

“We just took a look at our overall lighting, mainly from our production areas, and they were all either running T8 or T12 fixtures, some metal halide...and they were failing. I was done switching them over. I didn’t want to do it one by one...I knew **there had to be a better solution out there,**” -Matt Van Beusekom

Read Full Story: <https://retrofitcompanies.com/customer-spotlight-crown-plastics/>

Algona Municipal Utilities:

“In the process we were able to reduce the amount of energy we use per fixture by **45-50%.**”

– Steve Grandgenett, Algona Municipal Utilities



Read Full Story: <https://retrofitcompanies.com/customer-spotlight-steve-grandgenett-algona-municipal-utilities/>

Read More Customer Testimonials Here:

<https://retrofitcompanies.com/lighting/lighting-customer-testimonials/>



Visit www.retrofitcompanies.com for more information on all of our Environmental Services and Lighting Services