

Are you environmentally responsible?

Lamp Recyclers, the electrical industry's Australia-wide logistics partner is helping contractors and electrical wholesalers meet their environmental responsibility, by collecting and diverting mercury-laden waste lamps from landfill.



The *Lamp Recyclers* range of convenient pre-paid boxes and post-paid collection services means that you don't have to go out of your way to meet your client's needs - recycling has never been easier. You even get a certificate of recycling.

With more than 30 collection centres already at your convenience nationally and growing in number, you can simply call our service centre for the name of your nearest collection point or for an on-site collection at your next major re-lamping project.

Government initiative soon to be launched

The Federal Government is expected to launch it's much-awaited '*FluoroCycle*' Initiative in the next few weeks. Although not mandatory, the initiative will lift the level of awareness of the need to recycle mercury-containing lamps.

It will be conducted as a joint Government/Industry partnership, with the Lighting Council of Australia taking a key role in managing the program on behalf of the Government. Look for more information on this program shortly.

TLE Artarmon - #1 in Recycling

When Sydney TLE electrical wholesale store manager Col Green first agreed to offer lamp recycling services to his clients three years ago, he knew he was ahead of his time and competitors.

Since then a close business relationship between *Lamp Recyclers* founder John Field and this TLE electrical wholesale store has seen its lamp recycling volume grow rapidly.

Col's Artarmon store is one of Sydney's busiest and its customers service many prominent Sydney CBD buildings. He is seeing a growing trend

by corporate Australia and Government departments to make lamp recycling a standard business practice.



Col Green, Store Manager of TLE Artarmon sells prepaid lamp recycling boxes.

"Contractors are realising that lamp recycling is a service they need to offer now, otherwise, sooner or later they will start to lose business to their competitors who are offering it" says Col.

Col also points out "we are now recycling our own-use lamps as it is only right that we adopt good environmental practice ourselves - if it's good for our customers, it's good for us".

"*Lamp Recyclers* works well for us, our contractors and their clients, who gladly pay for this no-fuss service".



Mercury fast facts

Mercury (HG) is the most hazardous metal on the EPA's list of industrial pollutants. It is an extremely potent neurotoxin to humans and should not be dumped to landfill.

Growing industry support for Lamp Recyclers

While the TLE/MMEM Group has been quick to market with lamp recycling services, *Lamp Recyclers* is also working with other major electrical wholesalers nationally including L&H Group, Middy's, CNW & other Gemcell members.

The first L&H outlet in which a *Lamp Recyclers* 'Recycling Pod' centre was installed was Roxby Downs, the South Australian mining town 600km north-west of Adelaide - environmental responsibility is breaking out all over Australia, and *Lamp Recyclers* is there!



John Field, founder of Lamp Recyclers with Michelle Suridge, Store Manager of Auslec Roxby Downs - 600km north-west of Adelaide.

End-users pay the bill

Today, end-users expect to pay for environmental services, it's all part of doing business. For example, you are now charged for the disposal of oil and lubricants by your mechanic and if you've recently had new tyres fitted, you'll likely see a charge on the bill of around \$4 to dispose of each tyre.

Lamps are a form of eWaste and other electronic waste such as TV's, monitors and computers are soon going to have a recycling fee built into their purchase price.

Recycling of fluoro tubes &

globes costs a lot less than you might think, particularly when you take into account the true costs of re-lamping.

To help you explain things to your end-customers, we have prepared the following costing charts, which clearly show that recycling adds roughly 10%** to the overall job, when everything is taken into account.

Like any product or service you provide, you need to charge a margin on the lamp recycling as you are the important link in-between.

NUMBER OF TUBES (36w)	20	100	1,000
Installation Labour	\$100	\$350	\$2,030
New tubes & starters	\$117	\$470	\$4,435
Recycling service cost	\$27	\$108	\$850
Total Job Cost	\$243	\$928	\$7,315
<i>Recycling cost (percentage)</i>	11.1%	11.6%	11.6%

** Not included are a number of 'hidden costs' that electrical contractors likely already incur when they dispose of commercial quantities of spent lamps in landfill.

Order a Collection Now!

1300 789 917

Find out more on our website:
www.lamprecyclers.com.au

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