



## FREQUENTLY ASKED QUESTIONS

### Who are The Retrofit Companies® (TRC)?

The Retrofit Companies®, established in 1992, is an integrated service provider made up of four divisions. Each focuses on a different aspect of lighting and energy related needs. **Retrofit Electric** is a full-line electrical contractor, with services ranging from new construction of commercial, industrial and residential, to design/build or remodeling and maintenance programs. **Lighting Retrofit** specializes in energy efficient lighting upgrades. We help clients save when they conserve energy through the use of current technology in lighting and control systems in their facility. We even assist with utility grant and rebate programs which help off-set the investment of a lighting upgrade. **Retrofit Recycling** is committed to reducing client liability by handling and recycling universal and hazardous waste in an efficient, cost-effective and environmentally sound matter. We recycle fluorescent lamps, ballasts, batteries, electronics, mercury and hazardous waste. **Retrofit Supply** provides more than 50,000 choices for the lighting supply needs of our clients. Together these divisions create a unique service solution not found anywhere else.

RETROFIT RECYCLING  
2960 Yorkton Blvd.  
Little Canada, MN 55117  
800-274-1309 toll free  
651-766-7422 local  
651-766-9900 fax

2156 S. Lynhurst Drive  
Indianapolis, IN 46241  
866-97-RETRO toll free  
317-381-0628 local  
317-381-0638 fax

### RETROFIT ELECTRIC

#### Do you just do lighting work?

No we are a full line electrical contractor for residential, commercial, industrial and institutional clients. The Retrofit Companies® also offers Universal and Hazardous Waste recycling services and new lighting product supply.

### LIGHTING RETROFIT

#### Why would we need a lighting retrofit?

The Retrofit Companies® will evaluate your facility's lighting efficiency. Many times this is a no obligation service. From this evaluation we will be able to determine potential energy savings. TRC will show you lighting solutions to achieve lower overhead and operating costs, streamline your maintenance process, offer better light quality and help you take advantage of rebate and grant programs to help offset your investment!

#### How long does it take for the install?

Installation time depends on the size of the job and the needs of each client.

#### How long will it take before the new system gets installed?

When The Retrofit Companies® receives your signed quote and it is approved, installation typically begins in three to four weeks.

#### Does this include taking all the old material away?

Yes, because of The Retrofit Companies® unique full-service facility lighting solutions, we provide Universal Waste pickup at your facility at the time the job is complete.

#### Are the energy calculations you state correct?

Yes, these numbers may actually be conservative. It is a mathematical calculation of your system wattage derived from an input wattage guide, the energy rate from your billing statement, and the number of hours your lights are on in your facility.

#### Can the lighting project be financed?

Yes, financing is available for most lighting projects.

#### Are utility rebates available for my lighting project?

Most utility companies have some form of residential or commercial rebates. A percentage, on most utility bills, is mandated by the PUC (Public Utilities Commission) to go to energy conservation projects. This money is administered by the utility company and will vary depending on the size of the utility company.

#### Do I need to find my own electrical company to install this project?

No, The Retrofit Companies® is a licensed electrical contractor. We can handle all aspects of your project, from the analysis and electrical work, to universal waste recycling, maintenance programs and new product supply. We offer a full-service facility lighting solution!



### **Do I need to fill out the paperwork for the utility rebate?**

No, The Retrofit Companies® will complete all necessary paperwork on your behalf. You will only need to supply your signature at the end of the project.

### **This project can save me this much money? What's the catch?**

There is no catch. The Retrofit Companies® uses mathematical calculations to determine your energy savings per year. These calculations are based on input wattages before and after the project, hours of operation per year and your current utility rate.

## **RETROFIT RECYCLING**

### **What type of recycling does Retrofit Recycling do?**

We specialize in the recycling of fluorescent lamps, ballasts, batteries, electronics, mercury devices and hazardous waste.

### **What happens to a recycled lamp?**

All of the components from lamp recycling stay in the US. Glass, Aluminum and Mercury are recycled into commodities for reuse.

### **Why should I recycle used electronics?**

Nearly all electronics are composed in part of circuit boards which contain lead, mercury, arsenic and other heavy metals; it is recommended that these items not be disposed of alongside normal trash. Cathode ray tubes (CRTs) in color computer monitors and televisions are considered hazardous when discarded because of the presence of lead in the CRT. (EPA online) Beginning July 1, 2006 all CRT's will be banned from disposal in Minnesota.

### **How much does it cost for me to drop off my TV? Computer, etc?**

Retrofit Recycling accepts recycling drop offs Monday through Friday, from 8am-4:00 pm. The cost for recycling is a per pound or per unit charge determined by the market price. For current recycling costs, please call our office at 651-766-7422.

### **How much of a computer is really recycled?**

Less than 0.25% of the electronic material collected for recycling is land filled.

### **Can I buy used electronics from you?**

No, Retrofit Recycling guarantees data destruction of all electronic media handled by us for recycling. We do not resell any waste that comes through our system.

### **Why should I recycle a Non-PCB electronic ballast?**

Although these are a non-regulated waste, Retrofit Recycling advises choosing a reputable recycler for these items because each ballast houses a circuit board. At this time, circuit boards can contain lead, mercury, arsenic and other heavy metals; it is recommended that these items not be disposed of alongside normal trash.



## **13 Years and More Than 8,000 Jobs...**

*The evolution continues. The philosophy is the same.*