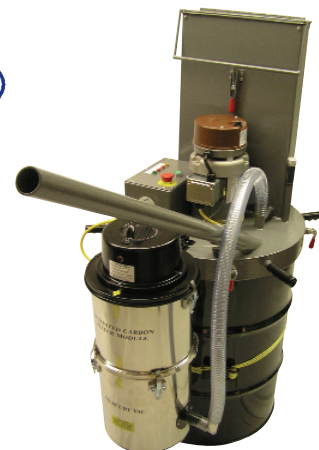
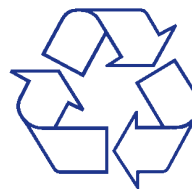


Cost Benefit Analysis of using PestWest® Vapor Vacuum Lamp Compactor compared to box recycling programs

Vapor Vacuum
LAMP COMPACTOR



PestWest Vapor Vacuum Lamp Compactor

Cost of replacement parts

Replace paper collection bags every 2 drums	pack of 6	\$23.00
Replace (Pink) Pre-filter every 2 drums	pack of 6	\$15.00
Replace HEPA filter Module every 10 drums	each	\$245.00
Cost of 55 gallon drum		\$45.00
Cost to recycle drum of crushant *		\$250.00 1-3 drums
		\$200.00 4-8 drums
		\$100.00 9-18 drums
		\$80.00 19+ drums

A	B	C	D	E	F	G	H	I	J	K
Number of 4-foot T12 bulbs***	Number of drums	Cost of Vapor Vacuum****	Cost of empty 55-gallon drum = B x \$45.00	Replacement costs paper collection bags pack of 6 \$23.00	Replacement costs (Pink) Pre-filter pack of 6 \$15.00	Replacement cost HEPA filter \$245.00	Cost to recycle full drum of crushant = B x cost	Total cost = total C through H	Cost per 4ft tube = I divided by A	Cost per linear foot = J divided by 4
1,000	1	\$4,495.00	\$45.00	\$0.00	\$0.00	\$0.00	\$250.00	\$4,790.00	\$4.79	\$1.20
2,500	3	\$4,495.00	\$135.00	\$0.00	\$0.00	\$0.00	\$750.00	\$5,380.00	\$2.15	\$0.54
5,000	5	\$4,495.00	\$225.00	\$0.00	\$0.00	\$0.00	\$1,150.00	\$5,870.00	\$1.17	\$0.29
20,000	18	\$4,495.00	\$810.00	\$23.00	\$15.00	\$245.00	\$2,750.00	\$8,338.00	\$0.42	\$0.10
50,000	45	\$4,495.00	\$2,025.00	\$69.00	\$45.00	\$1,225.00	\$4,910.00	\$12,769.00	\$0.26	\$0.06

Cost to use box recycling program **

L	M	N	O	P	Q	R
Number of 4-foot T12 bulbs***	Number of bulbs per box	Number of boxes required	Cost to recycle each box**	Total cost to recycle bulbs = N x O	Cost per 4ft tube = P divided by L	Cost per linear foot = Q divided by 4
1,000	72	14	\$89.00	\$1,246	\$1.25	\$0.31
2,500	72	35	\$89.00	\$3,115	\$1.25	\$0.31
5,000	72	70	\$89.00	\$6,230	\$1.25	\$0.31
20,000	72	278	\$89.00	\$24,742	\$1.25	\$0.31
50,000	72	695	\$89.00	\$61,855	\$1.25	\$0.31

If you dispose of around 5000 tubes then the PestWest Vapor Vacuum Lamp Compactor will save you money!

Assumptions made:

- * Estimated cost to recycle drum of crushant with a TCLP test showing non-hazardous waste. Costs will vary dependant on amount of drums collected and State regulations and the prices charged by different waste recycling companies. It is assumed that the higher the number drums recycled will lower the cost charged by the recycling company.
- ** Box program costs used for comparison. Box programs ARE IDEAL FOR SMALL VOLUME DISPOSAL and make a cost effective alternative when smaller quantity of lamps are to be recycled. Helping you to remain compliant at a very low cost. Cost to recycle will vary per company and per State. The PestWest Mad Hatter Lamp Recycling Program is cost effective alternative for low volume disposal.
- *** Costs calculated on 4-foot T12 linear fluorescent lamps
- **** The cost of purchasing the Vapor Vacuum Lamp Compactor can be spread across or amortised out over a number of years, thus reducing the cost of recycling spent lamps even further

Comments

Consideration should be made to labor and space savings when using the Vapor Vacuum Lamp Compactor, these costs have not been calculated into the figures. Larger generators of spent lamps have experienced significant additional labor savings when using the Lamp Compactor.

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Your local PestWest® representative can assist you with arranging collection of your crushant filled drums



Figures given strictly for reference purposes only, costs for disposal in your area or State may vary.