



***Industry Partner Program  
Partnership Proposal***



Prepared by  
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## ***Rebuild America Industry Partner Program Proposal***

### ***Earth Protection Services, Inc. (EPSI)***

This proposal has been prepared for the US Department of Energy - Rebuild America Program describing EPSI's commitment to the program and interest in becoming a Rebuild America Industry Partner. This proposal includes:

- Overview of Earth Protection Services, Inc.
- Partnership Vision Statement for the Rebuild America Industry Partner Program & Services we will provide to assist Rebuild America Partners.

### ***Earth Protection Services, Inc. (EPSI)***

#### ***Overview***

Earth Protection Services, Inc. is a stand-alone recycling company owned by the principal stock holders. The EPSI corporation has no other parent, is not affiliated with any other company and operates no subsidiary companies. The principals of EPSI have been in the lamp and ballast recycling business since 1989. Management personnel are seasoned professionals in the recycling and lighting industry.

Incorporated in October 1996, Earth Protection Services is dedicated to providing the highest quality, cost-effective waste management services for spent lamps, ballasts and electronic products as well as mercury-containing industrial waste. EPSI processes return recycled materials to reusable commodities while maintaining the highest level of professional standards and integrity, ensuring regulatory compliance, and guaranteeing customer satisfaction.

EPSI operates facilities in Phoenix, AZ; Rancho Cucamonga, CA; Portland, OR and Lancaster, PA. In addition to facilities, EPSI maintains sales personnel in Round Rock, TX and Sheridan, WY as well as a nation-wide network of sales agents. All facilities have stringent written environmental, health and safety programs for protection of human health and the environment. Customers are welcome to audit the facilities.

EPSI has developed the in-house capability to do on-site retorting of mercury with proprietary equipment designed to safely process fluorescent, HID and other lamps and reduce them to their basic components. The unit separates and collects each lamp component for re-use in manufacturing and other commercial products. In this unit, only glass, aluminum, other recyclable lamp products and pure recovered mercury are recovered. All recovered materials pass the TCLP test ensuring no hazardous waste is generated.

EPSI's commitment to the environment and lighting industry is exemplified not only with superior services, but also strong commitment to industry activities. John Chilcott, President and Chief Executive Officer of Earth Protection Services, Inc., has been a pioneer in environmental movement within the lighting industry in the review and development of a national policy for the disposal of spent lamps, ballasts and computer equipment. He has actively advocated the proper disposal of electronic products since the late 1980's. Mr. Chilcott served as the Western Regional Manager of Sylvania Lighting Services and President of Lighting Resources, a lamp and ballast recycling company. Mr. Chilcott serves on the Advisory Council of the Energy Efficiency Lighting Association, serves as Chairman of the Illuminating Engineering Society Legislative and Regulatory Affairs Committee, is the past President of the Association of Professional Energy Managers, is currently the Vice-Chairman of the Association of Lamp and Mercury Recyclers, serves on the Arizona Association of Industries Environmental Committee and is a member of the International Association of Lighting Management Companies and the National Association of Energy Service Companies. Mr. Chilcott is a Paul Harris Fellow in Rotary International and is the recipient of the Ducks Unlimited Distinguished Service Award. Mr. Chilcott is NQCLP a certified lighting professional.

EPSI personnel are among the most knowledgeable in the lighting and recycling industry, strongly supported the recently passed federal legislation regarding the Universal Waste Rule, and are in a uniquely qualified position to assist Rebuild America partners and allies in rebuilding America.

## ***Earth Protection Services, Inc. (EPSI)***

### ***Partnership Vision Statement and Services Provided***

EPSI is committed to providing the best value in electronic product recycling on a national scale for Rebuild America Partners and Allies. Our vision with respect to the Rebuild America Program is to:

- Provide regulatory & environmental training seminars for Rebuild America Partners and Allies in order to help them understand recently passed federal legislation and the importance of proper waste management which will help ensure regulatory compliance.
- Increase environmental awareness regarding the proper disposal of spent mercury and PCB containing materials and electronic products to Rebuild America Partners and Allies through an aggressive employee and sales representative marketing program.
- Promote Rebuild America Partnerships and Allies through World Wide Web internet exposure provided by a hot link from EPSI's web site at [www.earthpro.com](http://www.earthpro.com) which provides readers with a vast array of EPSI services as well as regulatory information.
- Assist Rebuild America Partnerships and Allies through recommendation of preferred Performance Lighting / Energy Management Contractors.
- Assist Rebuild America Partnerships and Allies with preparation of request for quote / bid specification packages which ensure regulatory compliance.

- Promote the EPSI - Rebuild America partnership in print, electronically and at various national conferences and industry trade shows.

## **Summary**

Earth Protection Services, Inc. feels the Rebuild America Program offers significant opportunities for not only EPSI, but Rebuild America participants as well. We welcome the opportunity to support the Rebuild America Program objectives by providing services, technical expertise and training as described in the preceding partnership proposal & action plan.