

VIA EMAIL and U.S. Mail

March 28, 2014

Sandra Boggs
Recycling and Marketing Development Specialist
Department of Environmental Quality
PO Box 200901
1100 Last Chance Gulch
Helena, MT 59620

Subject: Thermostat Recycling Corporation's 2013 Annual Report

Dear Ms. Boggs:

Attached is TRC's annual collection report for calendar year 2013. TRC has made its best effort to provide a comprehensive report on its efforts to promote the collection program in Montana and improve the program's environmental outcomes. A copy of this report is available at www.thermostat-recycle.org.

TRC continues to market its program in Montana. We are working with HVAC wholesalers and others to increase the visibility of the program at their locations and will continue to push information about the program to HVAC contractors and homeowners in the state.

TRC welcomes the opportunity to review this report with you and discuss our 2013 marketing efforts. I may be reached at 571-447-4315 or by email at mark.tibbetts@thermostat-recycle.org.

Sincere Regards,



Mark Tibbetts
Executive Director

TRC Annual Report on Mercury-added Thermostat Collection and Recycling in Montana Calendar Year 2013 Activities

Exhibit 1: 2013 Montana Collections by Brand

Brand Holder	Count	Count	Total Lbs Mercury
	Thermostats	Switches	
Honeywell	318	373	2.31
White-Rodgers	27	33	0.20
Rheem	3	6	0.04
Trane	1	2	0.01
Carrier	5	10	0.06
Lennox	21	21	0.13
Empire Comfort Systems	2	2	0.01
Goodman Global	1	1	0.01
Invensys	1	1	0.01
ITT Corporation	4	4	0.02
Lux Products	2	2	0.01
McQuay International	8	22	0.14
Nordyne Corporation	1	1	0.01
----- Orphans -----			
NOM	5	5	0.03
Loose Bulbs	0	16	0.10

In Montana, TRC recovered the equivalent of 412 mercury thermostats from 399 whole mercury thermostats plus 16 thermostat mercury switches. A total of 3.09 pounds of mercury was recovered from Montana locations last year.

TRC recovered approximately 82% of all thermostats from HVAC wholesale distributors, with 18% coming from retail location.

Waste Mercury-Added Thermostat Management

Bins with waste mercury-switch thermostats are received at the fulfillment/processing center in Golden Valley, Minnesota. The

facility is owned and operated by Honeywell International under contract with TRC.

Bins are received at the loading dock and sent to the TRC processing area. The bin and plastic liner are opened and the contents are identified, sorted, and tallied. The following data is recorded for each bin returned and processed: bin number, business name (location name), city, state, zip code, date returned, number of thermostats and mercury switches by manufacturer and any non-conforming material.

The bin is returned to the location that sent it in with a new prepaid address label within 72 hours of receipt. The thermostats are stored and staged in a plastic lined carton in a storage area for final processing. The containers are dated and processed in order received, first in-first out.

The containers are returned from the storage area to the TRC processing area to have the mercury bulbs removed from the plastic housing. Universal Waste Regulations require the disposal of waste within 12 months of generation. TRC's processor requires that the disposal occur within 6 months of generation and TRC follows the more stringent requirement. Small quantities of thermostats are removed from the container, which is then closed again, and placed at the bulb removal workstation on a tray that contains any potential mercury spillage. The bulbs are removed from the thermostats and placed into a 2 quart container at the work station. If a bulb breaks and the mercury spills, the work area is designed to contain the spillage and the operators are trained in the clean-up and disposal of mercury. The TRC processing area is equipped with special mercury vacuum cleaners and the work area is vacuumed at the end of the work day to assure that any spillage is cleaned up and not left to evaporate.

The 2 quart container is emptied into a special 55 gallon drum which is labeled and dated according to regulations. The drum is sealed with a band and is only opened when contents are being added to it. Special negative pressure venting assures any fumes are drawn away and vented when the drum is opened.

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The 55 gallon drum is then shipped to Veolia Environmental Services in Port Washington, Wisconsin for final processing of the mercury ampoules (switches) Veolia Environmental Services meets or exceeds all local, state, federal and EPA regulations for the management of the product. Veolia's approvals for mercury recovery/recycling include:

- EPA - identification WIR000130591 (Veolia Environmental Services, Inc.)
- EPA BDAT Requirement - satisfied by all recovery operations
- CERCLA (Comprehensive Environmental Response Compensation and Liability Act)
- Wisconsin Department of Natural Resources

The facilities' processing follows all EPA guidelines and regulations. TRC has a facility license from Hennepin County Minnesota for the operation of the TRC. Honeywell, Inc. has a Hazardous Waste Generator license from Hennepin County. All persons who handle mercury thermostats as part of the TRC operation receive training in the handling of Hazardous Waste and Universal Waste.

Program Education and Outreach

Paid Advertising

TRC's primary target audience remains HVAC contractors/technicians and distributors. The first group includes HVAC technicians working in residential and light commercial buildings, as they are the ones who remove the vast majority of mercury thermostats from service. The second group consists of HVAC wholesale distributor locations, as they are the most likely and convenient location for the majority of Montana-based technicians/contractors to purchase replacement thermostats and recycle waste mercury thermostats.

Homeowners are a secondary target audience as they represent a small segment of the market (+/- 10%). Since replacing a mercury thermostat is a rare event (if ever) for a consumer, TRC derives the greatest impact/value from its marketing budget by concentrating on the channel segment that yields the greatest benefit to program outcomes.

TRC's experience with previous advertising campaigns, the "Green" environmental message is less effective with our primary audience. Contractors/technicians are influenced mostly by cost, convenience and laws/regulations. TRC applied this lesson when planning and executing the 2013 advertising campaign. The campaign focused on "easy and free" and "It's the law", (where applicable, as only a limited number of states ban the disposal of mercury thermostats in solid waste and/or require HVAC contractors to recycle all mercury thermostats removed from service).

The purpose of TRC's advertisements were two-fold: 1) continue to build upon brand/program awareness of other promotional campaigns and 2) accelerate the pace of mercury thermostat replacement by helping contractors recognize opportunities to generate additional revenues by proactively replacing older mechanical (mercury) thermostats.

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Print-based advertising — TRC focused on frequency for the 2013 advertising campaign to saturate the market with the program's brand by placing smaller ads more frequently throughout the year. The scope of the advertising campaign was significantly expanded in 2013 to include additional trade channel publications. TRC attempted to specifically target Montana, but since trade channel options are limited, advertising efforts were focused nationally.

New advertising this year included:

- **Contracting Business Magazine**, which has 43,000 monthly subscribers nationally who are primarily owners and managers of HVACR contracting companies. TRC ran a 2-color 1/4 page ad in March, June and August. (Exhibit 1)
- **Indoor Environment & Energy Efficiency Magazine**, which is mailed bi-monthly to all Air Conditioning Contractors of America (ACCA) contractor-members who own, manage, lead, and make decisions for their business. TRC ran a 2-color 1/3 page ad in July, September and November. (Exhibit 2)

Exhibit 1:



Exhibit 2:



TRC also continued print-based advertisements in the following national HVAC trade publications:

- **Distribution Center Magazine**, the exclusive publication of Heating, Air Conditioning & Refrigeration Distributors International (HARDI) with 11,000 bi-monthly subscribers. TRC ran a full-color 1/3 page ad in August to promote the Big Man on Planet competition. (Exhibit 3)
- **HVACR Business Magazine**, a national publication with approximately 34,000 qualified subscribers, of which approximately 125 are in Montana. TRC ran a 2-color 1/4 page ad March – May. (Exhibit 4)

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Exhibit 3:

They're in it to Win it!

Each time a mercury thermostat is recycled we protect the environment.

Let's recognize the following distributors who are one step closer to being the **2013 BIG MAN ON PLANET**. Winner(s) will be announced in December at HARDI's Annual Conference.

C.C. Dickson Company	Johnstone Supply, Inc.
Coburn Supply Company, Inc.	Minnesota Air
Duncan Supply Company, Inc.	US Air Conditioning Distributors, Inc.
Gustave A. Larson Company	Victor Distributing Company
G.W. Berkeheimer Inc., Co.	Winstel Controls
Johnson Supply	

thermostat-recycle.org

HARDI resources that fuel your competitive advantage Heating, Airconditioning & Refrigeration Distributors International

Thermostat Recycling CORPORATION
an industry-funded non-profit

Exhibit 4:

Thermostat Recycling CORPORATION
an industry-funded non-profit

1. Save your customers money.
2. Protect the environment.

Two very good reasons why it's time to start a mercury thermostat upgrade crusade.

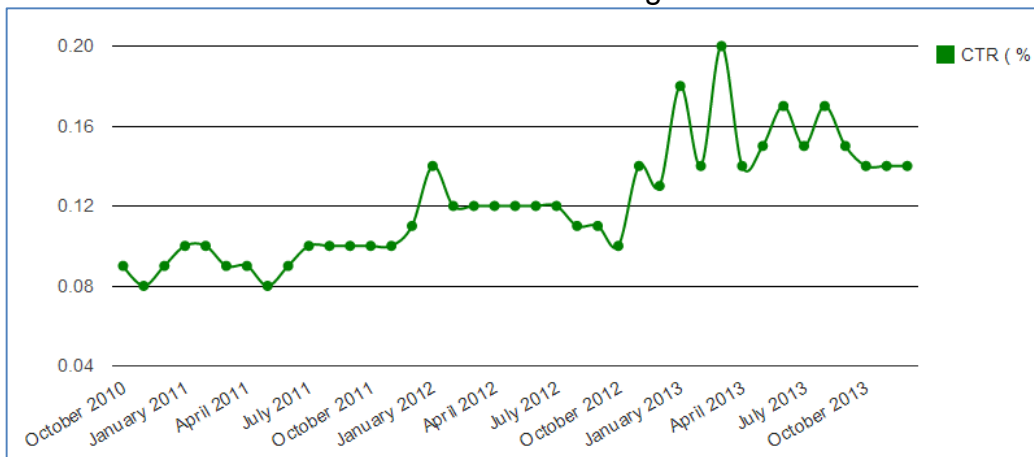
When you come across an old mechanical mercury thermostat, there's a word you should share with your customers: **upgrade**. Newer, programmable thermostats help save energy costs and **don't contain mercury**.

You become a hero to your customers because you save them money. And you help protect the environment because you're recycling them properly. Contact us today to find out how you can get with our program. We're here to **make mercury thermostat recycling easy**.

thermostat-recycle.org | 888.266.0550

Web-based advertising — TRC continued the use of rotating banner advertisements in 2013, with changes in scheduling and scope and the addition of new media outlets. New this year was the implementation of tracking URLs to better assess campaign performance. With these tracking URLs TRC was able to use Google Analytics to see exactly how much traffic each advertisement drove to the TRC website.

TRC's web-based ads gained a cumulative total of more than 770,000 impressions and an average click-through rate (CTR) of 0.6%. An impression is a measure of the number of times an ad is displayed, and a CTR is the number of times a click is made on the advertisement divided by the total impressions. The chart below presents benchmark data from Google's Display Benchmarks tool on average CTR's in the U.S. by year. As seen below, the highest average CTR was 0.2%, so TRC's CTR performance well exceeded the national average.



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New advertising this year included:

- **ACHRNews.com**, a website that assists the decision-makers from all branches of the air HVAC industry including contractors, manufacturers, distributors, parts and supply wholesalers, and service companies. More than 296,000 HVACR professionals visit the website every month. TRC ran two different banner ads in November and December that resulted in 56,423 combined impressions and an average CTR of 0.2%. (Exhibit 5 & 6)
- **ACHR Newsletter**, a weekly email blast with 10,000 subscribers. TRC ran a banner ad for 4 issues in December with a total open rate of 13,546 and an average CTR of 0.3%. (Exhibit 6)
- **HVACRBusiness.com**: TRC ran a banner ad in July that resulted in 5,063 impressions and a CTR of 2.6%. (Exhibit 7)
- **le3media.com**: ACCA magazine's official website. TRC ran an animated banner ad June – December. Impressions and CTR not available from publication. (Exhibit 8)

Exhibit 5:



Exhibit 6:



Exhibit 8 Frame 1:

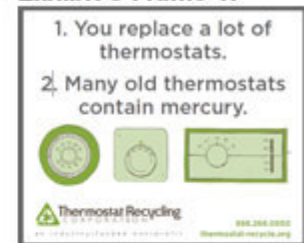


Exhibit 7:



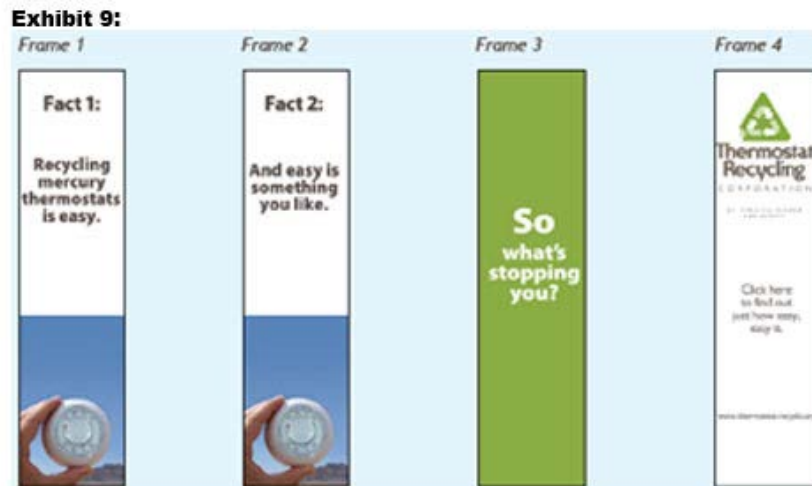
Exhibit 8 Frame 2:



TRC also continued web-based advertisements on the following HVAC industry websites below:

- **ContractingBusiness.com**, which averages 32,000 monthly visitors. TRC ran a rotating banner ad in March and May-July which resulted in 34,099 total impressions and an average CTR of .09%. (Exhibit 9)
- **HVAC-Talk.com**, an online forum that averages 310,000 monthly visitors. TRC ran a rotating banner ad in March and May-July which resulted in 592,037 total impressions and an average CTR of .05%. (Exhibit 9)

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Again, the preference for this campaign in Montana would have been state-specific sites, but TRC has been unable to identify trade channel advertising opportunities specific to Montana.

Trade Shows

TRC attended and exhibited at the following trade shows relevant to Montana:

January 28 - 30: AHR Expo

Dallas, TX

AHR Expo is the largest national trade show for the HVACR industry. TRC staff exhibited and promoted the program to HVAC contractors, manufacturers and distributors. The show had a total registered attendance of over 51,224. Specifically, just over 1,000 attendees were from the Mountain region of the U.S., including Montana.

February 27 – March 1: The Indoor Environment & Energy Expo

Orlando, FL

Co-presented by ACCA, this expo is the largest marketplace for the indoor environmental and energy services contracting industry. TRC staff exhibited and promoted the program to attending HVAC contractors.

March 17 – 19: HVACR Excellence Educators & Training Expo *(New)*

Las Vegas, NV

The nation's largest conference that is dedicated to providing professional development exclusively for HVACR educators and trainers. TRC staff exhibited for the first time and promoted the program to educators to include information on mercury thermostat recycling in their trainings.

March 4 – 5: Johnstone Supply Annual Membership Meeting

National Harbor, Maryland

Johnstone Supply is a cooperative wholesaler distributor of HVAC parts and equipment with 350 locations nationwide, including two in Montana. Johnstone's Annual Membership meeting is

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invitation only and TRC was once again invited to attend and exhibit as part of an ongoing effort with Johnstone's corporate staff to encourage and expand the cooperative's members' participation in the program. The event is well attended by owners and senior staff and it was a unique opportunity to engage directly with key decision makers.

May 20: Environmental Industries Association Waste Expo *(New)*

New Orleans, LA

TRC participated in a panel presentation with fellow product stewardship programs PaintCare, CARE and Call2Recycle.

September 23 – 27: The North American Hazardous Materials Management Association National Conference *(New)*

St. Paul, Minnesota

This is an annual conference that highlights industry trends and provides sessions, roundtable discussions and training opportunities for HHW professionals and those in related fields. TRC staff presented "Marketing: How to Improve Outcomes with a Constrained Supply" during a session to educate the audience about marketing a recycling program. TRC also sponsored and exhibited at this conference.

December 7-10: Heating Air-conditioning and Refrigeration Distributors International (HARDI)

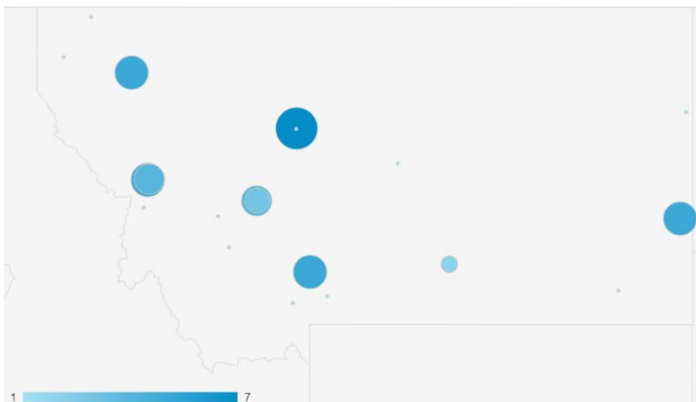
Phoenix, AZ

TRC exhibited and participated in the "Booth Program," which provides for 1-on-1 sessions with senior executive staff from HARDI member companies. This event targeted representatives of approximately 80% of the wholesale market for HVACR products. TRC also presented its annual "Big Man on the Planet Award."

Website/Social Media

Website traffic continued to grow in 2013 as TRC increased its total annual visitors by 85% compared to 2012. There was a 63% increase of visitors from Montana to TRC's website. The increase in traffic reflects the impact of paid trade channel advertising and search engine optimization efforts.

Exhibit 10: Map of TRC website Traffic in Montana 2013



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Earned Media

In 2013 TRC continued to enjoy positive and frequent coverage within the industry trade press, appearing more than 25 times through a variety of publications throughout the year. TRC issued a number of media releases and most were picked up generating additional exposure for the program.

Notably, TRC continued to receive coverage in industry leading publications such as *The Air Conditioning and Refrigeration News* (110,000 circulation), *HVACR Business* (circulation 30,000), and editorial pieces in *Distribution Center Magazine* (circulation 11,000) and *Indoor Environment & Energy Efficiency Magazine* (mailed to every ACCA member who specializes in residential, commercial, and industrial applications).

Other Program Activities

It is difficult to categorize and capture many of TRC's activities in a narrative based report. While paid placements and copy is easy to report, social media and other activities are more difficult to capture. Some examples of "miscellaneous" outreach include:

- To stimulate participation; the return of TRC containers that had not been returned within one year, and to update TRC location records, program staff contacted all locations in Montana via phone. The calls resulted in 2 containers being returned.
- Updates to TRC Search Utility on its website— TRC completed a major modification to its search utility on its public website in 2013. TRC is now filtering search results and excluding locations that do not return one or more of their bins within 14 months. This assists homeowners, contractors, and technicians in identifying convenient active collection sites. It also assists TRC in filtering out closed, consolidated or moved locations from search results. TRC has seen a noticeable decrease in complaints about site participation via email and phone following this change.
- Training videos— TRC developed two brief training videos about the program. One was for HVAC contractors/technicians to demonstrate how easy it is to recycle thermostats. The second was to support our wholesale distributor partners to educate staff of the simplicity of the program and to assist with compliance with critical health and safety policies.

TRC created a YouTube page to host the videos (<http://www.youtube.com/user/ThermostatRecycling>) online at the end of April, 2013 and posted the one video on its homepage and the other on its safety page.

TRC has aggressively pushed the availability of the video. TRC burned copies of the video and marketed its availability of the video to HVAC educators, HVAC distributors, and others within the channel. TRC mailed copies to all Air Conditioning Contractors of America (ACCA) chapter leaders and posted information on its availability on the HVAC Educators Twitter group with over 1,000 members nationally.

The video for contractors was featured on ACHRNews.com from May-December, including one week on the homepage, and received 973 views from their website. ACHRNews enjoys over 296,000 website visits per month of which over 174,000 are unique browsers.

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To date (3/28/14), the contractor video has been viewed over 1,700 times on YouTube, and the wholesaler video has been viewed over 300 times. In contrast, the California Department of Toxic Substances Control training video has been online since 9/27/11 and has only had 2,386 hits.

- Social Media— In 2013 TRC updated its social media strategy to focus on three main tactics:
 1. Inform – messaging about TRC’s program and news such as Big Man on Planet competition, new training videos, etc.
 2. Contribute – messaging about related industry news to contribute to trending conversations
 3. Engage – ask questions to encourage the community to actively participate in conversation

With this strategy and through more frequent updates and engagement, TRC’s Twitter account saw a 37% increase in number of followers in 2013, and its Facebook page enjoyed a 71% increase of page “Likes.”

- BMOP— TRC partnered with Heating Air-conditioning and Refrigeration Distributors International (HARDI) to launch the Big Man on Planet (BMOP) competition in 2013. This annual competition encourages HARDI members to promote TRC’s mercury thermostat collection program at their branches nationwide to see who can recover the most thermostats.

TRC mailed invitations to HVAC wholesale/distributor owners and principles throughout the nation to invite them to participate in the competition. In 2013, participation more than doubled and over 100lbs of mercury was recovered. Johnstone Supply was crowned the BMOP winner at HARDI’s annual conference. The presentation of the BMOP Cup created significant buzz at the show and the program was an unqualified success in 2013 (Exhibit 11).

Exhibit 11: DeWight Wallace, CEO Johnstone Supply with TRC Executive Director with BMOP Cup



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Program Expenses

TRC is a national voluntary program that is also operating ten mandatory programs on behalf of its manufacturer members. As most promotional activities are run concurrently in multiple states, tracking and isolating expenses specifically to Montana is not possible. Below is a summary of TRC's national program expenses for 2013. A copy of TRC's 2012 IRS Form 990 is attached.

Exhibit 12: 2013 Program Administrative Expenses

Program Component	2013 TRC Program	2012 TRC Program	Percent Change
TRC Staff and Administration	423,400	\$246,162	72%
Recycling Costs	317,874	\$335,613	-5%
Insurance	15,437	\$2,430	535%
Statutory Incentive Payments	23,955	\$47,166	-49%
New Collection Containers	21,936	\$27,495	-20%
Travel	32,608	\$25,994	25%
Legal	27,696	\$66,303	-58%
Direct Expense for Marketing & Outreach	177,743	\$169,840	5%
Total (expenses)	1,040,649	\$921,003	13%

There was significant variance in many expense categories from 2012. Causes for changes include:

- TRC staff and administration increased by 72% in 2013. TRC added a full-time marketing staff person in January, effectively doubling TRC's staff. Additionally, TRC relocated its offices from the National Electrical Manufacturers Association's (NEMA) in December of 2012. TRC is now responsible for office lease expense that previously was provided at no cost by NEMA.
- Insurance Expense: There was no meaningful change. The variance reflects changes in how TRC accrued the expense in 2012/2013.
- Statutory incentive payments— Collections decreased by more than 30% in both Maine and Vermont.
- Travel: With the addition of staff, TRC attended more industry events in 2013 and was able to increase the frequency of collection location visits.
- Direct Expense for Marketing/Outreach: In 2012 TRC expended \$34,000 for marketing consulting. TRC shifted that expense in 2013 to a full-time staff person (new annual staff expense of approximately \$87,000). Funds previously allocated to marketing consulting were used to expand the scope of paid advertising, up-date TRC's website, develop training videos, and expand the scope of field work.

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Recommendations/Next Steps

Montana's thermostat law went into effect in 2009 and collections averaged just over 400 thermostats per year for the last two years. TRC's program fell short of the goal of 600 units and TRC recommends a goal of 600 units again for 2014.

The lack of a disposal ban continues to be an issue. There is no "trigger" to affect behavior and as most mercury thermostats are installed in residential properties, the RCRA household exclusion makes the program voluntary for Montana's HVAC contractors.

Additionally, collection point participation remains low. TRC directly contacted all locations last year to encourage participation. The program is monitoring returns in 2014 to determine if that stimulated participation. TRC also recruited an additional wholesaler into the program late last year and added two additional collection points in early 2014.

In an effort to increase collections the program plans on the following modifications, the most significant change to the program is the addition of one full-time staff person. TRC added an account representative position this year. This staffer's primary responsibility is to increase wholesale distributor participation in the program. In Montana and other states with mandatory programs, our objective is to develop programs and resources that engage our collection partners to do more than the minimum required by law. This staff person will also spend considerable time in the field visiting wholesale branch locations to provide technical assistance in an effort to increase the visibility of the program.

In addition to staff changes TRC has firm plans for the following enhancements to the program:

- Website redesign: TRC launched an updated website in March. Changes include: updated search results to improve customer experience when searching for collection locations, a state map for easier navigation to specific state programs, a new blog and TRC program highlights section, better integration of participating wholesaler brands in the site, and search engine optimization. The redesign is also the first step towards optimizing the site for smart phones and tablets.
- Dump Bin Displays: TRC will develop a "wrap" of its collection container for use by wholesale distributors. The purpose is to raise the visibility of program at HVAC wholesale distributors.
- Update Direct Mail: Direct mail remains the primary means to directly communicate with Montana contractors and technicians. TRC is currently reviewing its direct mail program. TRC anticipates significant changes which may include better targeting of mail (focusing on smaller "owner/operator" contractors with postcards, use "lumpy" mail to reach key contacts at larger "professional dealers"), email, changes in the size, timing and frequency of mailings.
- More frequent collection location contact: TRC plans on implementing rolling mailed reminders to Montana collection locations that have not returned a bin within 12 months. TRC plans on starting this program by the end of March 2014.
- Implement Customer Relation Management (CRM) software: TRC plans on implementing CRM software. The software aligns with the additional of the account representative a

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position. TRC will more aggressively sell the program in 2014, targeting specific distributors and contractors in key markets. Additionally, the software will enable TRC to better document program activities.

TRC also plans on continued adjustments to its paid advertising strategy. With the addition of a full-time marketing person last year, TRC's 2014 advertising campaign is well underway with many planned insertion orders completed. Moreover, TRC will be updating its online advertisements this year in an effort to increase click-through rates.

Some additional planned advertising and promotion (subject to change) include:

- Feature TRC program training video on ACHRNews.com on their "How-To" video section **(New)**
- Contracting Business Magazine dedicated Email blast to subscribers in states with disposal bans, including Montana **(New)**
- Banner ad 3x in HVACR Business Magazine's Enewsletter, a monthly newsletter that reaches more than 10,000 opt in readers each month **(New)**
- Expand frequency of Google Adwords/pay-to-click campaign and geo-target the campaign to specific state landing pages enabling TRC to incorporate state-specific messaging.
- Revamp the "Big Man on Planet Award" program to include an opportunity for more winners, with the goal of doubling the level of participation.
- Continue to exhibit at regional and key national industry events.

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APPENDIX A—Locations and thermostats returned at locations

Collection Location Name	Business Type	Street 1	City	State	Zip	Count-Bins at Location	Date(s) of Bin(s)Receipt	Total Stats	Total Mercury
Ace Hardware	Retailers	714 N. 1ST	HAMILTON	MT	59840	1		0	0.00
CITY OF BOZEMAN	HHW Facility	2143 STORY MILL ROAD	BOZEMAN	MT	59771	1		0	0.00
GENSCO	Wholesalers	150 SOUTH CATLIN STREET	MISSOULA	MT	59801	1		0	0.00
GENSCO INC.	Wholesalers	465 SOUTH 18TH STREET WEST	BILLINGS	MT	59102	3		0	0.00
JOHNSTONE SUPPLY CO	Wholesalers	5253 SOUTHGATE DR	BILLINGS	MT	59101	1	09/04/2013, 09/20/2013	128	1.06
JOHNSTONE SUPPLY CO	Wholesalers	734 HOLMES	MISSOULA	MT	59801	2	10/04/2013	104	0.87
MDM Supply	Wholesalers	105 Cooperative Way	Kalispell	MT	59901	1		0	0.00
MDM Supply	Wholesalers	325 Graves Trail	Bozeman	MT	59718	1		0	0.00
MONTANA ACE HARDWARE	Retailers	2301 BROOKS STREET	MISSOULA	MT	59801	1		0	0.00
MONTANA ACE HARDWARE	Retailers	905 E. BROADWAY	MISSOULA	MT	59802	4	04/03/2013	70	0.49
MOUNTAIN SUPPLY CO.	Wholesalers	2101 MULLEN ROAD	MISSOULA	MT	59808	1		0	0.00
NELSON'S ACE HARDWARE	Retailers	224 CENTRAL AVE	WHITEFISH	MT	59937	1		0	0.00
NORTHWEST PIPE FITTING	Wholesalers	404 17TH AVE NE	GREAT FALLS	MT	59404	1		0	0.00
OWENHOUSE ACE HARDWARE	Retailers	36 E. MAIN	BOZEMAN	MT	59715	1		0	0.00
RSD	Wholesalers	108 MOORE LANE	BILLINGS	MT	59102	2		0	0.00
RSD	Wholesalers	601 3RD AVENUE SO	GREAT FALLS	MT	59405	1		0	0.00
THERMAL SUPPLY	Wholesalers	100 COMMERCIAL AVE	GREAT FALLS	MT	59405	1	04/01/2013	97	0.67
THERMAL SUPPLY	Wholesalers	546 S. 18TH WEST	BILLINGS	MT	59102	1		0	0.00