The Paint Exchange, LLC
Mission Statement

- As a latex paint reclamation and reprocessing company, it is our mission to reduce the amount of paint wasted in local communities and provide environmentally friendly recycled paint products at a low cost.
About us and what we do

- The Paint Exchange, LLC (TPE) is a women owned and operated business
- Been in business since 2009, Retail store (800 sq ft) in North Scituate
  - First year we collected 457 gallons or 4,570 pounds by resident drop off
  - Process involved five gallon buckets, pantyhose, an assortment of random colors
- Now, we collect leftover latex paint from a multitude of sources e.g. businesses, towns, home owners etc
- Produce recolor® brand 100% recycled content paint (no longer using pantyhose) in specific reproducible colors
- Sell predominantly to Habitat for Humanity (HFH) ReStores
How does paint to paint recycling work?

- Collect leftover latex paint from various sources
- Screen paint to get rid of paint we can not recycle
- Sort paint according to type of paint and color it will become
- Process it into 100% recycled content paint (no new resources are added)
Who do we collect from...

- Property managers and paint contractors 10-15%
- Retailers (not post-consumer) 30-50%
- Towns and home owners 30-50%
- Typically charge $1-2 per container for drop off at our facility
First Town Collection Event

On site disposal at Hanover Household Hazardous Waste (HHW) Event 2011-12
Hanover 2017 HHW event
Latex paint we accept:

- Latex Paint in a liquid form (paint that has been frozen cannot be recycled)
- No stain, polyurethanes (yes even latex based ones!)
- No industrial, marine or automotive paints
- No textured or porch and floor paints
- No vintage paint (older than 10 years)
- Labeled and no batching
In summary...

Leftover Latex Paint → 100% recycled content paint
100% Recycled Paint
Color Charts for recolor® Paints

1. recolor® Interior Paint

2. recolor® Chalk Finish Paint

3. recolor® Exterior Paint
Cost of Paint

**Interior and Exterior Paint**
Retail Price:
Quart $8
Gallon $18.50-$20
Fivers $60-70

**Chalk Finish Paint**
Retail Price:
Quart $16
TPE Recycling Statistics

- We collect and process about 10,000 gallons of latex paint per year (100,000 pounds) from Massachusetts businesses and towns.

- In 2016 we recycled, from paint cans collected, 5,867 pounds of metal and 491 pounds of High Density Polyethylene HDPE (five gallon buckets).

- Forecast to collect and process between 24-50,000 gallons of latex paint in 2018.
Why do we do this?

- It is estimated that there are 75 million gallons of paint wasted each year according to The Product Stewardship Institute (Extended Producer Responsibility, EPR).
- That is 10% of all paint sold nationally is wasted or ends up in a landfill.
- We care about the environment!!!
Why should any of this matter to the Hospitality Industry?

- Firstly, the industry must buy a lot of paint!!!
- Therefore, generates a lot of leftover paint.
- Costs a lot of money to store and dispose of it properly.
- Environmental benefits
What does disposal cost?

- Latex paint can be very expensive to dispose of properly with a Hazardous Waste company e.g. Clean Harbors.
- Costs about $375 per cubic yard box (120 gallon cans) plus a minimum pick up/transportation fee of $250.00 plus a demurrage fee of $95/hour.
- In other words, a total of $720.00 for about 120 gallons or approximately $6-7 per gallon.
Reasons you should recycle your paint rather than dispose of it...

- It costs more to dispose than to recycle
- $6-7/g dispose vs. $1-2/g to recycle
- Disposing of paint wastes a perfectly good resource.
- Disposal results in paint either being incinerated or dumped in a land fill which is NOT good for the environment.
- Disposal can be time consuming and messy
Disposing of Latex paint

Is messy and time consuming.

“The Kitty Litter Method”
So, bottom line is...

If you have leftover latex paint...
If you want to save money...
If you care about the environment ...
RECYCLE YOUR LATEX PAINT
How do you recycle your latex paint?

- Call your local paint recycler e.g The Paint Exchange, LLC
- We will send you a survey to fill out specifying what type/condition your paint is in.
- Determine if you need paint to be picked up or if you will drop it off. We only transport up to 200 gallons and charge $50 for pick up within 21 miles.
- Give a quote, $1-2/gallon
- Discount for large volume >100 gallons
Why buy recycled paint?

• Virgin paint costs more than recycled paint

• Recycled content paint is better for the environment by reducing the amount of paint that ends up being landfilled

• Recycled paint does not use new resources, including water

• Recycled content paint is naturally low in VOC

• Coverage is superior
## Compare cost to Virgin Paint

<table>
<thead>
<tr>
<th>Unit</th>
<th>recolor® Recycled</th>
<th>Virgin e.g. Benjamin Moore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quart</td>
<td>$8</td>
<td>$15-$17</td>
</tr>
<tr>
<td>Gallon</td>
<td>$18.50-$20</td>
<td>$25-$70</td>
</tr>
<tr>
<td>Fiver</td>
<td>$60-$70</td>
<td>$135-180</td>
</tr>
</tbody>
</table>
So, bottom line is...

If you need latex paint...

If you want to save money...

If you care about the environment...
BUY RECYCLED CONTENT PAINT

See our website for list of retailers
www.recolorpaints.com
The Paint Exchange, LLC
www.recolorpaints.com
149 Winter Street
Hanover, MA 02340
339 214 8462 (b)
781 534 0374 (c)