



American Retroworks Inc.
PO Box 1010
Middlebury, VT 05753

Qualifications 2002
www.retroworks.com

Experience:

Robin Ingenthron is president of American Retroworks Inc., a consulting and recycling services organization specializing in reuse, repair, and recycling used goods such as electronics and household goods, both domestically and for export. American Retroworks has just reopened a reuse facility in Middlebury, Vermont, called **Good Point Recycling**.

Robin Ingenthron was Director of the Massachusetts Recycling Program at the state Department of Environmental Protection before accepting a short-term promotion to Deputy Director of Consumer Programs at DEP in 1998.

Robin has led two private not-for-profit recycling organizations, and was vice president of ElectroniCycle Inc. during its 2-year growth from a TV repair shop to one of the largest CRT recycling companies in the USA. He has a BA degree in International Relations (Carleton College) and an MBA from Boston University (Public Management Program). He was both a volunteer and a country training consultant for the US Peace Corps (1984-86).

Robin is currently consulting for the Guangzhou Electric Appliance Research Institute (GEARI) concerning recycled copper scrap operations in China (Sept. 02-Oct 02).

Expertise:

- Planning (Solid Waste Master Plans, New Policy Infrastructure Planning, etc.)
- Data analysis (Diversion rates, capture rates, participation rates, revenues, etc.)
- Budgeting (Program cost modeling, contract cost/benefit analysis, staffing, etc.)
- System design (Infrastructure, trucking, consolidation, FTEs, equipment, etc.)
- Surveys / Research (Statistics, Qualitative analysis, SPSS, survey design, etc.)
- Marketing (Recycling markets, participation research, etc.)
- Procurement (Make/Buy decision analysis, public procurement 30B laws, etc.)
- Regulatory Diligence (Export policy, fair labor standards, enforcement plans, etc.)

Past Clients:

ElectroniCycle Inc., US EPA, Mass. DEP, National Recycling Coalition, Goodwill, GreenPC, NewDeal Inc.

Quotes / Recognition:

Boston Globe, Boston Herald, NPR, BBC, Wall Street Journal, US News and World Report, BBC, BusinessWeek, Fortune, NPR, Recycling Today, Worcester T&G, CSM.

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| Ingenthron | 1992-98, 1999 | DEP | , 1999 |
| American Retroworks Inc. | VT, 2001 | VP | ElectroniCycle |