



Computer Re-News

The Quarterly Newsletter of Cascade Asset Management, LLC * Wisconsin's Premiere Computer Recycler



Cascade Asset Management introduces its newsletter.

A new way to reach our customers and friends.

In an effort to maintain communication with customers and friends of Cascade, we are introducing this quarterly newsletter; **Computer Re-News.**

Through this regular publication, we

hope to share information you can use to help you reduce your information technology costs and limit your impact on the environment. Coupled with our web page, we can point you to an array of information about Cascade's services and the electronics recycling industry.

The newsletter will provide details on regulatory issues surrounding computer disposal,

new opportunities to recycle your electronic equipment, information on asset management software and services, reports on market values for electronic equipment commodities, and much more. We hope you find each issue informative and interesting.

We will often be limited in the information we can share on these pages. In those instances, we will direct you to our web pages for a more complete story with links to useful sites on the Internet.

If you ever have an idea for a story, please do not hesitate to contact us. We want to use this opportunity to help everyone with their IT asset management and computer recycling needs.

"Information you can use to reduce your IT costs and limit your impact on the environment."

Since Cascade opened in April, 1999, we've:

- * collected over 3 million pounds of old electronics.
- * refurbished and resold or donated over 30,000 monitors, computers and printers.
- * Demanufactured and recycled over 15,000 cathode ray tubes.
- * Kept more than 45,000 pounds of lead out of landfills.
- * Provided services to more than 450 businesses and individuals in Wisconsin, Illinois and Minnesota.
- * Processed equipment for over 2,000 households.

Cascade Celebrates its 3rd Anniversary on Earth Day, April 22nd

Like many information technology companies, Cascade started in a basement. But soon after demanufacturing the first 12 computers it collected from a church, we realized we needed a true processing space. In a short time, we grew to become the most respected electronic recycler in Wisconsin, processing over 150,000 pounds of equipment per month from Fortune 500 companies, individuals, and anyone in between.

Cascade now employs 15 people and operates with over 22,000 square feet of processing and warehouse space. We have also invested in cutting edge recycling equipment to allow us to process cathode ray tubes for glass-to-glass recycling. This recycling method enables us to completely recover all the lead and glass in old

monitors, terminals and televisions for the manufacture of new picture tubes.



Cascade has always been looking for ways to put our customers first. We introduced a cart exchange service to enable customers to easily collect and store old computers for us to process later. We provide detailed disposition reports for enhanced disposal liability protection. Finally, we continue to improve our processes and investigate new resale and recycling markets to maximize rebates for our customers.

Cascade's owners and employees want to thank all of our customers and friends who have grown with us and continue to support us through the years.

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CASCADE
Asset Management

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New report critical of export of e-waste.

Cascade remains committed to safe, responsible processing.

A recent report from the Basel Action Network and Silicon Valley Toxics Coalition documents the tragic conditions of the Guiyu area in China; a collection of poor, rural, rice growing villages that since 1995 have been transformed into a major e-waste processing center.



A CRT is cracked open, exposing this worker to cadmium from the phosphor powder coating inside.

A team of investigators from these groups visited the region to document worker safety concerns as well as environmental degradation resulting from the unregulated processing activities. Some startling discoveries include: drinking water needs to be trucked into the villages because the groundwater in the villages has become contaminated due to the open burning of plastics and dumping of acid sludges; broken CRTs are placed in open dumps -- only the copper yokes are recovered from these "recycled" tubes; and, children were often found dismantling equipment without any protective gear.

The research team discovered that much of the equipment was sent over from the US.

Some asset tags for government agencies and private businesses still remained on some equipment. While it is officially illegal to import such waste into China, it is clear that this is happening on a very large scale. The report estimates that 50 - 80% of the electronic waste generated in the US is exported to China, India and Pakistan, with some items being processed in conditions listed earlier.

Cascade is well aware of this trade of "waste" overseas. Each week, we typically hear from a few brokers who want to buy all of our inventory for one to five cents per pound so that they may export it to communities such like Guiyu. They believe that the lower labor rates and potential to recover some value from reusable components in a load justify the payment for this scrap. The problem is, we can get no assurance that the equipment will be processed to the high environmental standards our customers have come to expect from us.

Cascade ensures all hazardous waste is processed safely and domestically to protect our customers' liability and to reduce our impact on the environment. By processing CRT glass ourselves for glass-to-glass recycling, Cascade ensures the hazardous contents are handled safely and responsibly. We also work with licensed, domestic processors of mercury, cadmium and other hazardous waste handlers to ensure these wastes treated lawfully. Finally, to provide a written assurance to our customers of our handling activity, we offer detailed tracking and disposition reports for all materials we handle. This provides a comprehensive paper trail to document the responsible recycling of your electronic equipment.

For more information on Cascade's efforts to reduce the environmental impact of your e-waste, and for a link to this report, please see our web site. ■

Legal Updates

Highlights of recently passed and introduced legislation related to computer recycling in Wisconsin and beyond..

Wisconsin: A computer recycling task force of the Legislative Council on Recycling has been meeting for over 2 years to study the trends in computer disposition in the state and to make recommendations for proposed legislation in this area. The task force will complete its work in June, 2002 and it is expected that the group will draft proposed legislation to ban all CRT containing devices (monitors, terminals, and televisions) from Wisconsin landfills. The group is also looking for a sustainable financing system to help pay for the infrastructure to recycle banned items.

National Electronic Products Stewardship Initiative (NEPSI): The NEPSI process consists of about 45 stakeholders representing manufacturers, federal and local government, recyclers and environmental organizations seeking to find a national, voluntary solution to the growing problem of electronics disposal. In April, the group agreed to implementing an advanced disposal fee to pay for the recycling of electronics at the end of their life. This fee would be included in the purchase price of equipment and would primarily apply to individuals and not business purchases. There are many unanswered questions as to how and where the fee will be assessed and collected, and how the money would then flow to recyclers to offset their costs. The NEPSI process is slated to conclude in September, 2002. See www.nepsi.org for more details.

Cascade's resale and recycling provides cash to customers

Computers are a valuable resource. Sometimes, they are valued as a computer, or as a collection of circuitry and processors, or as a chunk of metal. Cascade's in-house refurbishing program and access to markets for computer equipment and recyclables, allows us to capture the greatest value from your information technology equipment.

Any revenue generated by the resale or recycling of a customer's equipment is shared on a 50/50 basis. "We were happy to find a local computer recycling service with such great customer service," notes Connie McElrone of the Wisconsin Environmental Initiative. "The rebate was an added bonus." ■

Current Values of Recycled Commodities

Based on actual sales between January - March, 2002

Recycled Commodities

- Aluminum \$.40/lb.
- Scrap Iron \$.0035/lb.
- Copper Shielded Wire .. \$.07/lb.
- Circuit Boards \$.2.03/lb.
- Mixed Plastic \$.0.01/lb.
- Glass CRTs (\$2.50/ea)
- Copper yokes \$.08/lb.
- Cable end caps \$.2.95/lb.

Reusable Products

- Pentium 2 computer \$42.00
- 15" monitor, >1996 \$22.00
- Pentium 2 laptop \$250.00

Values listed in this table are subject to current market conditions which vary.