



Computer Re-News

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



Cascade doubles its processing space

We will be moving into our new 20,000 sq ft facility in Madison this August

Cascade is pleased to announce its move

into a larger, more efficient processing center on the east side of Madison later this summer. The new space, at 2601 Seiferth Road near Hwy 51 and the Beltline, provides easier access to most of our customers and gives us the flexibility and space to handle the significant increases in volume we've seen recently.

This new processing center offers more than twice as much production space. It also gives us the opportunity to include the latest in cutting edge technology and plant design to help improve our efficiencies, maximize our resale returns, and earn more value for our customers.

"Our customers will truly appreciate this new facility, whether they ever step inside or not," notes James Windisch, Operations Manager at Cascade. "Our location will reduce drive times to over 90% of customer sites, the improved plant layout means we can generate rebates faster for customers, and the new technology in the building will further enhance our detailed inventory management system."

New Contact Information after August 1st:

Billing/Shipping Address
2601 Seiferth Rd.
Madison, WI 53716
ph: 608-271-6181
fax: 608-271-6194
Toll Free: 877-271-6181

In addition, Cascade will continue to operate its CRT processing facility on Femrite Drive, just 2 miles from the new location.

Cascade will maintain its demanufacturing operations at its current location through September. After that point, all activities will take place on Seiferth Road.

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

- * collected over 3.5 million pounds of old electronics.
- * refurbished and resold or donated over 35,000 monitors, computers and printers.
- * Demanufactured and recycled over 25,000 cathode ray tubes.
- * Kept more than 75,000 pounds of lead out of landfills.
- * Provided services to more than 490 businesses and institutions in Wisconsin, Illinois and Minnesota.
- * Processed equipment for over 2,500 households.
- * Donated more than \$50,000 worth of equipment to local charities and causes in developing countries.

Cascade proudly signs onto pledge of "true stewardship"

In response to the recent investigation into the export and dumping of hazardous electronic waste into overseas markets, there has been a growing demand for responsible domestic electronic recycling options. Cascade has always been committed to the environmentally responsible management of the electronic scrap it handles, but it has now joined a nationwide pledge of concerned electronics recyclers to offer a clear alternative to the indiscriminate dumping of electronic scrap into developing countries.



The "Electronics Recycler's Pledge of True Stewardship," developed by the Basel Action Network and Silicon Valley Toxics Coalition, requires signatories to commit to certain principals, including the following:

"We will not allow any hazardous E-waste we handle to be sent to solid waste landfills ...[and]... we will not allow the export of hazardous E-waste we handle to be exported from developed to developing countries..."

- "We will not (send any e-Waste) to prisons for recycling..."
- "We commit to ensuring that the entire recycling chain...(is) meeting all applicable environmental and health regulations."

While Cascade has always adhered to these principals since our inception, the pledge provides a useful description of our choices to protect our customers, our employees, and our environment. For more details on the pledge, please visit our web site.

Contact Us:
Through September 30th

1009 Jonathon Drive
Madison, WI 53713
Tel: 608.271.6181
Fax: 608.271.6194
info@cascade-assets.com
www.cascade-assets.com

printed on 30% recycled content paper



Summer, 2002
Volume 1, Issue 2

Reducing the total cost of owning IT

Cascade and Paragon Development Systems team up for you.

The cost of acquiring, maintaining and disposing of physical assets is a serious concern for businesses and institutions. Asset Management is a strategy for reducing this total cost of ownership (TCO) by tracking, evaluating and minimizing the economic (and environmental) impacts of this personal property. Cascade has recently teamed up with Paragon Development Systems (PDS), a leader in information technology life cycle management, to provide the hardware, support, tools and services to reduce the total life cycle cost of your information technology equipment.



PDS's patented Rack N Roll™ packaging and hauling system transports your retired IT equipment simply and safely to Cascade for processing and recycling

There are many aspects of managing IT equipment that figure into its TCO. This includes the initial purchase cost of computer equipment; installation costs; software license purchases; training of staff to maintain and use new equipment; asset tracking (the cost of setting up tracking system, accurately depreciating equipment, etc.); energy cost for running equipment; redeployment costs; storage costs (for unused equipment); accounting costs for asset reconciliation; moving costs (for removing unused equipment); and disposal/recycling costs.

It is also important to recognize the benefits of your computer equipment. The increased productivity offered by your assets should provide more value to you and your company than it costs! Additionally, the salvage value of your equipment also helps offset the costs of the total cost of ownership of the asset. The better you maintain your equipment, the greater salvage value your assets will attain. This translates into higher rebates that Cascade can provide to you.

Cascade and PDS are ready to work with you to control the total cost of ownership of your information technology equipment. Together we have worked with various customers to save them time, effort and cost in managing IT disposal. PDS's patented Rack N Roll™ packaging and deployment system (see above), innovative parts closet programs, and easy-to-manage disposal plans, makes retirement just another simple step in the cycle of IT asset management. Cascade and PDS have teamed up to provide the ease and simplicity of PDS's collection system with Cascade's premiere disposition service to provide an increased service to customers at a lower cost than traditional disposition services. For example, we can leave racks or carts at your site to help you simply manage the disposition of your IT equipment.

In addition, we can work with you to manage your IT equipment right from the start, before you're faced with a stockpile of computers to retire. We provide free initial assessments of your life cycle costs to more detailed reviews and redevelopments of your entire asset management system. For more information, visit Cascade's web site and click on "Asset Management." ■

Resale and recycling markets get tight

Cascade is always searching for ways to optimize the resale and recycling value of the equipment we handle. Below is an update on current market conditions for Cascade selling its reusable equipment and recyclable scrap.

Recently, the resale markets have seen a noticeable increase in the supply of good 15" monitors and P2 computers. As a result it is difficult to find much value for any computer slower than a Pentium 200 MHz. Cascade has expanded its buying pool by more than 100% in the past quarter to improve our market reach.

While most recycling commodities have remained stable over the past quarter, low valued boards from monitors now must be recycled at a cost. ■

Legal Updates

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

Wisconsin: The Computer Recycling Task Force of the Legislative Council on Recycling recommended that the state legislature take certain actions on electronics disposal. First, the group recommended an immediate landfill ban of CRTs, and a phased in ban for all other electronic equipment containing hazardous materials. In addition, the group provided three options to the Council for financing the electronics recycling infrastructure. All options seek to shift the burden of paying for disposition from the taxpayer to the consumer through an Advanced Disposal Fee. These recommendations are nowhere near becoming law - the earliest they may be introduced to the legislature is this January.

Price Changes - Effective August 1st

Due to changes in the recycling costs, the following items' processing fees will change effective August 1, 2002.

- Monitors (any size): \$15.00 each
- Keyboards & mice: \$0.35/lb.

(a typical keyboard weighs 2 pounds and a mouse weighs 1/4 pound.)

The bulk rate for processing any equipment remains at \$0.35/lb. For a complete, updated price sheet, please call us at (608) 271-6181 or toll free at (877) 271-6181 or download a copy from our web site. Contract customers and others with pre-negotiated prices are not affected by this change.

Current Values of Recycled Commodities

Based on actual sales between April - June, 2002

Recycled Commodities

Aluminum	\$.40/lb.
Scrap Iron	\$.0035/lb.
Copper Shielded Wire ..	\$.07/lb.
Circuit Boards	\$1.45/lb.
Mixed Plastic	\$0.01/lb.
Glass CRTs	(\$2.50/ea)
Copper yokes	\$.08/lb.
Cable end caps	\$2.65/lb.

Reusable Products

Pentium 2 computer	\$40.00
15" monitor, >1997	\$18.00
Pentium 2 laptop	\$225.00

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