



CASCADE
ASSET MANAGEMENT, LLC

Computer Re-News

The Quarterly Newsletter of Cascade Asset Management, LLC

"Champion for Change" in Health Care

Cascade selected as first technology equipment retirement firm to join the Hospitals for a Healthy Environment Program.

This summer, Cascade Asset Management was recognized as the first computer and electronic equipment recycler to commit to the "Champion for Change" program with Hospitals for a Healthy Environment, a landmark initiative to improve environmental performance in health care.

As an H2E Champion, Cascade has agreed to work with its member hospitals to implement pollution prevention programs

aimed at reducing the volume and toxicity of hospital waste. With more than 6,500 hospitals in the US spending more than \$5.8 billion per year on technology equipment, there is a growing need to safely and securely manage the older and unwanted computers, televisions, medical devices and other electronics generated by the health care industry each year. Since each color monitor and TV may contain three to five pounds of lead, and laptops and other liquid crystal displays contain mercury, hospitals must carefully consider disposal options for technology equipment.

Cascade Asset Management has provided a full service, safe and sound technology take-back solutions since 1999, and has catered its services to support the unique requirements of the health care industry. "Cascade understands that providing quality healthcare means caring both for patients and the environment in which they live," said Neil Peters-Michaud, CEO of Cascade. "Improving health care's environmental performance is a critical step toward improving public health, and we're proud to do our part in making that possible."

The Hospitals for a Healthy Environment (H2E) program is creating a national movement for environmental sustainability in health care. The goals of H2E are to eliminate the use of mercury in healthcare by

2005; to cut health care waste in half by 2010; and to identify and eliminate persistent, bio-accumulative and toxic chemicals in the health care system. More than 840 H2E Partners and 83 Champions, representing nearly 3,000 health care facilities across the United States, have joined H2E and are committed to achieving those goals.

H2E is a joint effort by the American Hospital Association, the US Environmental Protection Agency, the American Nurses Association and Health Care Without Harm to provide environmental tools and resources to health care professionals. The H2E Champions for Change program recognizes organizations that promote H2E within the health care field.

"Cascade Asset Management is helping to change the culture of the health care industry by developing new and innovative ways to combat pollution from health care products and practices," said Laura Brannen, Director of the Hospitals for a Healthy Environment program. "Cascade is committing to taking the lead on innovative solutions for electronics disposal, in order to help health care facilities reduce their collective impact on the environment and improve community health." ■



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

- * Collected over 14 million pounds of old electronics
- * Refurbished and resold or donated over 624,000 monitors, computers and printers
- * Demanufactured and recycled over 189,220 cathode ray tubes
- * Kept more than 756,880 pounds of lead out of landfills
- * Donated more than \$153,000 worth of equipment to local charities and causes in developing countries
- * Paid more than \$2.1 million in rebates to customers

Contact Us . . .

2601 Seiferth Road
Madison, WI 53716
Tel: 608.222.4800
Fax: 608.222.6208
Toll Free: 888.222.8399

Free Resources Available

For more information about the H2E program, please see www.h2e-online.org. H2E's website offers pollution prevention tools for hospitals. An H2E listserv provides nearly 1,000 health care professionals with a forum to share technical information and practical strategies for pollution prevention. Free monthly teleconferences provide hands-on assistance in creating successful environmental programs. Additional resources for the health care industry can be accessed directly from a link on Cascade's home page.

Summer, 2005
Volume 5, Issue 2

New processing facility nearing completion

Cascade is investing over \$2.6 million in improved facility and processing technology

Cascade is on schedule to complete construction of its new Madison processing facility by August 31, 2005. It will move from its current location into the new building in September. The facility will showcase the latest innovations in disassembly processing technologies to increase efficiencies and produce the highest recovery yields



Construction as of June 20, 2005

available in the industry. The new 32,000 square foot plant will more than double Cascade's capacity due to an increased footprint, thirty foot clearances, additional automation and improved design.

In addition, the building features a wide array of green design and construction initiatives. The main envelope is constructed of inert, recycled content and recyclable materials (concrete and steel) purchased from local sources. Daylighting and the latest innovations in energy efficient lighting will reduce electrical consumption. Additional investments in high efficiency insulation (with one foot thick insulated concrete walls) and HVAC systems also minimize energy usage. The offices also feature recycled content carpet, refurbished furnishings, and natural linoleum flooring. Finally, a significant portion of construction waste (including wood, steel, dry-wall and cardboard) is being collected and processed for recycling.

Cascade's new building will feature an education room to document and illustrate its green design and construction initiatives. "We want to demonstrate that a relatively small-scale warehouse construction project can successfully integrate environmentally friendly building products and design elements within a tight budget," said Sarah Blaser, Environmental, Health and Safety Manager at Cascade. "In addition, we provide a healthier and more comfortable work environment for our employees." ■

Asset Management Learning Opportunities

Special offers and invitations are available to Cascade customers.

This fall brings a diverse lineup of educational conferences geared toward asset management, IT lifecycle services, health care services, and electronics recycling. We hope you can join Cascade at these events.

We are pleased to announce Cascade's participation in the upcoming **Gartner IT and Software Asset Management Summit, taking place September 12 - 14, 2005 in Los Angeles, CA.** As a friend of Cascade, we can

Gartner
IT and Software Asset
Management Summit
2005

extend to you a special \$200 discount to attend the summit. The summit is the only event that offers three full, comprehensive days of targeted, expert knowledge-sharing about specific, strategic IT hardware and software asset management issues. It will

also bring you customized, unbiased advice from renowned Gartner experts and provide you with face-to-face interaction with industry leaders and peers.

More than 800 IT and business executives, over 30 leading technology providers and over 20 Gartner analysts will be in attendance. Cascade will also host a booth at the Solution Showcase. Details on the conference are available at www.cascade-assets.com/gartner2005.

To receive your \$200 discount, please register, by phone, by calling 1-800-778-1997 and mentioning **Priority Code ITAMSPON**.

* * *

Later in the month, be sure to attend the **Technology Expo in Madison, WI from September 28 - 29** hosted by Cascade's IT Lifecycle Services partner **Paragon Development Systems (PDS)**. This free event includes twenty sessions covering all aspects of technology systems and management. Included is a session presented by the CEO of Cascade titled, "**Put IT in the Trash?**" a discussion of the latest considerations, regulations and requirements associated with the disposition of surplus technology equipment.



For information on the event and to register on-line, visit www.cascade-assets.com/pds2005.

* * *

Members of the Consorta GPO can find information on asset retirement and the **new electronic equipment recycling contract** with Cascade during the upcoming **Consorta 2005 Annual Resource Management Conference held October 9 - 12 at the Sheraton Chicago Hotel & Towers**. This event is only open to Consorta shareholders, but details and presentation materials from the educational session presented by Cascade and titled, "End-of-Life Decisions for Your IT Equipment," are provided for all on Cascade's web site in the Health Care section.

* * *

Finally, the E-Scrap conference provides the latest information and resources unique to the computer and electronic recycling industry. E-Scrap 2005: The North American Electronics Recycling Conference, will be held October 27th and 28th in Orlando. To review the agenda's comprehensive and timely items, go to www.e-scrapnews.com. In addition to a listing of the topics to be presented at the conference, the web site provides a downloadable registration form. ■