



Computer Re-News

The Quarterly Newsletter of Cascade Asset Management, LLC

Washington state continues trend toward producer responsibility



Washington state is the latest to adopt new legislation for handling e-scrap. The state passed Senate Bill 6428 which is similar to the e-scrap law that recently took effect in Maine. The law will hold manufacturers and importers responsible for financing the collecting, transferring and recycling of e-scrap.

Under the law, manufacturers may participate in an independent plan for collection and recycling or enroll in a state program run by the Washington Materials Management and Financing Authority.

Washington state's Department of Ecology (DOE) was instrumental in prompting the creation of the bill. In a report put out by the DOE in December 2005, an estimated 4.5 million computer processing units, 3.5 million CRTs and 1.5 million flat panel monitors will become obsolete in the state between 2003 and 2010.

The new law is scheduled to take effect in 2009 and focuses on computers and televisions. The law does not include a ban on disposal of these items in landfills. The state hopes that by shifting costs to the producers that consumers are more likely to recycle their computers and TV's.

The law calls for free recycling services to be provided for residents, schools, small businesses and non-profits. Prisons will no longer receive electronic scrap under the law and measures have been included to limit export of hazardous e-scrap to developing countries.

A similar proposal is being discussed among Great Lakes states. The Midwest Regional Electronic Waste Policy Initiative is

modeled after collaborative efforts of 10 Northeast U.S. states to develop a regional initiative that provides a consistent and unified approach for managing scrap electronics. The State of Minnesota is expected to introduce a bill modeled from this workgroup during its legislative session this summer.

Cascade contributed to the discussion by supporting efforts for a responsible, fair and accessible e-scrap program to maximize the recovery of electronics and reduce their toxicity. We encourage all of our customers to weigh in on this debate to ensure their voices are heard.

For more information, visit:

www.cascade-assets.com/resources/regulations.htm

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

- * Collected over 17.7 million pounds of old electronics
- * Refurbished and resold or donated over 753,600 monitors, computers and printers
- * Demanufactured and recycled over 266,000 cathode ray tubes
- * Kept more than 1,064,000 pounds of lead out of landfills
- * Donated more than \$177,000 worth of equipment to local charities and causes in developing countries
- * Paid more than \$2.55 million in rebates to customers

Cascade implements Blancco LAN Server

Cascade Asset Management has implemented Blancco LAN Server 4.5 as our new data wiping and asset discovery program. The change will allow the capture of more detailed information about the systems that are being processed.

Blancco integrates with the BIOS when overwriting data on a system and obtains a large quantity of complex information about installed hardware and settings. This information is collected electronically using a network interface card independent of available data storage devices (like hard disks) or installed operating systems, which is also used as the boot media.

Cascade's technicians with task specific training will still be performing the wiping operations and making physical checks of the systems. Component reporting is accurate because of the elimination of human or extra intervention such as disassembly. All information is now automatically sent directly to our inventory management system VIA Blancco and reported to our customers.

Blancco LAN Server is certified with governments world wide including the United States Department of Defense 5220.22-M wiping standard.

Cascade releases new White Paper on sales of surplus computers to employees

Kevin Myrant, Cascade's Information Services and Security Manager, and Neil Peters-Michaud, Cascade's CEO and Founder, have recently written and released a new White Paper. The paper focuses on sales of company assets to employees and reflects Cascade's research and experience with organizations that have hosted such sales in the past.

Your company may be considering this route of redeployment because it is a chance to lengthen the life of your IT equipment. When considering employee sales, it is important to keep in mind that there are costs and effort involved that you may not have considered. Areas that require time or money include planning the sale, preparing the equipment, implementing security measures and controls, advertising, delivery and on-going support. Consideration must also be made for aspects of employee sales such as technical support, legalities of software transfer or cost of installing a new operating system, shipping costs, perceived value of the products and warranty issues.

Although employee sales may seem like a benefit to both parties, without proper preparation and considerations, your good intentions could turn into a negative experience. A copy of the paper in its entirety may be viewed at <http://www.cascade-assets.com/documents/empwp.pdf> ■



Pricing changes going into effect June 1st 2006

Cascade is committed to our customers by always providing the best value for responsible IT asset recovery services. Despite rising fuel, employment and operating costs, Cascade has not raised prices since March 2004 and continues to offer bulk recycling services at the same per pound rate since 1999. While most haulers have instituted a fuel surcharge, Cascade continues to provide pick-up services in our region at the same low rate. We have been able to keep prices in check by increasing productivity and expanding our returns from rebated and recycled commodities.

Despite these efforts, several items will be priced for processing fees differently to reflect increased costs for data security, hazardous waste processing, and other operating costs. These new prices will take effect for all equipment picked up after June 1, 2006. ■

Item Price Changes are:

Desktop Computer	\$12.00
Mac Computer, whole	\$18.00
Server	\$18.00
Laptop Computer	\$20.00
Fax Machine	\$15.00
VCR / DVD Player	\$10.00

Service level improvements made



Cascade's **Safe and Sound™** processing has recently been enhanced to make sure your equipment is handled to the highest standards for data security and environmentally responsible disposal. We now provide you with three distinct service levels to ensure you are provided with the type of processing that best fits your needs.

Safe and Sound™ Bulk Processing is weight based for ease of disposal. All equipment is received in and processed at a

simple per pound rate. **Safe and Sound™ Select Processing** provides a simple and economical way to get an accurate count of the most common items disposed of. We separate and count six batch categories and process by the pound for the remaining miscellaneous equipment.

Safe and Sound™ Asset Processing is a good choice if you require a clear audit trail to demonstrate responsible handling of all your assets. Equipment is sorted in to one of more than 40 categories to provide thorough tracking of assets and their disposition activity. Each customer will choose the service level that best fits their needs and equipment will be processed according to that method with exceptions made on a job-by-job basis.

Cascade is committed to facilitate your asset management needs with ease, enabling you to spend your time and attention on other areas of your business without worry. ■



Cascade continues to provide the best in class services in the market.