

Solutions for Secure Data Management and End-of-Life Electronics



Celebrating 20 Years of Environmental Service

Don Lees

AERC Recycling Solutions



- **Electronics Management Programs**
 - Secure Data Destruction Service, Asset Management
 - Data Center De-Installations
 - Zero Waste to Landfill Policy for Electronics
 - 100% Compliance and Electronics Recycling
- **Universal Waste Recycling Services**
 - Fluorescent Lamps, Batteries, Ballasts, Mercury Devices

Battery Recycling



AERC Methods & Practices

- Accept all battery types
- USDOT compatible & BOL shipment – Universal Waste
- Identification & Sorting Systems – Manufacturer Codes
- Single source service - AERC



Category 1 Batteries- *Lead Acid & Sealed Lead Acid Batteries*

Category 2 Batteries- *Alkaline, Nickel Cadmium, Nickel Iron, Nickel Metal Hydride, Carbon Zinc, Zinc Air*

Category 3 Batteries- (Mercury Containing)- *Mercuric Oxide, Button Cells, Silver Oxide, Zinc Carbon, Mercury, Alkaline*

Category 4 Batteries- (Reactive) *Lithium Ion, Lithium Metal, Magnesium*

National Capabilities

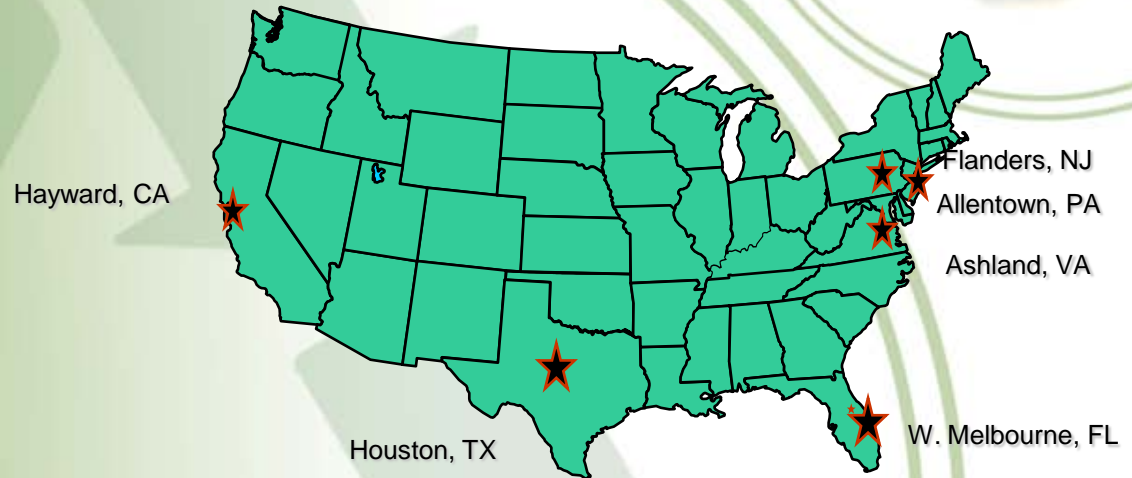


AERC Facility Locations

- Flanders, NJ
- Allentown, PA
- Ashland, VA
- Melbourne, FL
- Hayward, CA
- Houston, TX

Transfer Stations

- Macon, GA
- Los Angeles, CA



*AERC has a national footprint with 12 facilities
Strategically located across the US.*

Trends in Battery Recycling



A Few Industry Players:

- Battery Manufacturers
- Waste Producers
- Battery Recyclers
- Regulatory

Some Common Interests:

Substantial Effect: Includes power or water saving, profit on sale of recycled marketable goods.

Expected Effect: Economic effects by specific definition.

Incidental Effect: Regarded as possible risk aversion .(Legal & Downstream costs)

Social Effect: Societal impacts such as Zero Waste to Landfill policy by reduced waste disposal cost through E-Waste end-of-life management programs.

Growth Opportunities in Global Battery Market 2011-2016: Market Size, Market Share and Forecast Analysis

Publish date: February 2011, Over 63 valuable figures/charts and 10 tables are provided in this 111 pages

An Industry Expert



Company Name	City	State	Website	Company Revenue	Revenue from Recycling	Revenue from Electronics Recycling	Services Offered
Best Recycling Solutions	West Chicago	IL	www.bestrecycling.com	\$100 million	\$10 million	\$10 million	All materials, Computer Recycling, Document Shredding, Recycling
Electronic Recyclers International	Peoria	IL	www.electronicrecyclers.com	\$95 million	\$7 million	\$7 million	Refurbishing, Computer Recycling, Document Shredding
Green Solutions	Chicago Heights	IL	www.greensolutions.com	\$85 million	\$12 million	\$12 million	Document Shredding, Recycling, Computer Recycling
GRS	Peoria	IL	www.grs.com	\$80 million	\$12 million	\$12 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green Recycling Technologies	Peoria	IL	www.greenrecycling.com	\$75 million	\$6 million	\$6 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Recycle Recycling	Chicago	IL	www.recycle.com	\$70 million	\$8 million	\$8 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green Environmental Services	Chicago	IL	www.greensolutions.com	\$65 million	\$10 million	\$10 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
ELC Recycling	Geneva	IL	www.elcrecycling.com	\$60 million	\$4 million	\$4 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$55 million	\$6 million	\$6 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green Recycling LLC	Madison	IL	www.greenrecycling.com	\$50 million	\$3 million	\$3 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$45 million	\$2 million	\$2 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green Technology	Peoria	IL	www.greentech.com	\$40 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$35 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$30 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$25 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$20 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$15 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$10 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$5 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$4 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$3 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$2 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling
Green	Peoria	IL	www.green.com	\$1 million	\$1 million	\$1 million	Refurbishing, Computer Recycling, Document Shredding, Recycling



AERC Recycling Solutions is among the Top 25 Largest Electronics Recyclers in North America (Recycling Today) and 100 Largest Solid Waste Firms (Waste Age)



Advancing data security measures

AERC Recycling Solutions

With the technological advancements that have taken place since the previous generation, it has become easier to do business in some ways. Technological advancements have evolved the way we communicate in our personal and professional dealings. Since these tools expedite transactions, we are able to perform more transactions and therefore exchange more information.

We live in an age that is obsessed with privacy and security over all aspects of business and personal dealings. The customer must presume any information given out by them will be protected. Unless the person supplying the information has conducted research about how a specific company handles confidential information received from any source, the customer is cornered into what may be defined as blind trust. According to the 2009 Ponemon Institute benchmark study, sponsored by PGP Corp., the average organizational cost of a data breach was \$6.75 million in 2009.

While the recipient of information may want to have access to as much information as possible in this age of information overload, the supplier of information wants to have confidence his own information deemed as sensitive and confidential remains protected.

With these "luxuries" come risks and responsibility, which add an additional component to the dynamic of running a successful business. For example, some businesses offer secure online tools for its customers and employees for active users who want to be informed of account information. Through the implementation and continuous strengthening of standard operating procedures supporting data security, such a tool continues to be a selling feature, not a threat. Such protocols

an otherwise perfect record. If one piece of data gets into the wrong hands, the whole company is seen as having all data it manages vulnerable to attack. Meanwhile, bad press and lawsuits follow. The initial management of the situation adds strain to sustaining the current state of business by diverting resources away from growing the business and having to suddenly focus on a "damage control" situation. This lack of trust in the organization by customers, employees, business partners and industry players intrudes on an organization's capability of running a viable business, acquiring new customers and moving forward with its initiatives.

Some business owners have had the unfortunate experience of discovering the limitations of their own data management practices on the news or, better yet, through a phone call from an irate customer who has already taken their business elsewhere. Legislative requirements governing data management practices include The Sarbanes Oxley Act, Gramm Leach Bliley Act, Health Insurance Portability & Accountability Act (HIPAA) and Fair and Accurate Credit Transaction Act. In addition to following the guidelines set out in these pieces of legislation, a company should take additional precautions so it is not only compliant with what is required, but does what is right. Reputable electronics recycling and document shredding companies that perform secure data management and document shredding services (respectively) can identify how sensitive information can be destroyed in a responsible, verifiable manner while following the policies set in place by the organization.

If data is not managed appropriately, we can get trapped in an age of overexposure where unwanted parties (i.e. hackers) can abuse our various points of vulnerability. These considerations need to be integrated into daily practices as an organization works on its protocol relating to data management. Data security needs to be reflected in all aspects of business dealings, which starts with the acknowledgement that this is a key issue for all commercial and personal transactions and identifying all the points of vulnerability for data that travels in and out of the organization. This awareness needs to be acted upon with a sense of urgency in order to ensure data protection is a measure that is taken on a proactive basis, as opposed to a damage control situation.

An organization's data management practices may aim to ensure information is protected, but all it takes is one mistake to ruin

For more information, contact Emilia Jazynska at (973) 691-3200, Ext. 32 or visit www.AERCRecycling.com.

Zero-Waste-To-Landfill Policy

Complete Electronics Recycling Services

Celebrating 20 Years of Environmental Service

AERC Recycling Solutions' Electronics Processing Com-Cycle Facility in Melbourne, FL is a Certified Electronics Recycler®. The Company is committed to obtaining R2/RIOS Certification for its other Com-Cycle facilities located in Hayward, CA; Houston, TX; Ashland, VA; and Allentown, PA by 2011.



"We are committed to a green world by helping clients in proper end-of-life management of assets containing sensitive data and components hazardous to our environment."

Toll Free 866-447-5177
www.AERCRecycling.com
info@aercrecycling.com



AERC has a national footprint with ten facilities and two transfer stations in the US. We offer a fully compliant solution, adhering to all applicable local, state and federal regulations. Allentown, PA; Flanders, NJ; Ashland, VA; Hayward, CA; Melbourne, FL; Houston, TX. All information on data storage devices will be destroyed and all End-of-Life Electronics will be kept out of landfills through our Zero-Waste-to-Landfill Policy.

- ▶ Electronics Recycling
- ▶ Secure Data Destruction Services
- ▶ De-Manufacturing and Disassembly
- ▶ Processing of Lamps, Batteries, Ballasts and Mercury-Containing Devices
- ▶ RecycleKits Program for Electronic and Universal Wastes

Utilization of our services can help your organization earn points toward LEED Certification.



Contact us

866-447-5177

info@aercrecycling.com

www.AERCRecycling.com

Celebrating 20 Years of Environmental Service

We are committed to a green world by helping clients in proper end-of-life management of assets containing sensitive data and components hazardous to our environment.