



## APC UPS REUSE PROGRAM

COASTTEC IS THE ONLY APC CERTIFIED R2: 2013 DOWNSTREAM VENDOR FOR APC UPS UNITS

CoastTec is an APC UPS reuse and remanufacturing facility. We only purchase UPS units and associated battery cartridges. We accept complete UPS units and also individual battery cartridges if received at recycler separately from units (as pictured on last three pages of CoastTec APC Unit Picture Reference Guide). Our tier rate structure is based on a hierarchy of units that have potential for reuse and remanufacturing.

### PRICING TIERS FOR RECYCLERS

CoastTec pays per pound based on total unit weight, not packing material (i.e. skids, cardboard...).

Pricing is based on units being intact and containing batteries and battery cartridges.

Per pound rate is based on sort capability of recycler.

#### Tier 1 APC REUSE

If recycler can sort APC Units to CoastTec APC Unit Picture Reference Guide - JANUARY 2020 OR green models on CoastTec APC Unit Model List - JANUARY 2020 (both are APC items with potential for reuse) CoastTec pays \$0.30 per pound. Units must be 90% tier 1 criteria and have batteries to qualify for Tier 1 APC REUSE pricing.

#### Tier 2 APC UNSORTED

If recycler can sort Units only to APC Manufactured Units (mix of APC items with potential for reuse and APC scrap items) CoastTec pays \$0.25 per pound. Units must be 90% APC units and have batteries to qualify for Tier 2 APC UNSORTED pricing.

#### Tier 3 UNSORTED UPS

If recycler sorts only to UPS units (mix of APC Manufactured Units and Non-APC Manufactured Units) CoastTec pays \$0.20 per pound. Units must be 50% APC units and have batteries to qualify for Tier 3 UNSORTED UPS pricing.

Above Tier pricing is based on CoastTec picking up the materials at recyclers location. If recycler prefers to ship materials to CoastTec, CoastTec will pay an additional \$0.03 per pound on any Tier rate.

**PLEASE SEE COASTTEC'S NEW UPS RECYCLING PROGRAM FOR MATERIALS THAT DO NOT MEET THE TIER 1, 2 AND 3 CRITERIA**

**ALSO, SEE COASTTEC'S NEW BATTERY RECYCLING PROGRAM**



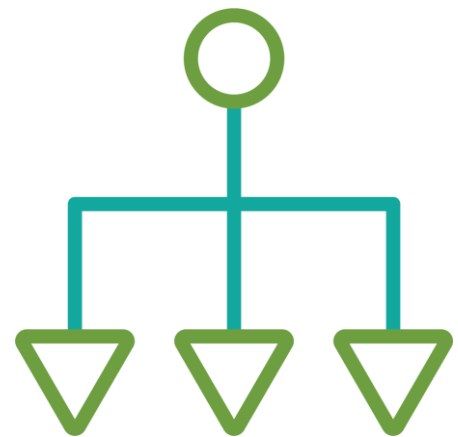
## Tier Requirements

- Tier rates are based on the units in the shipment being complete with batteries. In the event that batteries have been removed from the units in any tier the rate will be reduced by \$0.08 per pound for those units missing batteries in Tier 1 and will be reduced by \$0.12 per pound for those units missing batteries in Tiers 2 and Tier 3.
- CoastTec does not accept plastic units without cords or metal units under 30 pounds without cords in Tier 1 REUSE and Tier 2 APC UNSORTED. If included in the shipment for those Tiers CoastTec pays \$0.15 per pound for these items
- CoastTec does not accept NON-APC Manufactured Units in Tier 1 REUSE and Tier 2 APC UNSORTED. If included in the shipment for those Tiers CoastTec pays \$0.15 per pound for these items
- CoastTec does not accept previously dismantled/scrapped units in any Tier. If included in the shipment CoastTec pays \$0.07 per pound for these items
- CoastTec does not accept scrap metal. If included in the shipment CoastTec pays \$0 per pound for these items
- CoastTec does not accept non-UPS electronic scrap. Non-UPS scrap will be considered nonconforming material and will be held at CoastTec location for recycler to arrange pickup
- CoastTec at its discretion based on pallet count/gross shipping weight, distance, list of models in shipment or quality/condition of items in the shipment may decline to purchase said materials under the reuse program
- Rates subject to change. Please call for current rate.



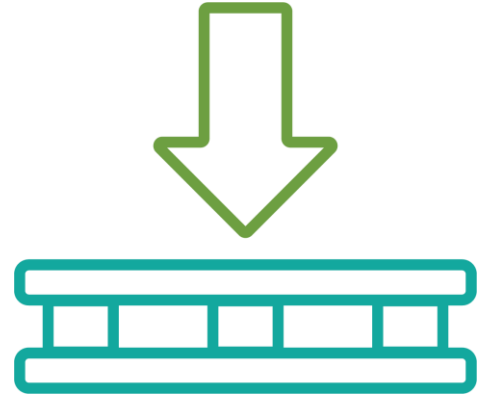
## Sort procedure for units

- Picture Reference Guide represents the units in Tier 1 that you will see being recycled
- Units may be accumulated based on the Picture Reference Guide since it is easier to sort based on size, shape and color than having to match SKU's from the Unit Model List
- Batteries should remain in the units and not be removed
- Batteries should remain in the battery cartridges and should not be removed
- Cords should remain intact and should not be cut from the units. If cords are missing on units when received at your facility the following applies: Plastic units without cords should not be included in shipment. Metal units under 30 pounds without cords should not be included in the shipment
- Plastic bezels/faceplates should remain with units if available



## Packaging requirements for skids

- Gaylords may not be used for the CoastTec UPS Reuse Program to ship units due to increased damage to units in gaylords making them not suitable for reuse and remanufacturing. If gaylords are used and materials in the gaylords are damaged so that they are not suitable for reuse and remanufacturing CoastTec pays \$0.15 per pound for these items. Materials in Gaylords are accepted in the CoastTec UPS Recycling Program
- Care should be taken to prevent damage to units during the sort and skidding process
- Cardboard should be placed on the skid to keep cords from dropping through the skid
- Units should be stacked on skid with heaviest units on bottom
- Units should be stacked no higher than 3 feet
- Pallet and units should be wrapped securely to eliminate movement of units
- Pallet should be strapped after being wrapped to assure safe transport



## Pick-up of accumulated units

- CoastTec arranges and pays for pick-up of accumulated units within the continental United States, unless recycler opts to ship materials to CoastTec
- Minimum quantity for a pickup is 4 skids east coast and 10 skids from west coast. There is no minimum number of skids if recycler is shipping the materials to CoastTec
- CoastTec prefers to pickup 6+ skids up to full truckload (up to 24 skids, 44,000 pounds)
- When ready for a pickup to be scheduled, email Thomas Dock (tdock@coasttec.com)
- If less than full truckload provide number of skids, dims (l x w x h of each skid) and gross and net weight of entire shipment
- If full truckload provide number of skids and gross and net weight of entire shipment
- Provide the pickup address, dock hours for pickup, contact person email and cell phone and pickup number/dock door if required
- CoastTec will produce a purchase order for the shipment and email to the contact person
- CoastTec will schedule a freight pickup and email the bill of lading to the contact person



## Triage and payment

- Every unit received goes through a triage process at CoastTec and triage reconciliation shows disposition of each unit (scrapped or reserialized for reuse) and unit weight
- CoastTec will issue a reconciliation report with total weight of units and total dollar amount
- CoastTec will request an invoice from contact and invoice should be emailed to Samantha Hodge ([ap@coasttec.com](mailto:ap@coasttec.com))
- CoastTec payment terms are NET 30, company check
- Recycler will provide a physical addresses and corresponding accounting/billing addresses



Questions for CoastTec regarding the program should be directed to Thomas Dock via email [tdock@coasttec.com](mailto:tdock@coasttec.com) or phone 410-521-1000 x 127 or Adam Sevel via email [asevel@coasttec.com](mailto:asevel@coasttec.com) or phone 443-413-7111