



Motorola Recovery + Comprehensive Overview July 1, 2011

Recovery

**Build your brand,
build your business.®**

M4D, the M4D block logo, Marketing4Dealers, and "Build Your Brand, Build Your Business" are all registered trademarks of M4D, LLC. Marketing4Dealers, M4Donline.com, The Dealer Store and TRUE © 2011 M4D, LLC. All rights reserved.

OVERVIEW

Thank you for choosing M4D to create, develop and manage Motorola Recovery. This program has proven to be an effective and reliable vehicle for recovering Trade-In units as well as recyclable electronics not eligible for Trade-In.

Our goal is to utilize the Recovery platform and implement additional recycling programs to reduce all types of waste in the Channel Partner community. This continual effort, along with Recovery's ease of use and tracking and reporting features, will move Motorola and its Channel forward in the Social Responsibility arena.

Over a 12 month period we have recovered almost 50 tons of electronics from a limited portion of the Channel - imagine what that impact could be as other sustainability programs are developed and embraced.

SUMMARY

North America
July 1 - May 31, 2011

Participating Channel Partners:	467
Participating States	50
Participating Provinces:	8
Units Recovered:	78,176
Pounds Recovered:	98,677.51

US SUMMARY

West

Pounds Recovered: **14,579.50**
Units Recovered: **18,372**

Midwest

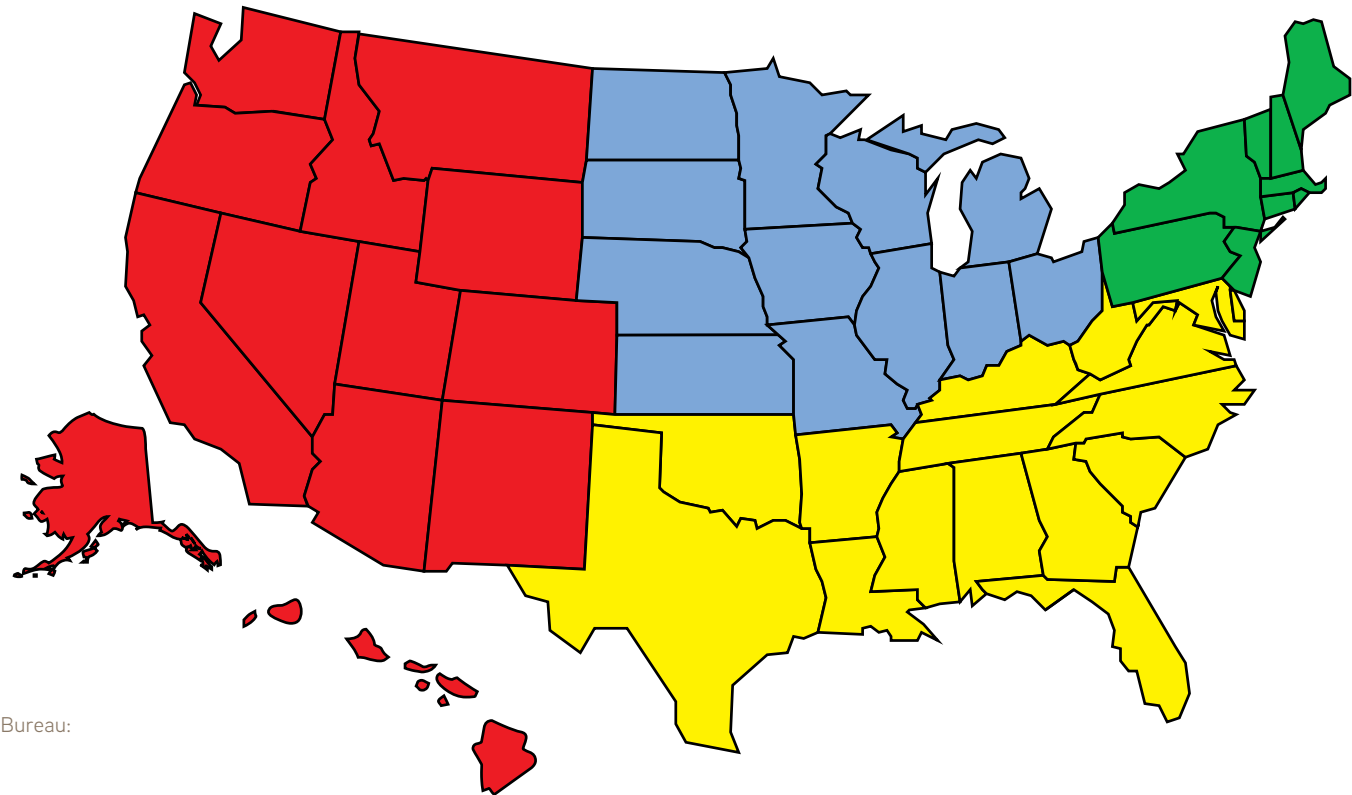
Pounds Recovered: **33,545.26**
Units Recovered: **19,236**

South

Pounds Recovered: **30,887.30**
Units Recovered: **25,953**

Northeast

Pounds Recovered: **12,668.10**
Units Recovered: **10,333**



Regions as defined by U.S. Census Bureau:

- Red West
- Blue Midwest
- Yellow South
- Green Northeast

US DETAIL	Participating State	Units Recovered	Pounds Recovered	Participating State	Units Recovered	Pounds Recovered
Totals						
Pounds Recovered: 91,680.16						
Units Recovered: 73,894						
	AK	1412	1065.80	MT	422	437.00
	AL	942	886.80	NC	1298	2118.90
	AR	230	458.30	ND	419	1494.25
	AZ	3654	1776.10	NE	340	656.55
	CA	4846	3964.65	NH	317	376.50
	CO	1088	1146.00	NJ	887	1063.90
	CT	777	1091.70	NM	8	2.80
	DE	330	475.70	NV	1404	1260.80
	FL	3250	2582.35	NY	13538	3829.15
	GA	2387	2891.10	OH	1898	3782.10
	HI	115	61.50	OK	1732	2403.80
	IA	1504	2731.70	OR	2491	1593.30
	ID	1469	1387.80	PA	1975	2825.15
	IL	4281	8649.10	RI	72	66.50
	IN	1823	1905.60	SC	774	851.10
	KS	431	627.00	SD	554	1172.21
	KY	688	506.65	TN	3271	4125.05
	LA	1324	1845.90	TX	6214	6375.15
	MA	1781	2139.90	UT	1727	1307.65
	MD	1263	1226.50	VA	504	665.40
	ME	216	487.20	VT	64	149.80
	MI	2589	4777.45	WA	720	523.60
	MN	1954	2693.00	WI	2192	2971.90
	MO	1251	2084.40	WV	1034	2812.70
	MS	1418	1300.20	WY	16	52.50

CANADA SUMMARY

British Columbia

Pounds Recovered: **313.10**

Units Recovered: **373**

Alberta

Pounds Recovered: **1029.70**

Units Recovered: **340**

Saskatchewan

Pounds Recovered: **208.40**

Units Recovered: **82**

Manitoba

Pounds Recovered: **375.90**

Units Recovered: **295**

Ontario

Pounds Recovered: **1690.75**

Units Recovered: **1366**

Quebec

Pounds Recovered: **938.30**

Units Recovered: **859**

New Brunswick

Pounds Recovered: **206.60**

Units Recovered: **96**

Nova Scotia

Pounds Recovered: **2234.60**

Units Recovered: **871**



CANADA DETAIL

Totals
Pounds Recovered: **6,997.35**
Units Recovered: **4,282**

Participating Province	Units Recovered	Pounds Recovered
AB	340	1029.70
BC	373	313.10
MB	295	375.90
NB	96	206.60
NS	871	2234.60
ON	1366	1690.75
PQ	859	938.30
SK	82	208.40

CONTACT

Marc Eltoft
M4D
630.679.9926
marc@m4donline.com