

# UniGreenScheme

The Asset Resale Service For Universities

## What we do.

We collect, store and sell your unwanted equipment and return a share of the profits to your department, school or college.

## How it works.



## Key benefits:

- **Quickly recoup space** with our rapid collection service.
- **Get money back** for your surplus equipment.
- Help prevent waste **without any hassle.**



A minerals processing laboratory in a UK university so full of surplus equipment that entering the room was no longer possible. All of the above was destined for **waste disposal at cost...**



...the same equipment once collected and processed for resale. Each machines market resale value is in excess of **£3,000.**

## CONTACT US

*'UniGreenScheme's service is fast and courteous, and has completely changed the way we think about disposing of our equipment.'*

Steve Allen, Building Manager, University of Birmingham

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## FAQ's

### **What items are suitable for UniGreenScheme?**

UniGreenScheme are able to take a wide variety of items for resale. On pages 4-7, we provide details on the types of items we take and general rules for identifying if your items are suitable for resale.

We can assist staff in identifying suitable items for re-sale, asset valuations and other general enquiries.

### **How can I get help or access the service?**

All it takes is an email or a telephone call for one of our staff to help you. Our contact details are at the bottom of the page.

### **Do I need to check with my manager before booking a collection?**

You are welcome to enquire with us about equipment at any point, but only a nominated Approver in your department can approve the collection and sale of equipment through UniGreenScheme.

### **Do I have to dismantle or decontaminate equipment prior to collection?**

We do require that you decontaminate (if appropriate) before passing the equipment onto us. As for dismantling, we can assist with item removal, for example, wall fixtures. However, we are unable to assist with, for example, disconnection of utilities.

### **Do I need to do anything on collection day?**

Once approved, we arrange a mutually convenient time for collection. We then carefully remove and transport the items to our bespoke storage and processing facility, located in South Wales.

On the day of collection, we require a University representative to allow us to gain access and to complete our collection paperwork.

### **When will we be paid for the items and how much will we get?**

Unfortunately, we can't say how long it will take to sell an item or exactly how much it will sell for as this depends on many factors (item age, condition, model number, market demand, etc.). However, we have lots of experience selling university assets and can often provide indicative details.

#### **CONTACT US**

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# Generating revenue



### How is the rebate calculated?

Once the item sells you will receive an equal share of the proceeds after deducting direct costs such as collection, processing, transaction and postage costs. This means the item sale needs to cover costs before any rebate is paid.

Example Calculation:

#### Sale of a microscope.



|                                 |                         |
|---------------------------------|-------------------------|
| Sale proceeds                   | £200                    |
| Collection costs                | -£10                    |
| Processing costs                | -£10                    |
| Repairs                         | £0                      |
| Transaction costs               | -£24                    |
| <b>Net rebate to university</b> | <b>£156 x 50% = £78</b> |

\* **Note**, where applicable, costs are shared amongst collections of multiple items.

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# What equipment do we collect?

## We always take!

### Analytical Instruments

Air Sampling, Conductivity Meters, GC, Mass Spectrometers, Spectrophotometers, Thermal Analysers

### Microscopes

Electron, Stereo

### General Laboratory

Balances, stirrers, heating mantles, water baths, ice makers

### Optics

Spectrophotometers, spectrum analysers

### Medical and Diagnostic

Audiometers, Medical Furniture, Surgical Instruments

### Clinical Lab

Cell Counters, Histology

### Biotech

DNA Sequencers, Imagers, PCR

### Process

Mixers, Mills, Pumps

### Lab Glassware and supplies

Beakers, Flasks

### Centrifuges

Microcentrifuge, Benchtop, floor-standing

### Vacuum equipment

Pumps, Chambers, Gauges

### Test & Measurement

Air flow, temperature, electronics

### Imaging

CT, MRI, Ultrasound, X-Ray

### Histology

Cryostats, Microtomes,

### Materials testing

Rheometer, Hardness tester

### Pharmaceutical

Capsule fillers, Tablet Presses

### Metalworking

Milling, Resistance, Lathes

## Case by case

### Faulty equipment

May be suitable for resale – determined on a per item basis.

### Biological Safety Cabinets

Class 1, 2 or 3

### Lab Furniture

Trespa tables, sinks, taps etc.

### Large scale heating -

Kilns, Autoclaves

## We never take

### Refrigeration

Laboratory fridges or freezers

### Chemicals

Reagents, samples etc.

### Contaminated with radioactive, explosive or pathogenic wastes

Please decontaminate first

# Re-selling non-scientific equipment



We can also sell a wide range of non-scientific equipment for you, including:

|  |   |
|--|---|
| <b>IT equipment (non-data containing appliances)</b> | Computer monitors, projectors, presentation switchers, speakers |
| <b>Gym</b>   | Treadmills, weight plates                                       |
| <b>Catering</b>                                      | Dishwashers, coffee machines etc.                               |
| <b>Furniture</b>                                     | High value or designer furniture may be suitable in some cases  |
| <b>Miscellaneous items</b>                           | Store-room clear-outs, all manner of surplus assets             |
| <b>Modern office desks</b>                           | Rarely suitable for resale                                      |

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|---|---|



## General guidance for resale suitability

It can be difficult to determine if an item is suitable for resale. Some equipment expected to generate a great return may be worth very little, whereas other items perceived to be worthless such as faulty equipment or benchtop items can often have a great resale value. We work with you to identify what is suitable for sale, but in general the following guidance can help:

### Any New, Boxed or Otherwise Unused items

Almost all 'as new' or unused items are suitable for resale with a great return.

### Any Working or Untested Laboratory Equipment

| <i>Ideal for sale</i>   | <i>Some doubt about sale - requiring decision</i>               | <i>General guidance</i>   |
|---|---|---|
| <p>Small bench top equipment: stirrers, heating mantles, microscopes.</p> <p>Larger good quality, functional equipment.</p> | <p>Equipment that is very large, untested, old or outdated.</p> | <p>With a few exceptions for larger kit, almost all laboratory equipment has a good resale value.</p> |

### Non-working Scientific

| <i>Ideal for sale</i>   | <i>Some doubt about sale - requiring decision</i>   | <i>General guidance</i>  |
|---|---|--|
| <p>Larger, more expensive equipment that can be split into parts, such as mass spectrometers.</p> | <p>Equipment that was heavily degraded prior to becoming faulty e.g. damaged or very old.</p> | <p>Faulty items are generally worth at least 10% of their functional counterparts.</p> |
| <p>Smaller bench top items can also be suitable.</p>  | <p>Equipment that is very difficult to disassemble; no obvious screw holes etc.</p>           |  |

## Laboratory Accessories

| <i>Ideal for sale</i>  | <i>Some doubt about sale - requiring decision</i>                       | <i>General guidance</i>   |
|--|---|---|
| Small, reusable items e.g. heating blocks and centrifuge rotors. | Unlabelled items, where it is difficult to assess the model or make.    | Identification is key. If the accessory cannot be identified by a brand or model number it is unsaleable. |
| Surplus consumables that are unopened.                           | Accessories or components missing e.g. incomplete electrophoresis kits. | If incomplete, it may also be unusable. Otherwise, it may have good resale value.                         |

## Furniture

| <i>Ideal for sale</i>                      | <i>Some doubt about sale - requiring decision</i>                | <i>General guidance</i>  |
|--|--|--|
| Specialist, designer or antique furniture. | Modern 'mass-market' office furniture, particularly large desks. | More expensive or specialist furniture is saleable e.g. electric sit-to-stand desks. |
|  |  | Most others are not saleable, however.   |

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***“UniGreenScheme benefits our Colleges, Schools and Professional Service Departments turning waste into cash through sale and reuse and very much supports the University’s Carbon Management Plan by reducing waste and avoiding CO2 emissions. It’s a simple and sustainable win for all.”***

Peter Larkin, Policy and Environmental Services Manager, University of Birmingham

***“I fully endorse this scheme and think it will have an immediate and lasting effect on how the university does business in the future.”***

Steve Allen, Building Manager, Sport and Exercise Sciences, University of Birmingham

***“The benefits of UniGreenScheme are generating capital from surplus equipment without the need for staff getting involved with trying to sell or dispose of potentially useful equipment.”***

Graham Moody, Facilities Manager, Loughborough University.

***“With their reliable and robust system in place, it is very refreshing to know that Michael and the UniGreenScheme team are on hand to remove and resell pieces of kit for us, rather than us being forced to dispose of them”***

Antony Jones, Scientific Facilities Manager, School of Biosciences.

***“I was really pleased with how our resale project went and will use UniGreenScheme again, In fact, I’ve already recommended them to another institution.”***

Nicola Hogan, Space, Environmental and Sustainability Officer – Goldsmiths University.

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