



EXPECTATIONS OF PORT CUSTOMERS AND CLIENTS

*David Thornburg – SA Recycling
Director of Public Affairs
September 21, 2009*

SA recycling



Discussion Items

- **SA Recycling**
- **Port Business**
- **Market Outlook**
- **Expectations of Port Customer**
- **Q&A**





- **2 State of the Art Port Facilities**
 - **Long Beach and Los Angeles**
- **41 Locations**
 - **California, Nevada, Arizona, and Northern Mexico**

Recycling Today for Tomorrow's
Global Resources





RECYCLING SCRAP METAL
REDUCES GREENHOUSE
GASES BY 90% VS. MINING
IRON ORE OUT OF THE
GROUND TO MAKE METAL



SA is the Leading Innovator In Environmentally Sound Equipment and Operations

- Air Filtration Systems
- Storm Water Management
- Metal Recovery
- Allied in supporting the Clean Truck Program





Exports from the Ports of Long Beach and Los Angeles



- Containers-
 - CY2008- 158K TEU 2.1MM MT
 - CY2009- 28K TEU 370K MT (YTD)
- Bulk-
 - CY2008- 973.6K MT
 - CY2009- 1.6 MM MT (YTD)
- Total Tonnage Exported-
 - CY2008- 3.1 MM MT
 - CY2009- 1.97 MM MT (YTD)



The Process

- Scrap is prepared at all locations for exportation and domestic sales
- 40,000 automobiles a month are shredded in four shredders that SA operates, grinding up an automobile in mere seconds
- Material is either loaded into containers at our outer locations or trucked and/or railed to our port facilities for bulk exportation
- It generally takes four days to load a vessel with 40,000 MT of scrap metal
- SA can load 1,000 overseas containers per day





Market Outlook

- Leading market indicator
- Signs point up
- Not on stable ground yet



Expectations

- Our needs
 - Requirements are to have storage and berth access
 - Easy terminal access for trucks and rail
 - Affordable lease rates
 - Continue the balance and find ways to minimize our impact to the environment
 - Exceeding EPA/CARB Tier III regulations
- Working with Port Staff
 - Encourage willingness working as a team to achieve common goals
 - Stabilize business objectives while maintaining profitability
 - Active in the community
 - Generating jobs directly in the port and indirectly in the region



RECYCLING SCRAP METAL
REDUCES GREENHOUSE
GASES BY 90% VS. MINING
IRON ORE OUT OF THE
GROUND TO MAKE METAL



Thank You