EXPECTATIONS OF PORT CUSTOMERS AND CLIENTS

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September 21, 2009
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
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Thank You