

ISRI ... a Journey

Robin Wiener, ISRI President

*Association of Women in the Metals Industry, Baltimore Chapter
23rd Annual Industry Dinner
September 9, 2015*



Institute of
Scrap Recycling
Industries, Inc.

Overview

- ISRI & the Scrap Recycling Industry
- US & Global Market Trends
- Women in Metals
 - A Personal Journey
 - Mentoring & encouraging women – a discussion

ISRI & the Scrap Recycling Industry

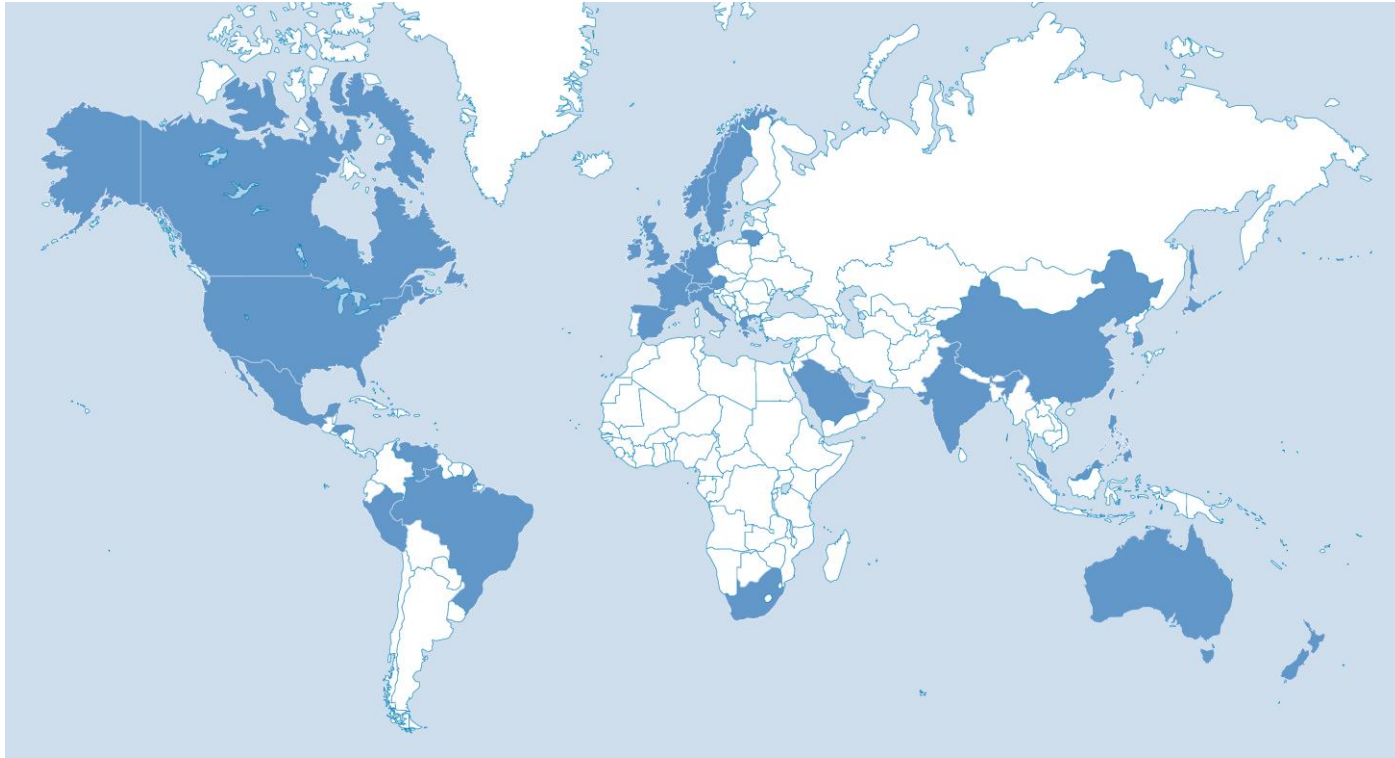


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ISRI: Voice of the Recycling Industry



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1,500+

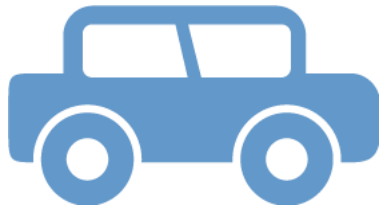
Member
companies

7,000+

Recycling facilities
worldwide

34

Countries



**Ferrous &
non-ferrous
metals**



Paper

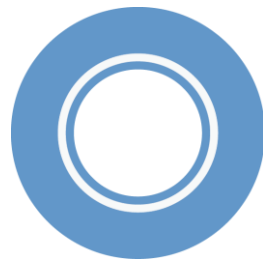


Plastics

Glass



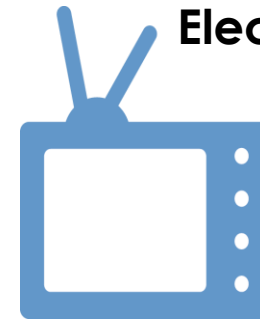
Rubber



Textiles



Electronics



\$105 Billion Industry

149,000

Direct Employees

472,000

Induced

135,000,000

Tons processed annually

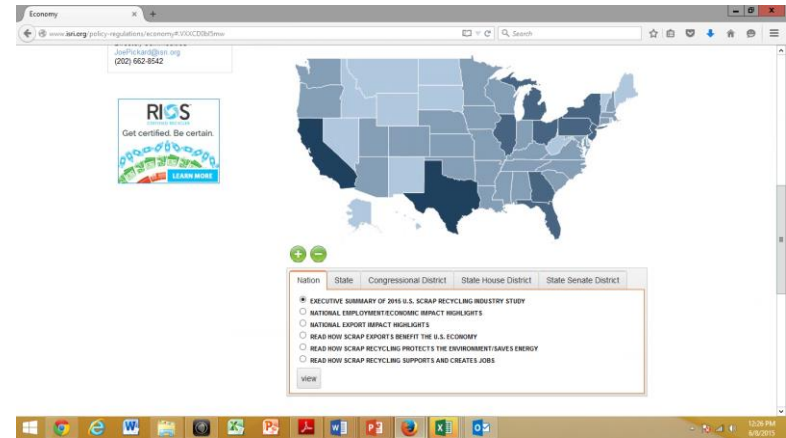
75 million tons ferrous

5.4 million tons aluminum

2 million tons copper

46 million tons paper

⋮



Part of the Global Industry

40

Total exported
(million metric tons)

\$21B

Value of materials
exported

160

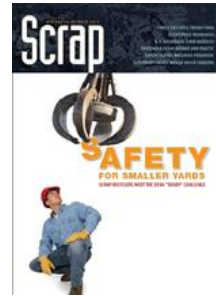
Destination countries to which
recyclables were sold

With between 30 & 40% of all scrap processed in US destined for export each year, the health of the US recycling industry is directly tied to the health of the global economy

What Does ISRI Do for Our Members?

Safety: #1 Core Value

- ... Outreach Services
- ... Circle of Safety Excellence™
- ... Safety Stand Down Day
- ... Training resources, ...



Advocacy ...

- ... On Capitol Hill
- ... Within Executive Branch
- ... Around the World
- ... In the States
- ... In the Courts

Certification & Standards

- ... RIOS™ & R2/RIOS™
- ... ISRI Specifications
- ... ASTM Standards Development (loose-fill rubber)

ISRI Advocacy

Voice of the Recycling Industry™



Advocacy Home | ISRI | Get Involved | ISRI News | Events | Recycling Caucus

Hot Topic Alert
Help Avoid Future Port Slowdowns [Take Action »](#)

Find Your Legislators.
Locate your state and federal elected officials. ▶

Take Action
Help us make a difference. Take action now! ▶

Share Your Story
Tell us why you're getting involved. ▶



What Does ISRI Do for Our Members?

Education, Training & Professional Development

- Commodities Roundtable
- Operations Forum: Sept 30-Oct 2 in Houston
- Leadership & Management Training Program (Austin)
- Monthly Webinar program
- Scholarship program

Raising Awareness/Image

- School curriculum on recycling
- Design for Recycling Award™
- Partnerships with Earth911, KAB, others
- Law enforcement outreach

Networking

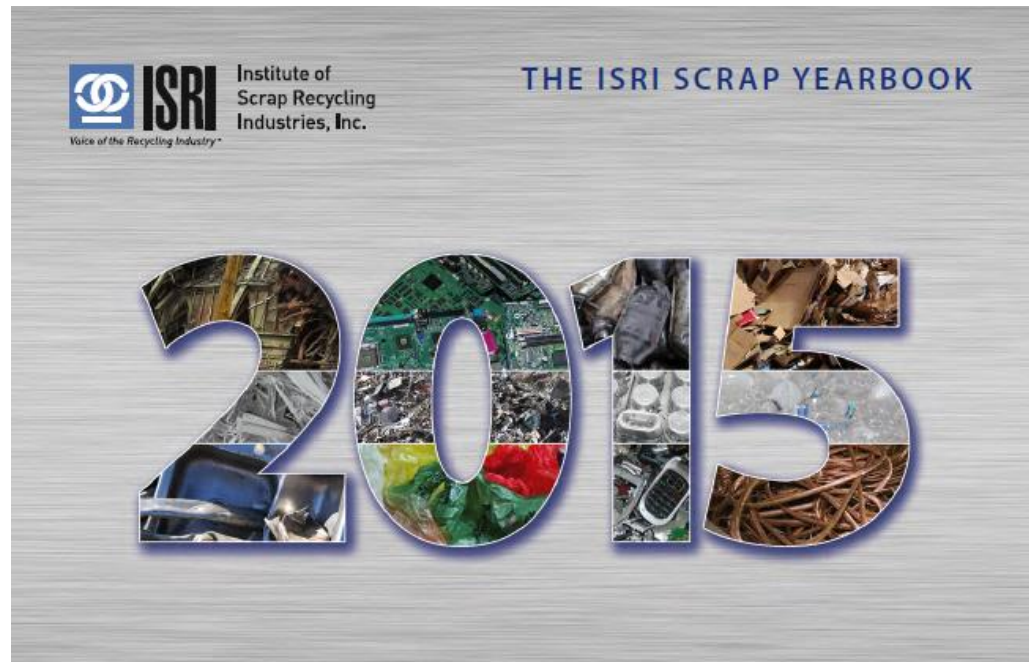
- ISRI Convention: Largest gathering/trade show globally
- Chapter system
- Young Executives



What Does ISRI Do for Our Members?

Market Trends

- Commodities Roundtable, Spotlights at the Annual Convention, webinars, etc.
- Monday & Friday Reports
- Annual Yearbook



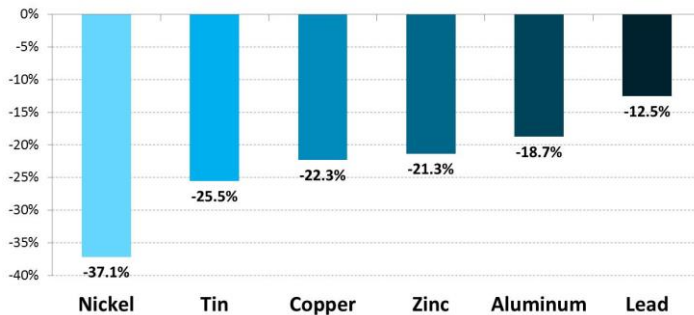
Market Trends

Environment characterized by ...

- Uneven domestic manufacturing growth contributing to volatile consumer demand for scrap
- China financial market volatility and economic slowdown.
- Transportation bottlenecks
- Euro zone and Middle East not helping.
- Investors increasingly bearish on commodities amid excess supply
- Continued currency/exchange rate volatility

The Impact? Falling commodity prices:

Change in LME Official 3-Mo. Nonferrous Metal Asking Prices
from Dec 31, 2014 - August 24, 2015



Composite No. 1 HMS Price (\$/gt)

Source: Scrap Price Bulletin

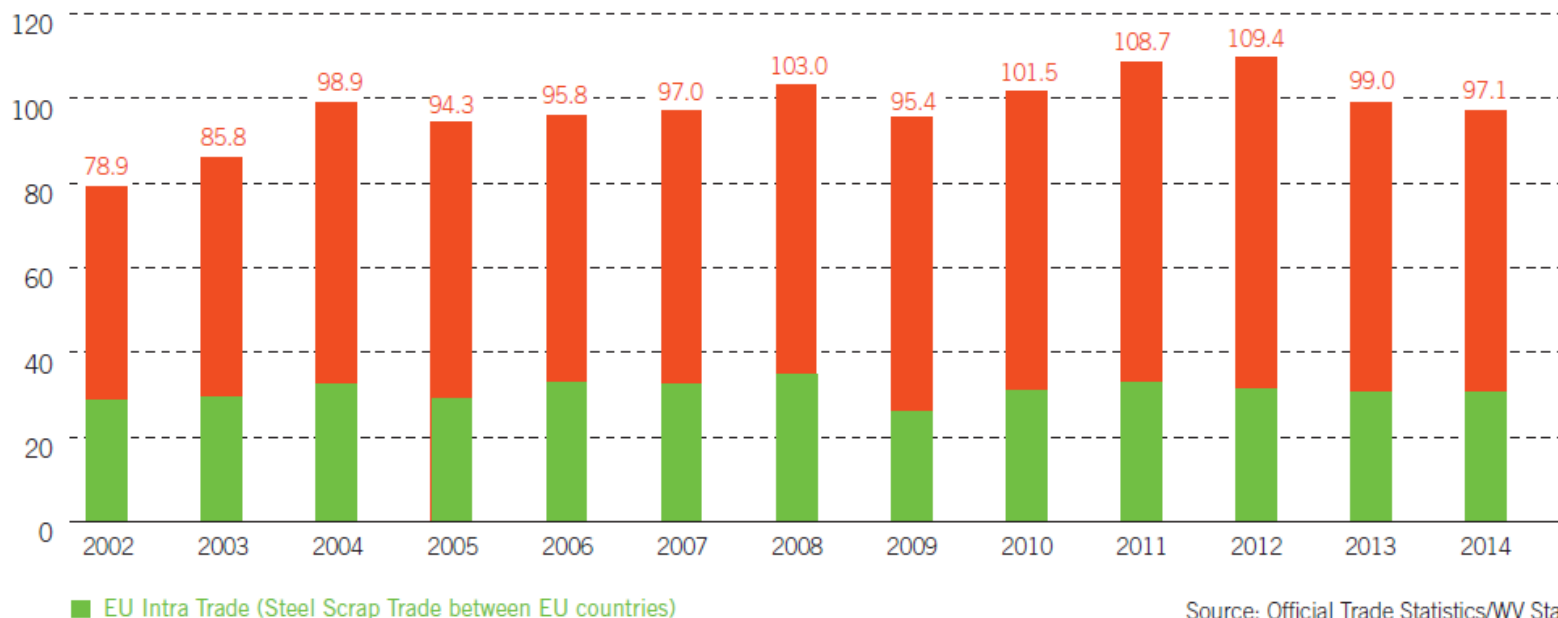


Surge in Global Scrap Trade over last decade

- Ferrous scrap exports from all countries surged more than 75% higher in just over a decade, peaking at more than 109 million metric tons in 2012, although global scrap market conditions have become more challenging in recent years.

VOLUME OF GLOBAL EXTERNAL STEEL SCRAP TRADE (MILLION TONNES)

Steel Scrap External Trade Including EU Intra Trade

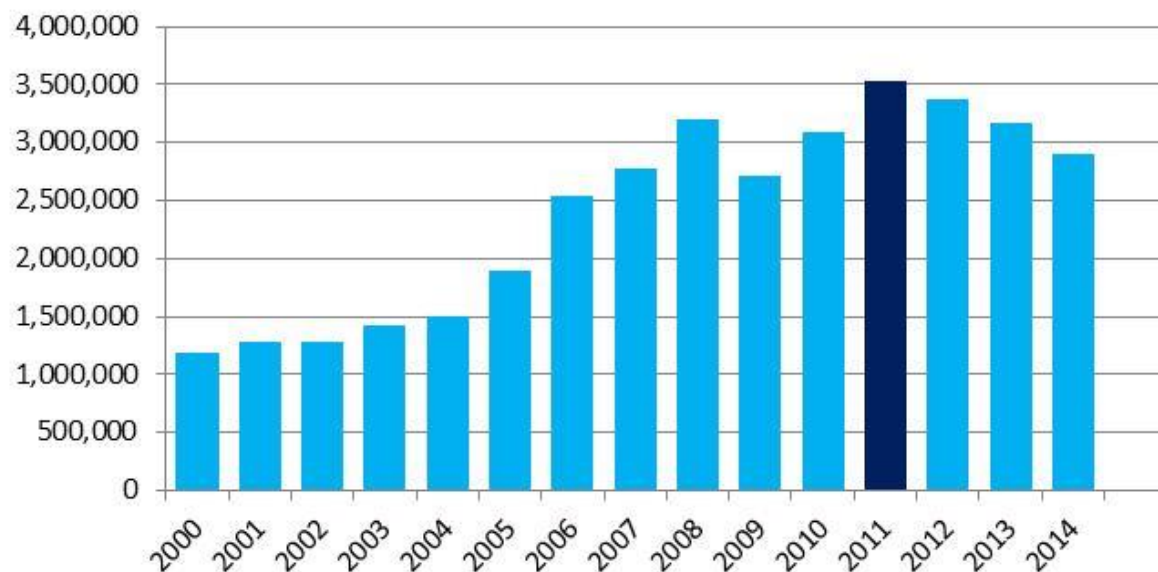


Source: Official Trade Statistics/WV Stahl

Nonferrous scrap trade flows have increased even faster than for ferrous scrap. Between 2000 and 2011, nonferrous scrap exports (including copper, aluminum, lead, zinc, nickel and tin scrap) from the U.S. alone nearly tripled while global copper and aluminum scrap exports more than doubled between 2000-2012 to reach nearly 14 million mt.

U.S. Nonferrous Scrap Exports, 2000-2014 metric tons

Source: US Census Bureau/US International Trade Commission

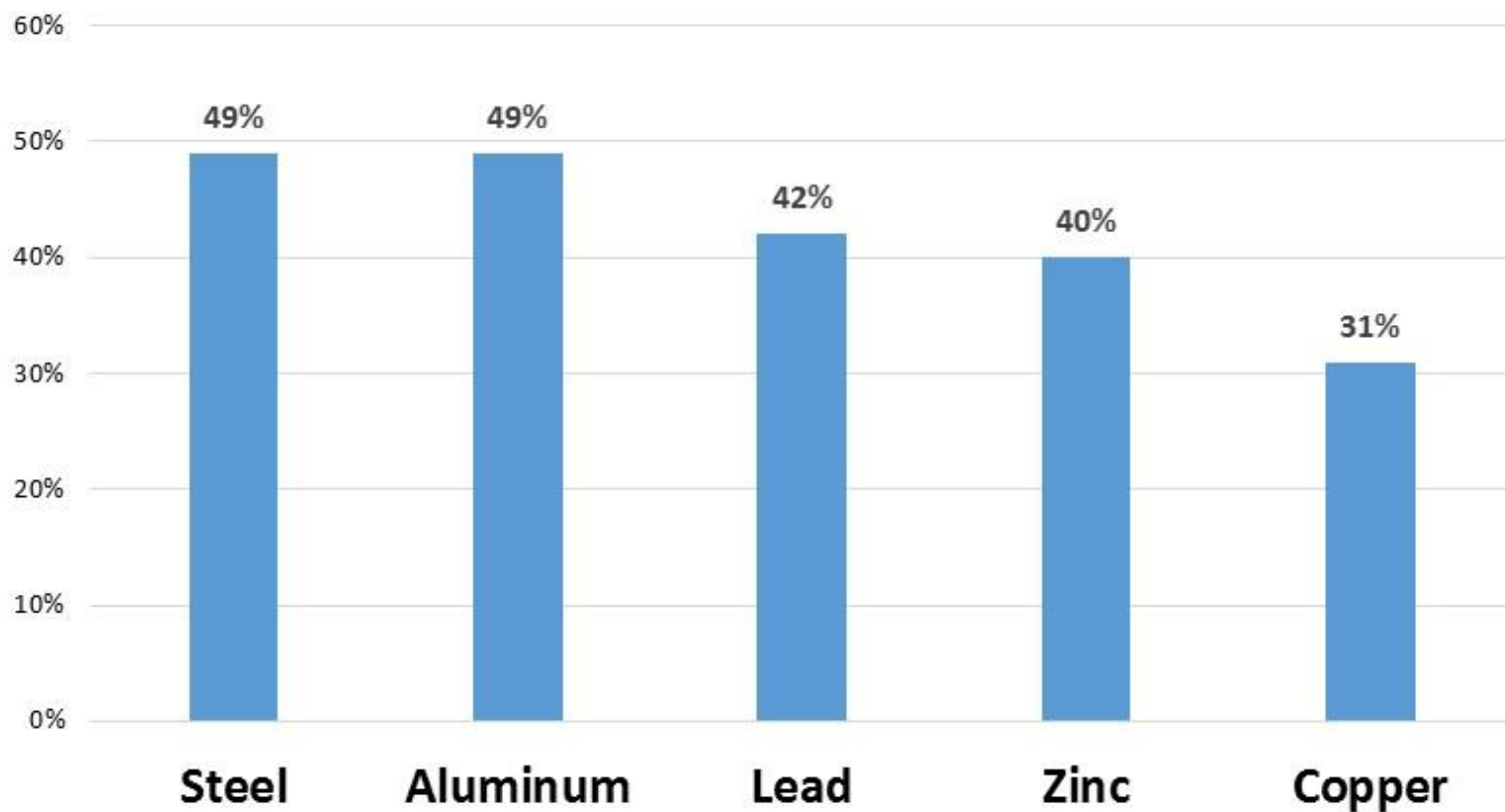


Result: We are increasingly connected & dependent on each other & global economy for our future success & survival

China – Key Driver in Global Recycling Trade

China's Share of World Metal Production (%), 2013

Sources: World Steel Association, International Aluminium Institute, International Lead Zinc Study Group, International Copper Study Group



China

- Slower apparent growth
- Seeking to balance economic growth with environmental concerns.
- Increased – although not always consistent - emphasis on quality of scrap imports through green fence, green goddess & other efforts
→ *It is the inconsistency & lack of transparency that hurts the industry the most*
- Chinese demand sensitive to relative primary and secondary prices.
- Questions of rising self-sufficiency in domestic scrap generation.



Bottom Line: China Still Has Oversized Impact on Commodities For Now

Impacts ...

- Scrap processors squeezed between tougher supply and demand
- Heightened competition for available feedstock
- Import competition
- Excess/idled capacity (particularly in shredding)
- Declining scrap export sales revenue
- Margin compression

Industry Managing By ...

- Increased investments in downstream technologies to increase yields
- Increased focus on “other” commodities; greater integration across commodity sectors
- Idling of capacity
- Industry consolidation

Long Term – positive, but immediate short term challenging

Women in Metals

A Personal Journey

- 1989: starting law school & needed a job with a shorter commute
 - I “just got lucky” & found both a career and a family at ISRI
 - Unique organization & a unique industry
- What does “lucky” really mean?
 - Worked hard to identify options
 - Willing to try something different
- The lessons:
 - keep an open mind
 - Give yourself credit for working hard and achieved all you have achieved
 - Speak up (ok, that one took me a little longer to learn!)

The Challenge

- Need to find ways to get more women involved in the industry & leadership in our associations – it benefits everyone!
 - Finding qualified workers is ever more difficult
 - Bring unique perspectives & interests (e.g., Jason)
 - Selfish desire: Jennifer & Alex
- But ... time pressures, don't want to be identified as women in the industry, don't speak up, not authorized to travel, etc.
- Would love your ideas ...
 - How to get more women active?
 - What are the proper forums for sharing common problems/issues?
 - What are the best ways to offer mentoring, education, and opportunities?



Join ISRI in 2016!



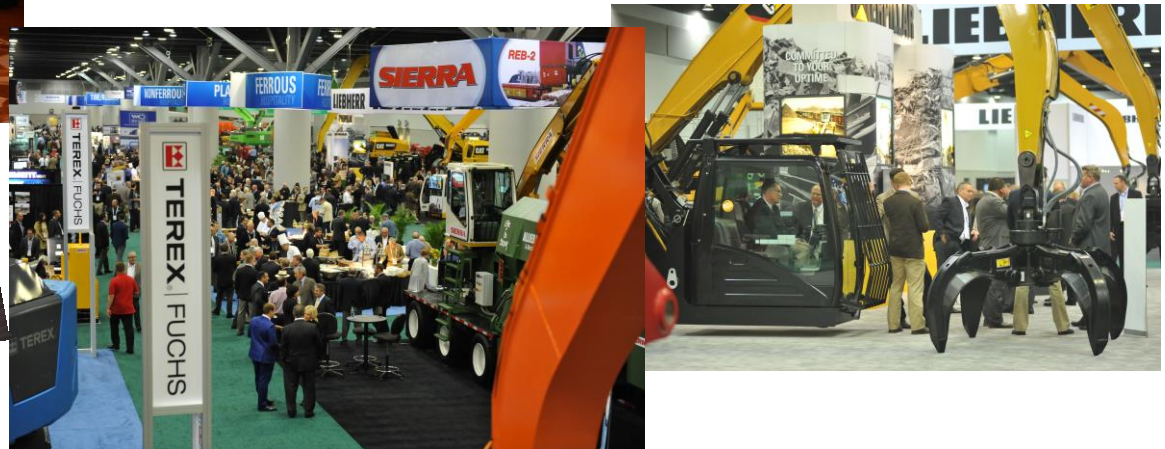
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Please join me at the ISRI 2016 Annual Convention & Exposition

April 2-7, 2016

www.isriconvention.org



Thank You



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