



TAKING THE PULSE OF RECYCLERS IN ONTARIO

RECYCLE ONTARIO

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Customer Markets for Steel: An Overview

Source: Canadian Steel Producers Association

The North American market for steel accounts for over 18% of world demand. Of the North American total, the United States accounts for about 84%, Canada 11% and Mexico 5%. The main customers for steel are the automotive and other transportation industries, agricultural and industrial equipment, construction, oil and gas, and consumer and industrial packaging sectors. Together, the automotive, construction and oil and gas industries account for about 70% of Canadian steel demand.

The health of the Canadian steel industry demand depends on three key variables: the competitiveness of steel against substitute materials, the competitiveness of customer companies, and the demand for the final products that customer industries produce.

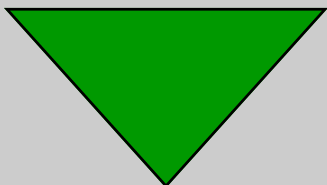
There are distinctive features, trends and issues for each of the three major market segments. However, certain features are common to all.

All are sensitive to overall trends in the economy. According to an industry rule of thumb, if the economy is growing at 3% or more per year, steel demand grows at a faster rate. If the economy is growing at less than 3%, steel demand grows more slowly.

Nearly all customer industries are rationalized on a North American basis. They buy their steel in North America for use in all their North American plants. North American steel producers work together to maintain and develop these markets for steel.

Distributors, known as service centres, are playing an increasingly important role, as steel producers specialize in their product lines while customers seek one-stop shopping and flexibility to order in small quantities. Service centres handle over 30% of steel shipments in North America, and increasingly provide value-added services such as cutting-to-length.

All markets are intensely competitive, requiring steelmakers to develop innovative applications and pay constant attention to costs. Steel products in all of these markets are the most recycled and recyclable materials.



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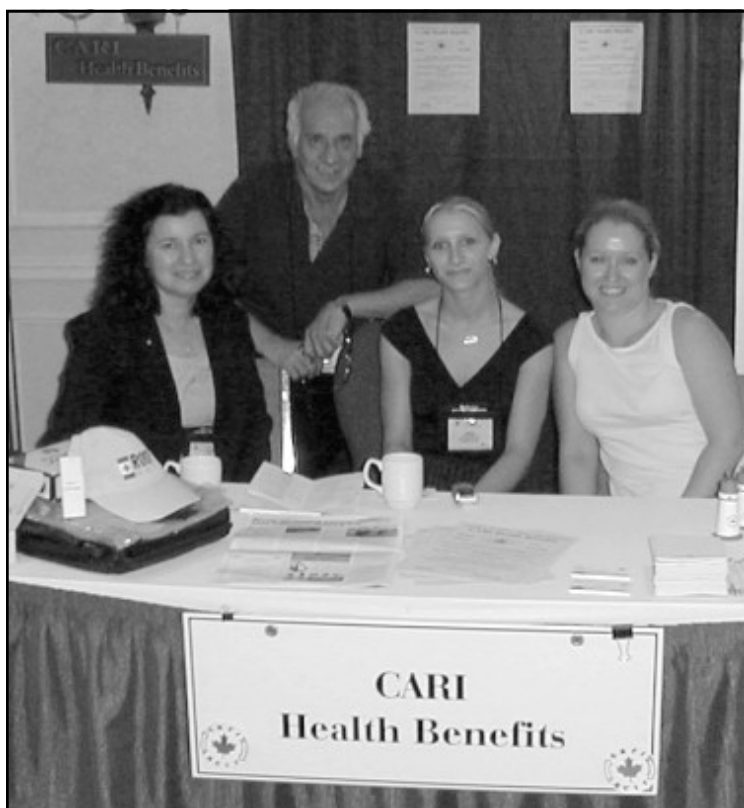
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L-R: Donna Pyley, Vince Agro, Jodi LaPlante, Melissa Eltringham. Others available, but not included in the photo are Tara Meldrum, Nancy White, Cathy Watson, Don Goertzen & Rob Granby.

The Importance of an Employee Group Benefits Plan in the Recycling Industry

An employee benefits plan became even more important with the passing of the last Ontario Budget. Anger and frustration from Ontario residents resulted not only from the new OHIP tax, but also from the fact that some benefits would no longer be covered. One critic said 'only those who have the bucks will get access to certain health services.'

Private health insurance or employee benefits plans supplied by employers are the key to a healthy future and maintaining motivated and satisfied employees.

Recently associations representing optometrists, chiropractors and physiotherapists are particularly angry, since their services have been taken off the list of treatments covered by OHIP. As a result individuals are faced with large upfront costs for medical services that were once covered under OHIP if no employee group benefits plan is in force.

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Calendar of Events

Feb. 09-12, 2006

Carolina Auto Recyclers Annual Meeting
Raleigh, North Carolina
www.carolinaautorecyclers.com/events.htm

Feb. 13-14, 2006

SWANA - The Solid Waste Association of North America
Winter Conference
Albuquerque, New Mexico
<http://store.yahoo.com/swanastore/newcotaretow.html>

Feb. 14-15, 2006

Resource Recycling-Plastics Recycling 2006
North American Plastics Recycling Conference
Orlando, Florida
www.plasticsrecycling.com

Feb. 15-17, 2006

Association of Municipal Recycling Coordinators
Hockley Valley, Ontario, Canada
www.amrc.ca/events.html

Feb. 22-24, 2006

Aggregate Producers' Association of Ontario
Annual Meeting and Conference
Toronto, Ontario, Canada
www.apao.com/events.htm

Feb. 25-28, 2006

Professional Electrical Apparatus Recyclers League (PEARL)
Annual Conference & Membership Meeting
Orlando, Florida
www.pearl1.org/annual_conference.htm

Feb. 28-Mar. 02, 2006

Society of Plastics Engineers
Global Plastics Environmental Conference (GPEC 2006)
Atlanta, Georgia
www.sperecycling.org

Mar. 1-2, 2006

ForestLeadership - Sustainability Challenge
Toronto, Ontario, Canada
www.forestleadership.com

Mar.05-08, 2006

Southeast Recycling Conference & Trade Show
Pensacola Beach, Florida
www.southeastrecycling.com

April 25, 2006

Canadian Pallet Council
Annual Conference & General Meeting
Toronto, Ontario, Canada

May 1-2, 2006

Environmental Science & Engineering
Canadian Environmental Conference & Trade Show
Toronto, Ontario, Canada
www.canect.net

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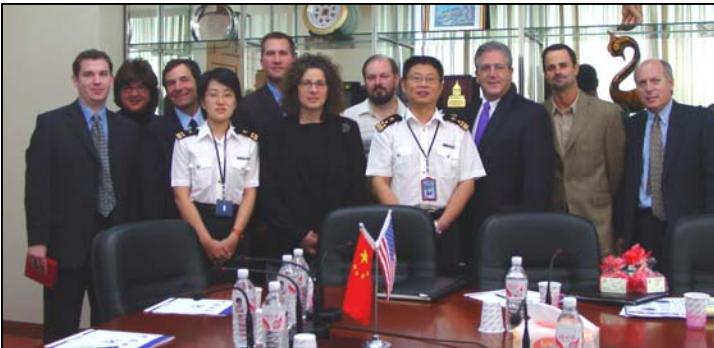
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China Mission: Accomplished

In September 2005 delegates of RecycleNet Corporation were pleased to participate in an eight-day, three-city Paper Trade Mission to China sponsored by the Institute of Scrap Recycling Industries (ISRI) Paper Stock Institute Chapter.

The delegation consisted of eight PSI members and ISRI president Robin Weiner. The group had the privilege to



Meeting with China Customs Officials. (F, L-R) Xin Yan, Robin Weiner, Wu Genping, (B) Terry Millie, Linda Leone, Martin Davis, Richard Post, Paul Roszel, Martin Berkowitz, Joseph Scheck and David Gossack.

meet with officials from various organizations such as China Customs, AQSIQ, CIQ, SEPA as well as tour high profile Chinese production facilities and container terminals including a Kimberly-Clark Manufacturing Plant, Nine Dragons Paper Industries Company, Lee & Man Paper Manufacturing Ltd. as well as Yantian International Container Terminals and Shanghai International Port (Group) Co., Ltd.

The delegation members attended several receptions hosted by ISRI, and were able to squeeze in a Great Wall hike, a visit to the Jade Buddha Temple, a Shanghai cruise and some shopping into their busy itinerary.

RecycleNet Corporation hosted a series of three events in three cities: Beijing, Shanghai and Guangzhou. This provided an opportunity to meet with many of our long standing customers in person and to discuss the future of the recycling business in China and the challenges this will evoke.

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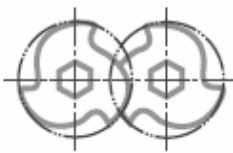
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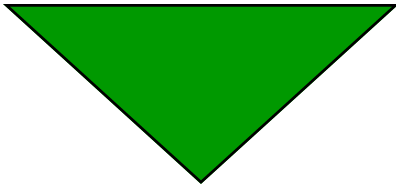
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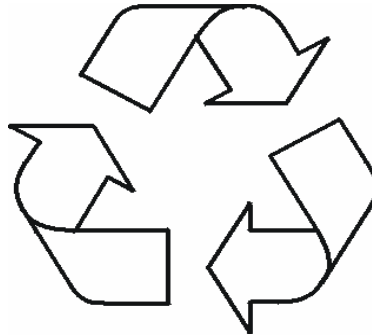
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