PRESENTATION SPEECH

FOR

JIM YANG

There’s an old proverb that teaches us, “One man’s trash is another man’s treasure.” Hello everyone. I am Jim Yang, President and co-founder of Newport CH International, and although that may be an overly simplified phrase to apply to a complex industry, we have taken what was once known as “trash” and done our best to turn it into an acceptable, valuable, sustainable, and reusable commodity. We identified a void in the market and we addressed the mandate to find and provide resources of recycled materials and ship them efficiently and intelligently to places where those resources were needed. We established a company whose early focus was on sourcing and repurposing recyclable paper, and more recently we’ve added other sectors. As a global culture, we produce more and more waste per capita each year and it is essential to our survival on this planet to transform waste into viable raw materials. Newport CH began in 2003 with a vision of recycling paper. In 2005 we branched out to include scrap metal. In the past two years we have added our plastics division and we are proud to say that unit **alone** has grown to ship about 450 containers per month from our partners to mills and factories throughout China. In total, including all three divisions, Newport CH transports almost **5,000** 40-foot containers of recyclable raw materials **each month.** That’s **A LOT** of recyclables!

At Newport CH, our focus is on the sourcing of recyclable paper, plastics and metals throughout the United States, the United Kingdom and Europe, and we then directly export, supplying numerous factories in China as well as other Asian countries. It is a fascinating process to provide raw material for a new generation of “state of the art” mills and manufacturing facilities, and at Newport CH, we devote time, resources and research to creating and sustaining a platform that supports the entrepreneurs and traders that specialize in the industry. We have built our reputation on quality, service, competitive prices, and an extensive knowledge of the constantly changing rules and regulations that are an essential part of the import/export process.

At Newport CH, we are dedicated to handling all phases of logistics **in-house**. From shipping line rate negotiations and bookings to local drayage assistance, export documentation and related banking transactions, we believe that less layers equals greater efficiency and provides the opportunity for clear communication. To facilitate our exports to China we are AQSIQ certified and are an approved CCIC self-inspection company. We also work to encourage growth within our recycling industry by maintaining a current knowledge base of what is required at the state and local government levels. All transactions and documentation are handled from our corporate headquarters in Orange, California. Concurrently, through our office in Shanghai, China, we are able to work directly with the buyers from our mill clients. We are in constant and close communication with our Shanghai office as we stay informed of any market changes, regulations, and concerns regarding materials shipments scheduled to arrive into China. We are also continually informed about unique regional Chinese government requirements and we do our best to work within the matrix of ever-changing rules that sustain and guide our industry. Our European offices in London and Amsterdam enhance our global presence by extending our export services from various locations in Europe while also shipping to Asia.

For the past 5 years, The US Journal of Commerce has consistently ranked Newport CH as one of the **top three exporters** of recyclable material.

The more we know and the more we are prepared to support our entrepreneurial partners in completing all phases and details of the process, the more our industry will be prepared and able to grow and serve our current and new clients. We are excited to meet all of you here today and we look forward to exploring further synergies with those of you that are interested in expanding your impact in this exciting and growing field. Thank you all!