PRESENTATION SPEECH

FOR

JIM YANG

**HS 10/1-REVISED/REWORKED PORTIONS IN BLUE**

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There’s an old proverb that teaches us, “One man’s trash is another man’s treasure.” Hello everyone. I am Jimmy 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. 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 and I am honored to be sitting here as part of a panel of experts that specialize in doing just that.** At Newport we source recycled materials and ship them to places where those resources are needed. Newport CH began in 2003 with a vision of exporting recycled paper. Later on we opened offices in the UK and Europe to expand our wastepaper base. Then later, in the year 2005, we saw the opportunity to ship ferrous metal in containers so we branched out into the scrap metal business. In the past two years we have added our plastics division and we are proud to say that plastics unit **alone** has grown to ship about 450 containers per month from the United States to mills, traders and factories throughout China. In total, including all three divisions, Newport CH ships about **5,000** 40-foot containers of recyclable raw materials **each month.**

**At Newport CH, our focus is on the sourcing of our core recyclables throughout the United States, South America, the United Kingdom, and Europe**. (I feel like this sentence is redundant from the earlier paragraph, what do you think? **HS 10/1-TO ME, THIS ADDS TO THE ABOVE AND EXPLAINS FURTHER WHAT YOU DO-and I just removed the list of materials and called them “core recyclables” to avoid being redundant-it’s also shorter to speak**). We supply numerous factories in China and India as well as those in other Southeast 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 it has provided a real education for all involved as we work with developing countries while also learning to navigate the various rules, regulations and practices (HS-customs? choose one) of the Chinese government.**

At Newport CH, we devote time **while committing** resources and research to creating a platform that supports the entrepreneur traders in our organization. We have built our reputation on quality, service, competitive prices, and an extensive knowledge of the constantly changing **requirements** that are an essential part of the import/export process.

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. We are AQSIQ certified and are an approved CCIC self-inspection company. 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 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.

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