



Schnitzer Steel Industries



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NE Regional Logistics Manager

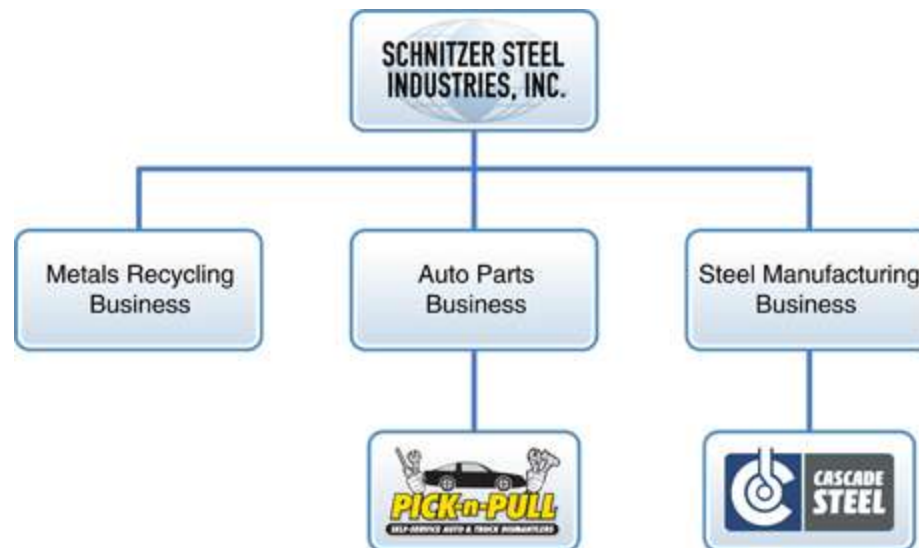
2014 NEARS SPRING CONFERENCE





Overview of Schnitzer Steel Industries

Schnitzer Steel Industries, Inc. is one of the largest manufacturers and exporters of recycled ferrous metal products in the United States. The Company's vertically integrated operating platform also includes its auto parts and steel manufacturing businesses.





Company Facts

6th largest ferrous and non-ferrous scrap processor in North American by Recycling Today in 2013

Reported \$2.6B in revenues in fiscal year 2013

In 2013, the company purchased 4.3 million tons of ferrous scrap and 520 million pounds of non-ferrous scrap.

In 2013, the company exported over 4 million tons of ferrous scrap worldwide.

Operates 123 facilities in 22 states as well as Puerto Rico and Canada

- 7 facilities are export terminals located on the East Coast, West Coast, Hawaii, and Puerto Rico
- Has 10 total operational shredders, of which, 5 are 9000 Horsepower Mega-Shredders

Schnitzer Steel went public (NASDAQ: SCHN) in 1993 and recently commenced its 109th year of operations.



Schnitzer Steel Industry Locations

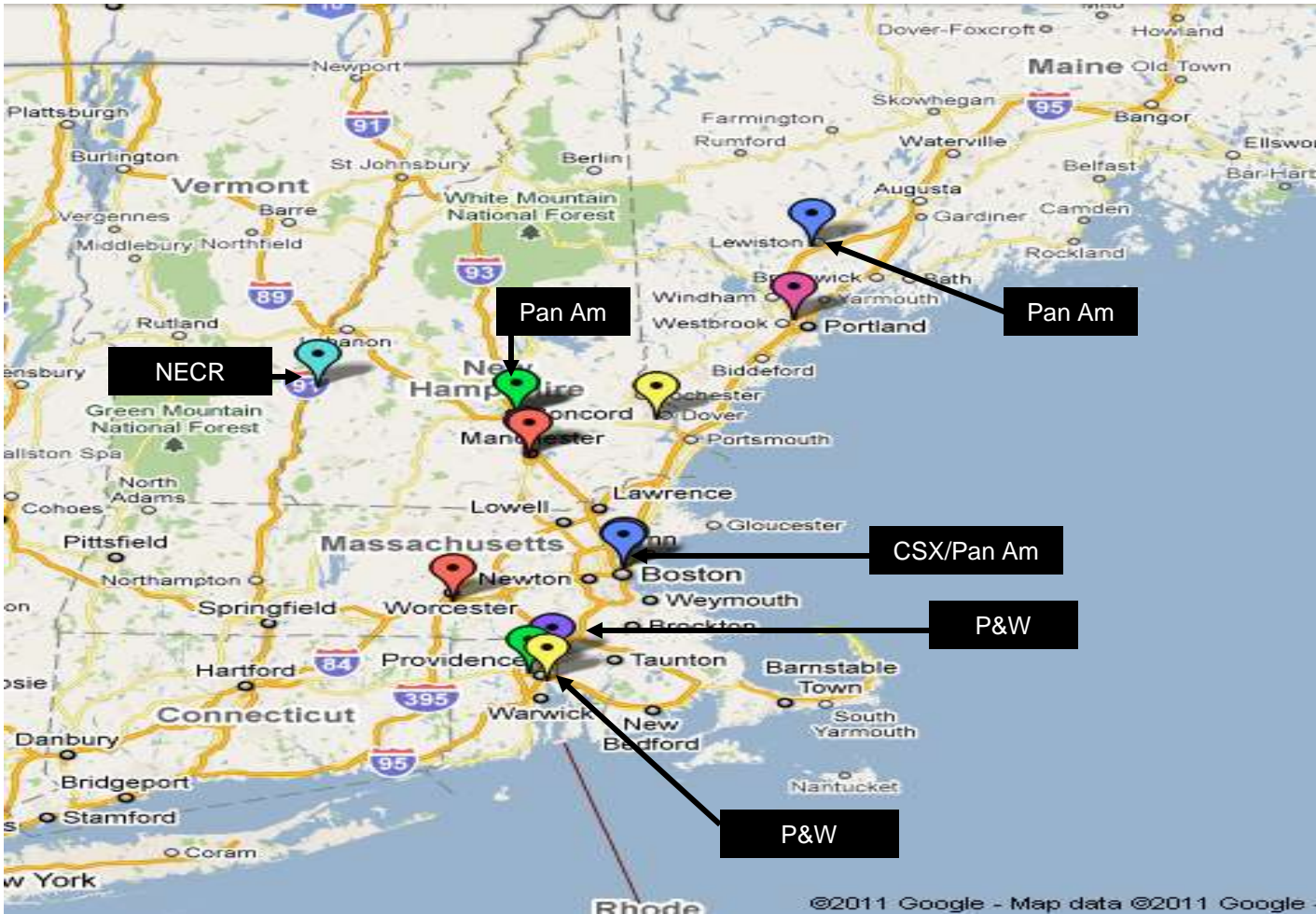


■ Metals Recycling ■ Auto Parts ▲ Auto Parts - Pick-n-Pull ■ Steel Manufacturing





Schnitzer NE Rail-Served Yards





NE RAILCAR VOLUME

		SNE VOLUME BY RAIL	
		(note our fiscal year)	
YEAR		TOTAL TONS MOVED BY RAIL	TOTAL CARLOADS
2012		86154 GT	1051
2013		114262 GT	1405
2014		98971 GT	1207
		So far 2014	



Single Car / Small Volume Shipping Positives

- Ability to ship to who we want when using company owned or leased cars
- We can sell smaller amounts to multiple customers and capitalize quickly on market synchronicities.
- Flexibility to be able to ship daily with any volume.
- Flexibility to buy material the same way and spread purchases out
- Eases cash management issues as payables are spread out over an even period of time.
- Ability to work with daily ups and downs in operational support of loading and unloading of cars.
- Enables you to develop any and all shipping options for efficient freight movement



Single Car / Small Volume Shipping Negatives

- Pricing, not able to get volume discounts.
- System cars may not be available to smaller orders as they would for volume shippers.
- Rail service may not be available as needed for smaller volumes of car movement.
- Increased chance for car movement issues as cars are moving individually or in small groups and not in bulk.
- Potential delays in getting rates as each individual rate has to be requested and published.
- Customer service response time for smaller shippers is always slower than high volume shippers.
- Demurrage charges are different for volume shippers over smaller shippers
- Certain commodities move more efficiently in volume



Thank you for your time today.