



The realities of supplying the  
Construction Industry  
with re-used steel



# Opportunities & Threats

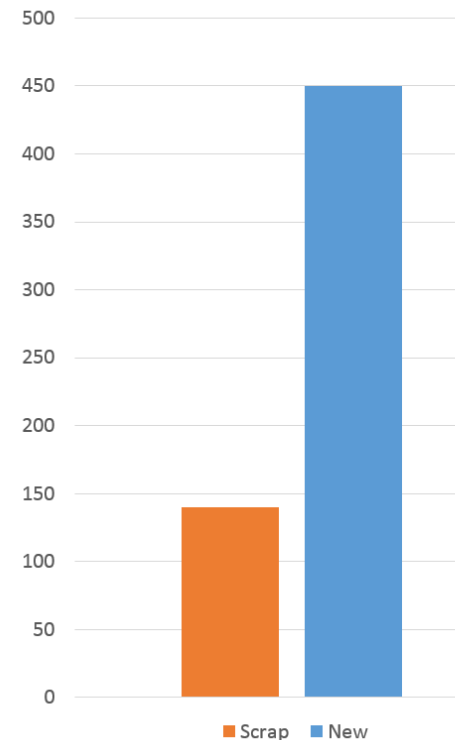
## INTRODUCTION



- ❑ We specialise in the reuse of oil pipe and mill surplus and down grades
- ❑ Quality has ramped up dramatically in 20 years
- ❑ Surpluses are significant – 36000T on one contract
- ❑ Sizes are bespoke so keeping it can be a long job



# Reducing Costs



- Starting price is scrap - top line is new so real opportunity
- Scrap is volatile
  - £16/T → £240/T in recent times
  - £80/T → £145/T in 4 months this year
- Double edged sword
  - scrap dictates section prices
  - low scrap => more incentive to get better return

But

  - low scrap => lower new prices
  - high scrap => no need to chase better return



# Reducing Carbon

Reuse is almost 100% carbon saving vs New  
vs Recycling

In our case also recycle coatings

## Plastic



## Concrete



Coated materials disliked by scrapman so we help market



# THREATS

- **“Marketing”**

Ever increasing grades

Global players – market control

Specifiers guides – all prime, new grades

- **“Scrap” reputation**

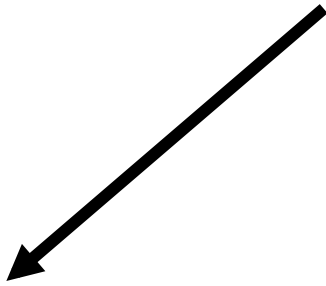
Dodgy/dishonest

Poor quality

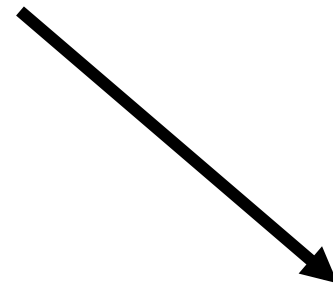
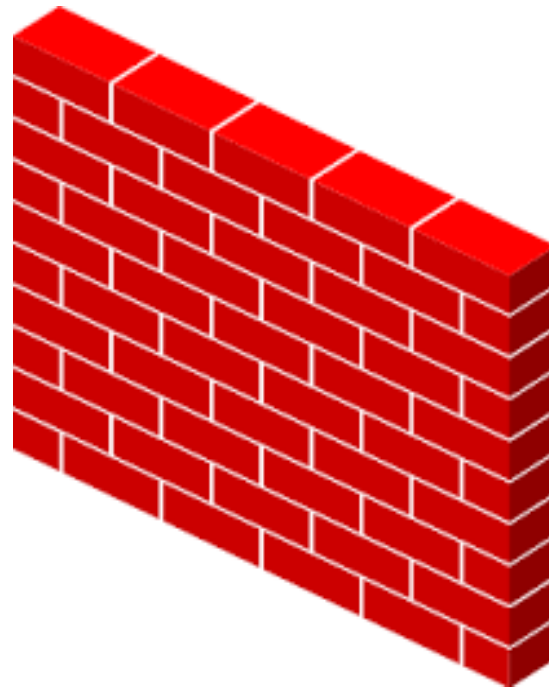


# REGULATION

E.U.



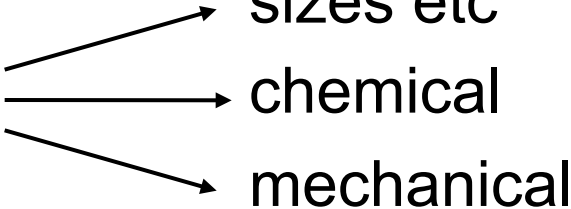
- CE & Constructions Regs
- Totally prescriptive
- Reuse speculated but not enacted



- Green Regs & Targets



# WE CAN COMPLY!

- Materials can be individually tested 
  - sizes etc
  - chemical
  - mechanical
- Individual tests equivalent to a 3.1 cert
- Traceability – Mills only batch or hand mark so can easily be matched
- Individual testing exceeds any prime certification regime