

Good Point Recycling



Fair Trade Recycling



Robin Ingenthron

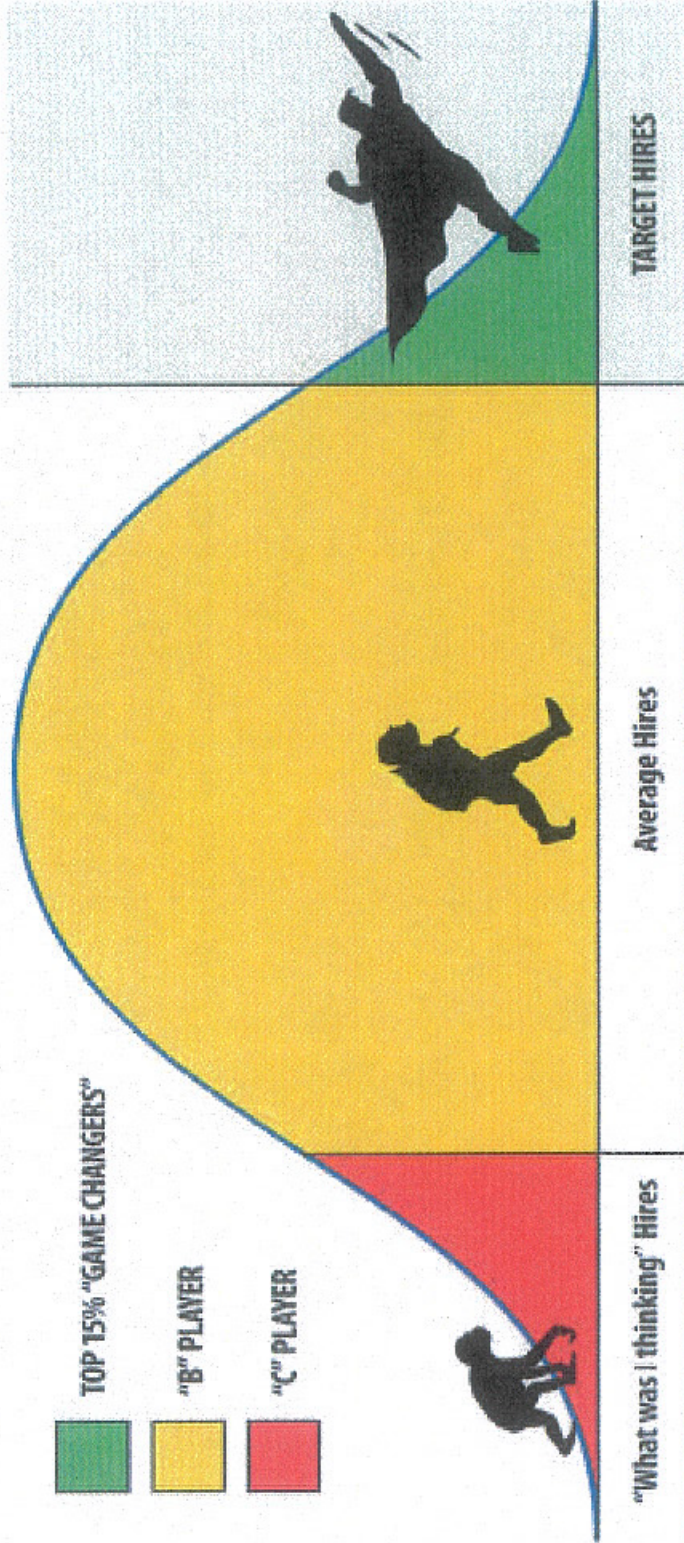
**INVESTORS' CIRCLE
FALL CONFERENCE**

2009

November 15-17
Willard InterContinental
Washington, D.C.

www.good-point.net Middlebury, VT

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7 billion people

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	1 Billion \$25K	3 Billion \$3-10K	3 Billion Poor
Stockbroker	XXXXXX	XX	0
Software Coder	XXXXXX	XXX	0
Doctor	XXX	XXX	X
Engineer	XXX	XX	X
Teacher	XXX	XXX	X
Government	XX	XXX	XX
Commerce	XX	XXX	XXX
Repair	0	XXX	XXX
Recycling	X	XXX	XXXX
Mining	X	XX	XXXX
Agriculture	X	XX	XXXX
???	XXX	XXX	XXXX
Sex, Drugs, Child Soldier, Kidnapper, Begger	X	X	XXXX

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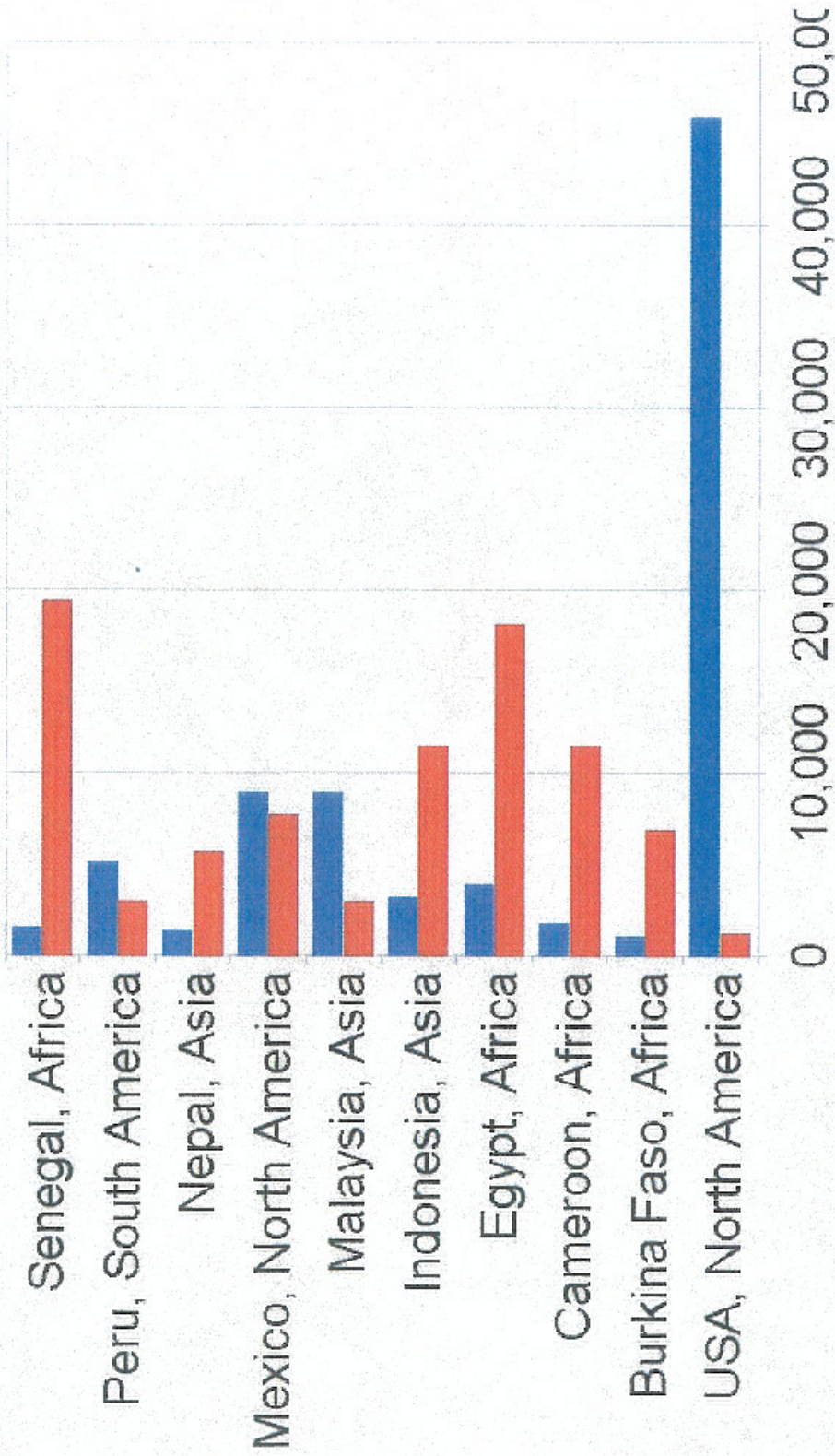
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Decade this far: Wealth vs Internet Growth



■ Country's est. wealth 2007 (WTO)
 ■ Country's est. internet growth 2000-2006



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Middlebury, VT

Assembly line of a factory in Asia which have 5000 used ISA monitors

Good Point Recycling



PI@ZACOL
EN COLABO
COOPERATIVA DE TURISMO
OFICINAS ISEA
FRONTERAS SON.

EL VOT
SERVITI



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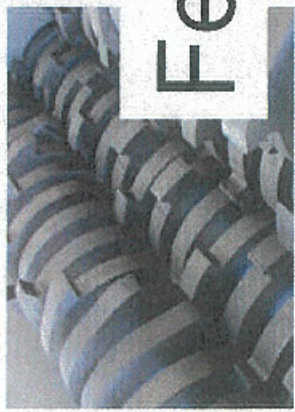
e-Waste



Greed



Fear



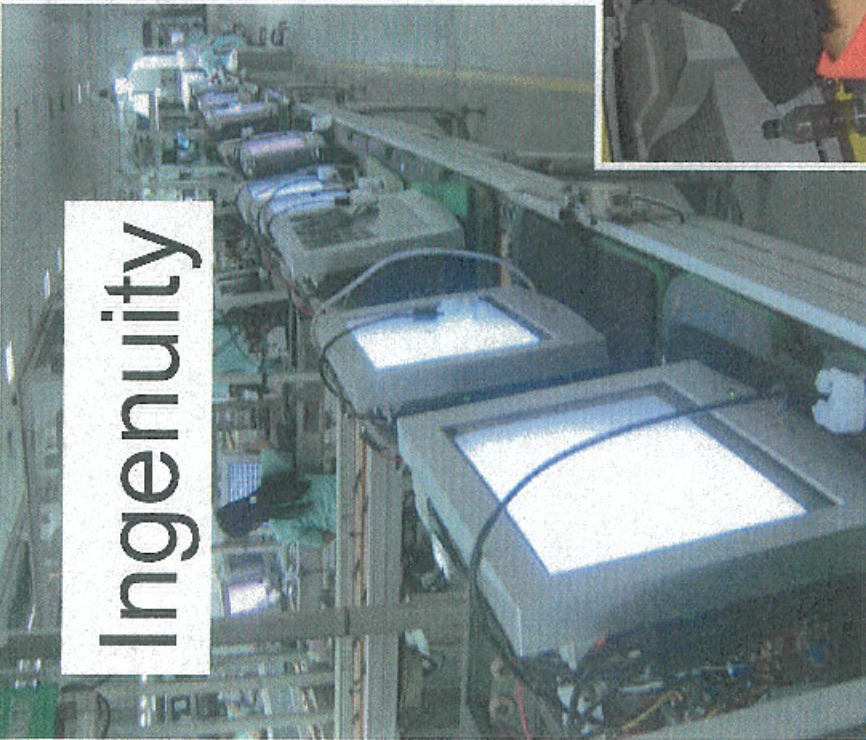


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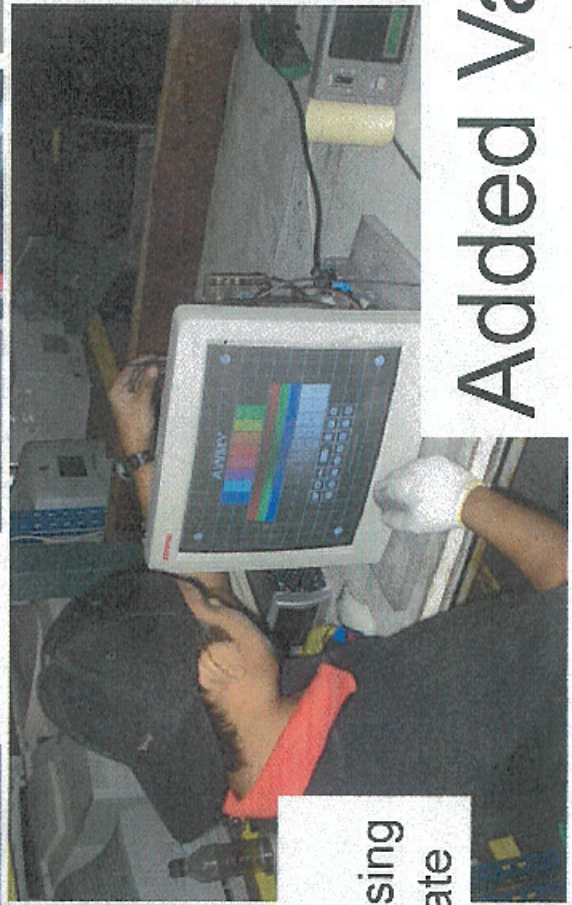


20% of (working or repairable) material is 80% of value

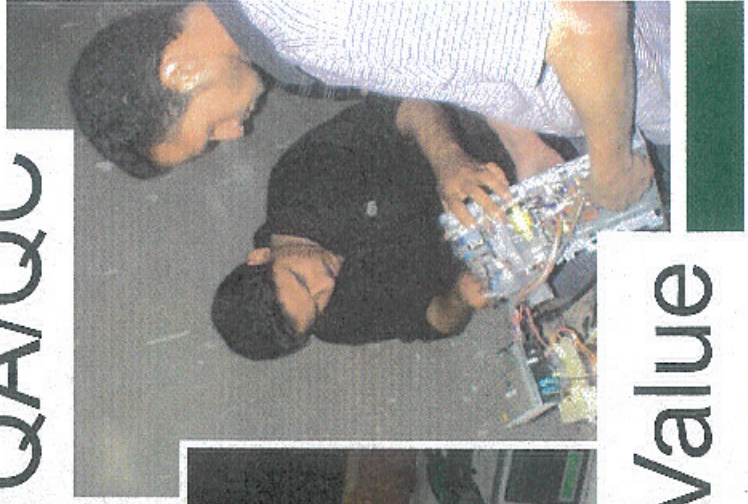
Ingenuity



QA/QC



Nations with 1/10 USA GDP per capita are increasing Internet use at 10X USA rate



Added Value



Good Point Recycling



Good Point Recycling provides scaleable and cost-effective "e-waste" management through "fair trade".



- 50,000 s.f. facility in Vermont
- 28,000 s.f. facility in Mexico
- 20 employees USA, 10 in Mexico
- Mexico controlled by women's coop, 50% employee owned
- 20 trailers & 5 trucks
- 140 clients
- Average load 100 monitors or TVs
- Average bill \$830
- In-house repair, scrap processing
- Consulting to EPA, China, United Nations
- Official recycler for OEMs in three states



Fair Trade, In Mexico
With our own Maquila

Face to face visits in USA
and 13 other countries.



Good Point Recycling, Middlebury, Vermont
a division of American Retroworks, Inc.

Good Point is a national leader in ethical and economical recycling of old electronics.

"E-Waste"

Good Point Facility

Dis-assemble Junk 70%

glass



steel



plastic



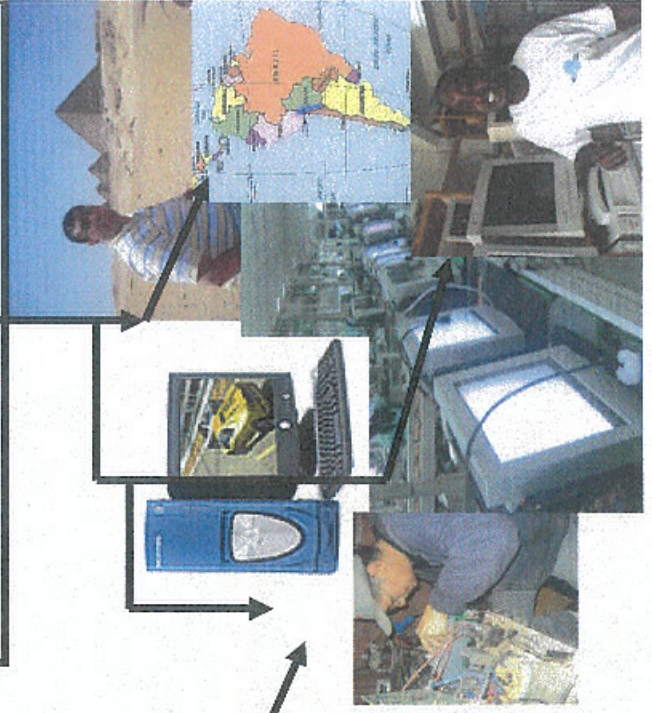
copper



USA Sales 5%

Some Parts 5%

Export for Reuse 25%



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The Service Customers

- **Municipalities:**
 - TVs are over 50%
 - Strong client retention
 - Dependable supply
 - Legislation rising
- **Institutions:**
 - Computers - Higher value
 - PCs disposed in batches
 - More environmentally and public relations aware
 - More competition

Recycle Your Sony Today!

\$10.00 Coupon

First Name

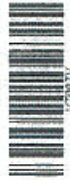
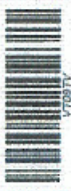
Last Name

Address

City

State

Zip Code



All in this state to the center of the TV screen.
Limit 5 coupons per resident.



Thank You for Recycling!

Coupon paid by Sony, valid for Sony TVs and receivers only.
Good for redemption at Good Point Recycling, Inc. (see store location).
©2004 Good Point Recycling, Inc. Expires 2/15/2010

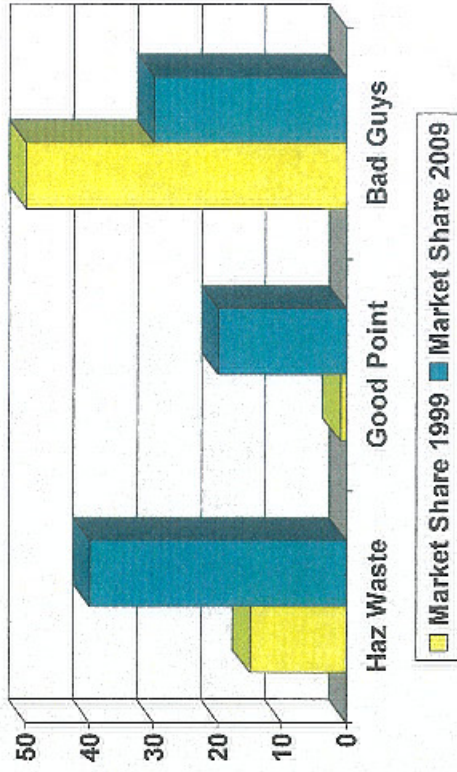
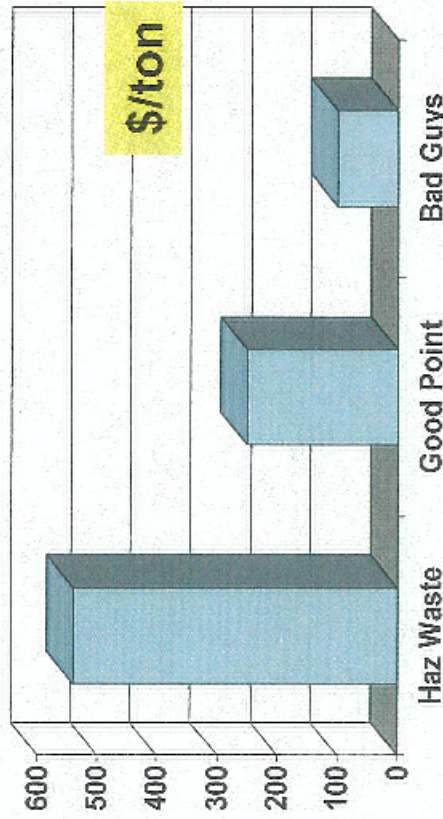
Manufacturers:

Sony, Panasonic,
Sharp, Toshiba

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The Competition

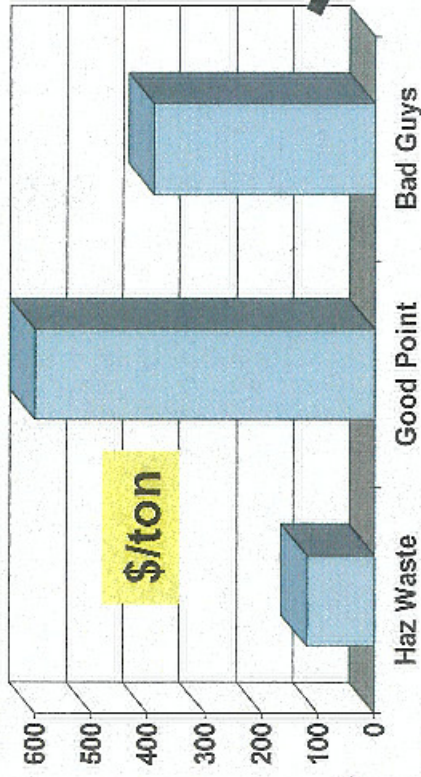


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Export Revenue

No Export /
Shredded scrap



Good Point Triage



All Export ,
Unprocessed



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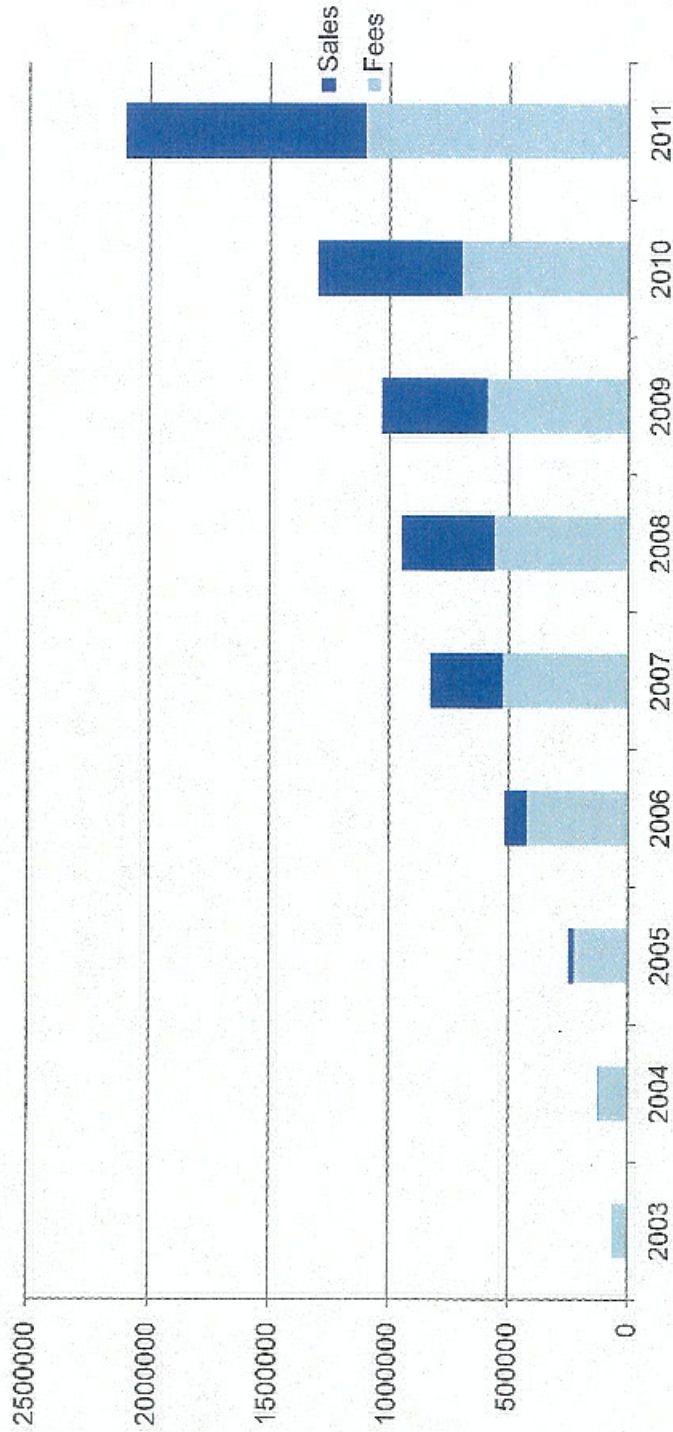
Company Revenues from 2003-2011

Discount Rate 15%

Mean \$1,513,176
Range Minimum \$ 968,959
Range Maximum \$2,221,274

Discount Rate 30%

Mean \$899,395
Range Minimum \$590,714
Range Maximum \$1,313,591





Mexico Opportunity: Fair Trade, Sustainable End Market

- Legitimate USA Recyclers fled exports despite market forces
- Legitimate overseas buyers are frustrated dealing with USA exporters
- Since 1999, TVs and monitors **still working** spiked from 30% to over 75%
- The USA switched to digital TV, Mexico broadcasts analog
- Negative **media coverage of overseas dumping** pressures bad actors
- Good Point established Retroworks de Mexico in 2006, to take advantage of more reuse, CRT glass end markets
- **Fair Trade Recycling is hip**



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Retroworks de Mexico

“Fair Trade Recycling” in practice

- Good Point’s partner is a women’s collective
- Sustainable jobs, higher potential reuse rates
- **EPA / SEMARAT Grant \$85K (awarded Oct 2009)**
- Huge CRT Glass end market at local smelter
- Same concept as TV assembly maquilas in 1990s
- Creating jobs for Mexicans at home in Mexico



“Las Chicas Bravas”

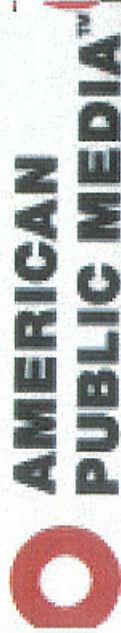




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Fair Trade Recycling Brings Export Market Closer to Home



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5 Year Plan

- Expand market-share of TV recycling
- Lower production costs in Mexico
- Increase sophistication of Mexico operation with help of Malaysia staff
- Cross-train Vermont and Mexico staff
- Raise \$350k through sale of a 30% stake

Bring refurb factory from Malaysia to Mexico
Convert local Mexican smelter to recycled CRTs
Marketing and Logistics
Wholesale CRTs from other recyclers



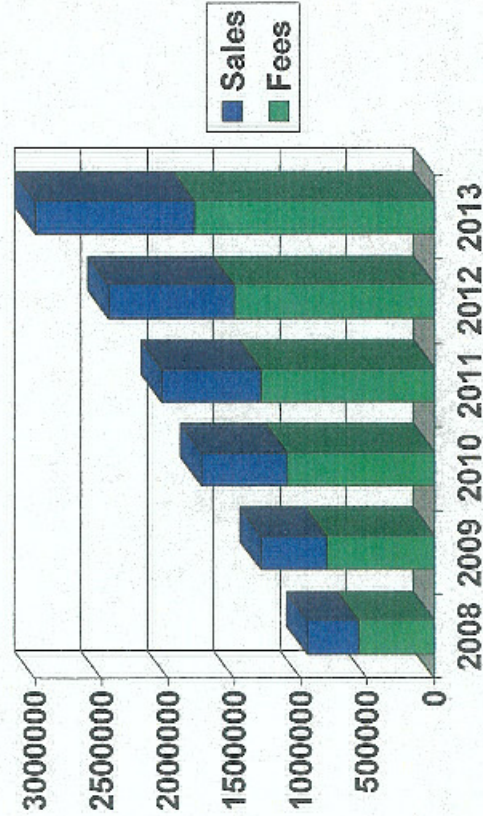
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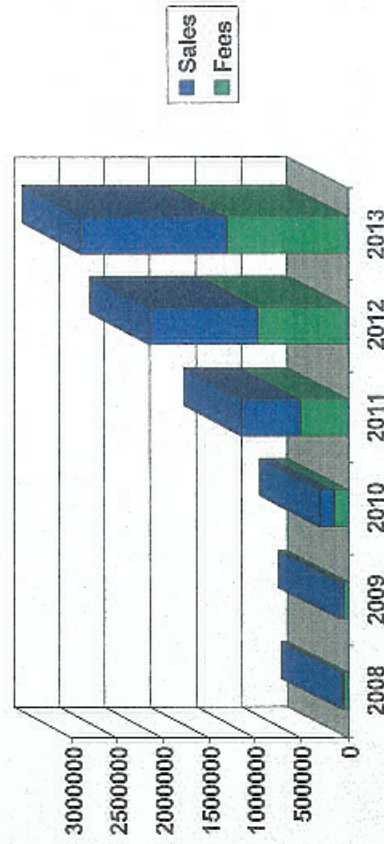
Revenue Projections to 2013

Having met its first 5 year projections, *Good Point Recycling* continues to expand in the Northeast with new state and manufacturer contracts. Meanwhile, the Maquila Operation in Mexico will expand as USA's end market for CRT Televisions. The lower cost of operations in Mexico will make it less dependent on fees. Sales will be higher both in ratio to fees, and through improved reuse, repair and resale.

Vermont



Arizona - Mexico



Good Point Recycling



www.retroworks.com

- **Robin Ingenthron, CEO**
 - MBA, BA International Relations, Recycling industry since 1979
 - Former director of MA DEP Recycling Program
 - VP, ElectroniCycle Inc. (one of top 5 in USA), consultant to EPA, Dell, China.
- **Roberto Valenzuela**
 - Former Executive of Latin America markets for HP
 - Managed demanufacturing for HP in Puerto Rico
 - Advisor to Grupo Mexico smelter
- Colin Davis, Rachael Gosselin - Vermont
- Vicki Ponce, Alicia Valenzuela – Mexico
- Allen Liu, Net Peripheral (Penang, Malaysia)
- Hamdy Moussa, Medi Com (Cairo, Egypt)