



# PRESENTATION DOSSIER

May 2004

## SUMMARY

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# Introduction



“ Enclosed, you will find a **summary presentation of the BARTIN Group**. This will allow you to quickly learn about our activities, appreciate the quality of our sites and installations and have access to our consolidated key numbers.

The Bartin Group, which I have directed since 1989, reunites the businesses **RIC ENVIRONNEMENT**, created by the Bartin family in 1859, **SIDEREM** who joined us in 2001 and **PIERRE LAUTARD and METAL GIRON**, which were integrated in the second half of 2003.

**RIC ENVIRONNEMENT** has its headquarters in the center of France. It retrieves and treats all types of waste from local industry and communities: new and used metals, ferrous and non-ferrous, banal industrial waste and special industrial waste, cardboard, papers, plastic and wood.

**SIDEREM** over the years has become a specialist in France for the collection and preparation of new waste from industrial sites, especially automobile and equipment manufacturers.

Siderem has its principal site at Courneuve, on the outskirts of Paris and reaches to the eastern and northern regions of France.

**PIERRE LAUTARD** is also specialized in the collection of scraps and non-ferrous metals from industrial sites. Their principal site is at Bobigny.

The Bartin Group is one of the first recycling centers developed and has obtained the environmental certification **14001**. This step reinforces us in our quality research especially since we are already certified at most of our installations with **ISO 9001-V2000**.

Finally, we are extremely attentive to European environmental standards.

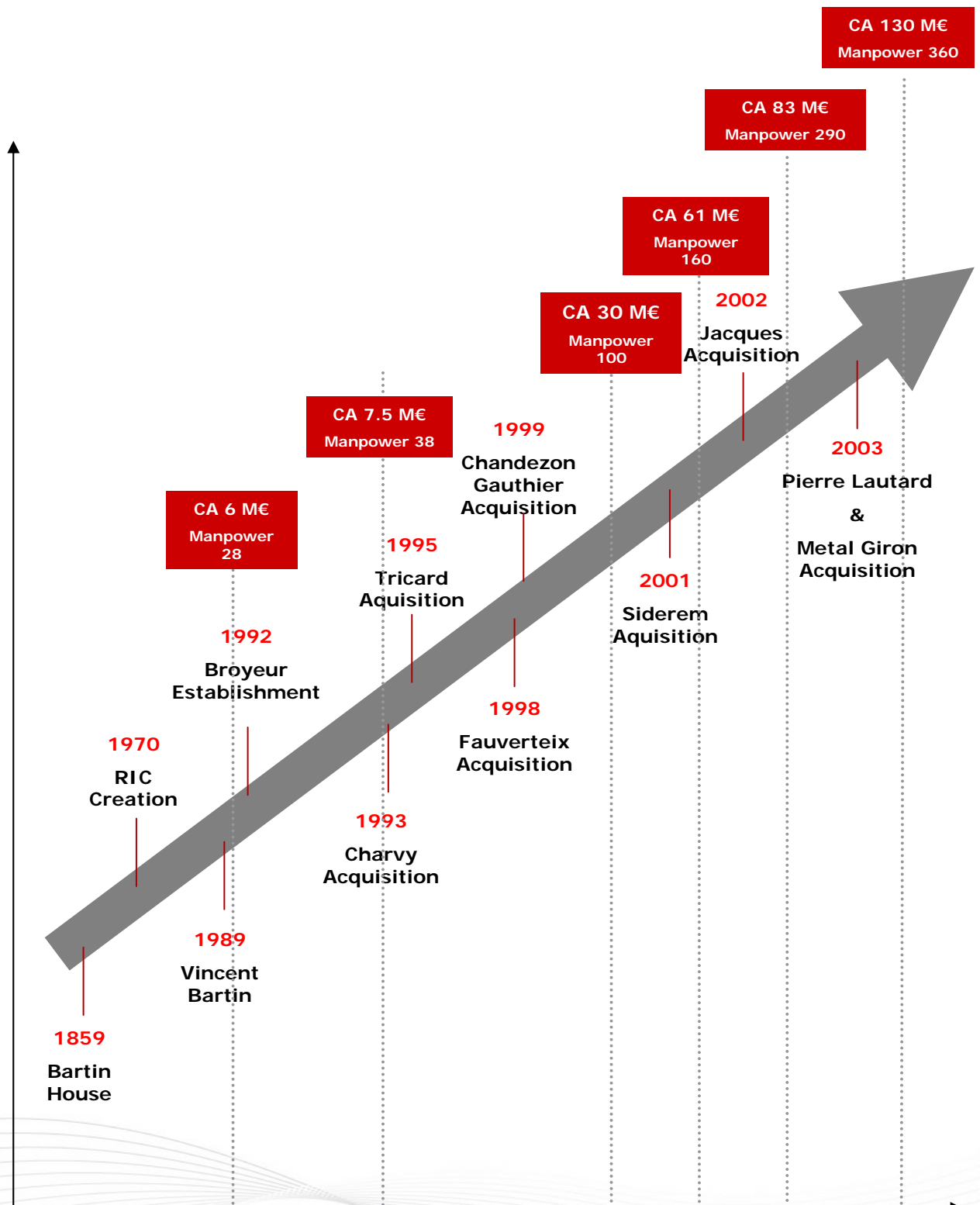
When a problem of resource control becomes a national priority, the Bartin Group, in a continuous and shared progressive step, is **proud to immediately provide its expertise while consistently respecting environmental concerns.**”

**Vincent Bartin**  
CEO



# Bartın Group

over 30 years of growth



# Activities

## A renowned expertise

**We retrieve and treat all types of waste from local industry and communities : new and used metals, ferrous and non-ferrous, banal industrial waste and special industrial waste, cardboard, paper, plastic and wood.**

Our experience and means we employ have a professional guarantee that we will fulfill enterprise and community needs for all types of waste by determining the management and logistics, using our sorting expertise, and controlling the elimination or recycling channels.



### METAL RETREIVAL

We can currently collect, sort and treat

**1,000,000 tons of scrap** per year, 320,000 tons are recycled by the smelting works and 680,000 by the steelworks.

Over **1,200 enterprises** provide our waste supply.

#### Ferrous

- New factory scraps
- Collection scraps
- Unused vehicles
- Demolition material

#### Non ferrous

- Aluminum
- Copper
- Zinc
- Chrome
- Nickel, ...



### MANAGEMENT OF BANAL AND SPECIAL INDUSTRIAL WASTE

With **over 4,000 containers** at the disposal of local enterprises and communities we collect more than **100,000 tons** of special or everyday waste, which we then sort, recycle or eliminate.

#### BANAL

- Final waste after collection
- Dump waste
- Mixed waste
- Exploitation of technical school

#### SPECIAL

- Used oils
- Batteries
- Toxic Waste
- Asbestos
- Paint, garage waste...

# Activities

A renowned expertise



## PROVISION OF SERVICES

**150 trucks and 60 cranes** allow us to respond efficiently to the specific needs of French and European businesses who wish to externalize their waste management.

## RETRIEVAL OF CARDBOARD

The sorting and development of papers and cartons necessitates a specialized team designed to optimize recycling.

**30,000 tons** are treated, sorted and compacted each year.

## FLOATING FACTORY

To reduce the volume of waste discharged daily, this factory permits the separation of materials by a successful system of densimetric baths.



## SORTING CENTER

We provide specialized centers for the treatment of waste. Once they are treated, they rejoin the most advanced redevelopment channels.

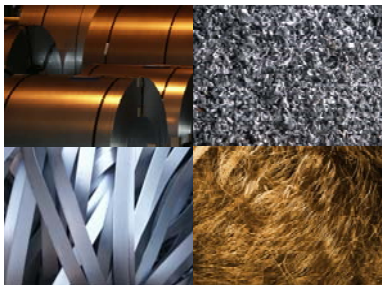
**We invest between 5 to 8% of our annual income into our development each year, specifically into the improvement of new channels: out of service vehicles, tires and treatment of asbestos, electric and electronic products at the end of their lives...**



## AERONAUTIC DISMANTLING PLATFORM

During the second semester of 2004, **our aeronautic dismantling platform, the first in Europe** will be operational at the Châteautoux-Déols airport.

# Installations near production sites

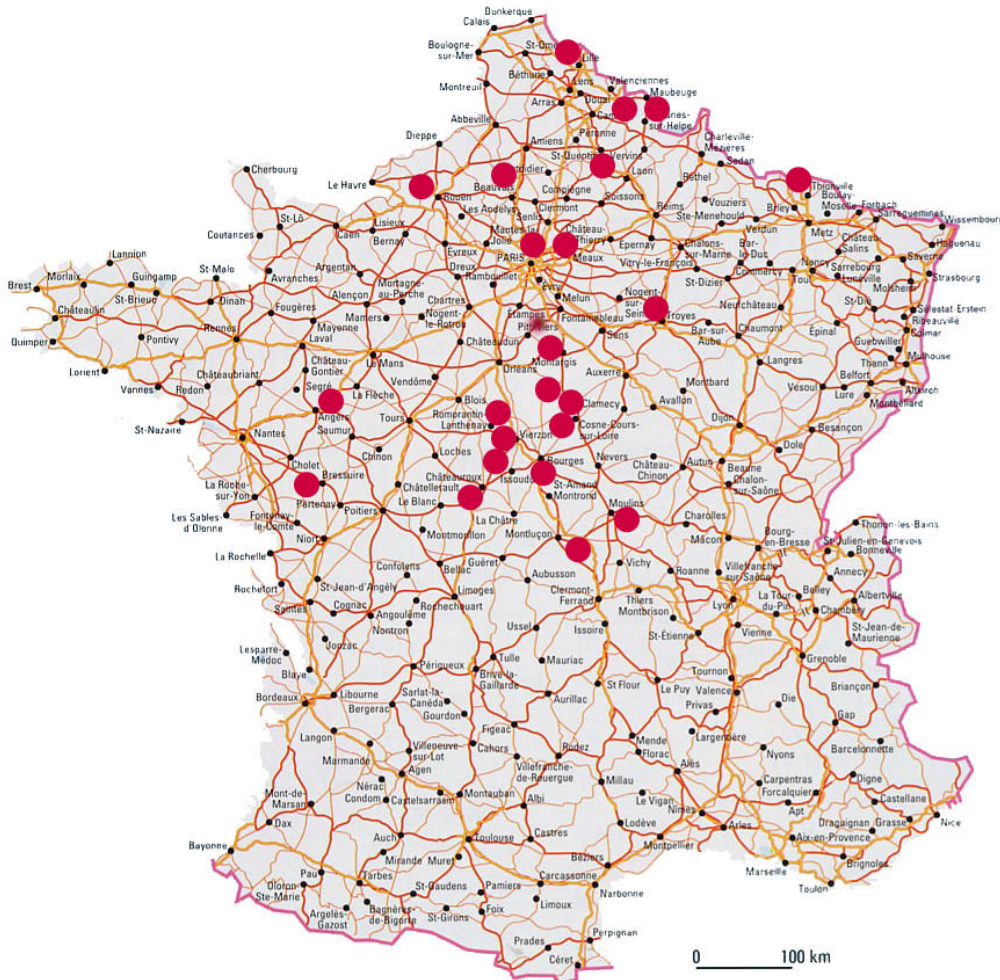


The organization of the Bartin group is founded on the self-government of its site authorities, it particularly responds to the rising threat of client externalization services and therefore necessitates the proximity of large French enterprises to areas where the group has already provided numerous services.

Relying on its 25 sites, the group is noticeably present around automobile construction plants, their facilities and sub-contractors, as well as around aeronautic and building enterprises. Its savoir-faire for metallic waste collection is renowned in France.

## GROUP SITES

- Tergnier (02)
- Montmarault (03)
- Moulin (03)
- Troyes (10)
- Vierzon (18)
- Bourges (18)
- Saint-Hilaire (18)
- Châteauroux (36)
- Ambrax (36)
- Romorantin (41)
- Montargis (45)
- Briare (45)
- Cosnes (58)
- Nevers (58)
- Hautmont (59)
- Lautard Nord (59)
- Songeons (60)
- Cerizay (60)
- La courneuve (93)
- Bobigny (93)



**Social Group  
Headquarters**  
ZI route de Foëcy  
18100 Vierzon

# Import-export

## International Development



When import/export enlarges the number of supply sources and resellers of ferrous and non-ferrous materials and optimizes the functioning of its different sites in France, **the development of our installations in Eastern Europe is notably carried out to accommodate our clients and suppliers.**

A first glance of the site shows effective installations are already implemented or under development in the Czech Republic, Slovakia, Germany and Poland.

We are also present in the Mediterranean Basin (Tunisia, Algeria, Libya, ...) and are preparing an installation in China.

Since the start of 2002, our international trade has developed strongly and this year we have negotiated an average of 10,000 tons per month.



# References

## of privileged partners

### PRINCIPAL SUPPLIERS



*And also...*

DUNLOP ROUES  
 SELNOR (BRANDT)  
 FRANCAISE DE  
 MECANIQUE  
 MAGNETTO WHEELS  
 PETITJEAN  
 MATRA DEFENSE  
 RANDON / DEFI  
 SNOP

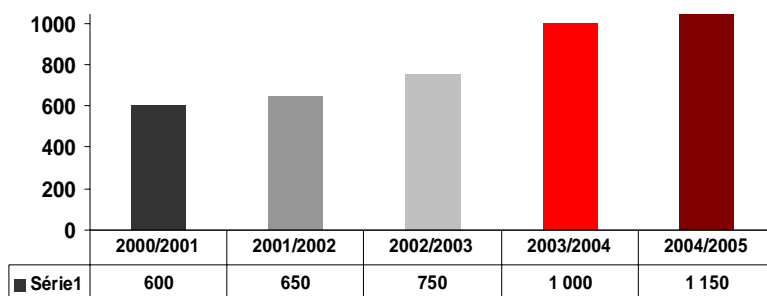
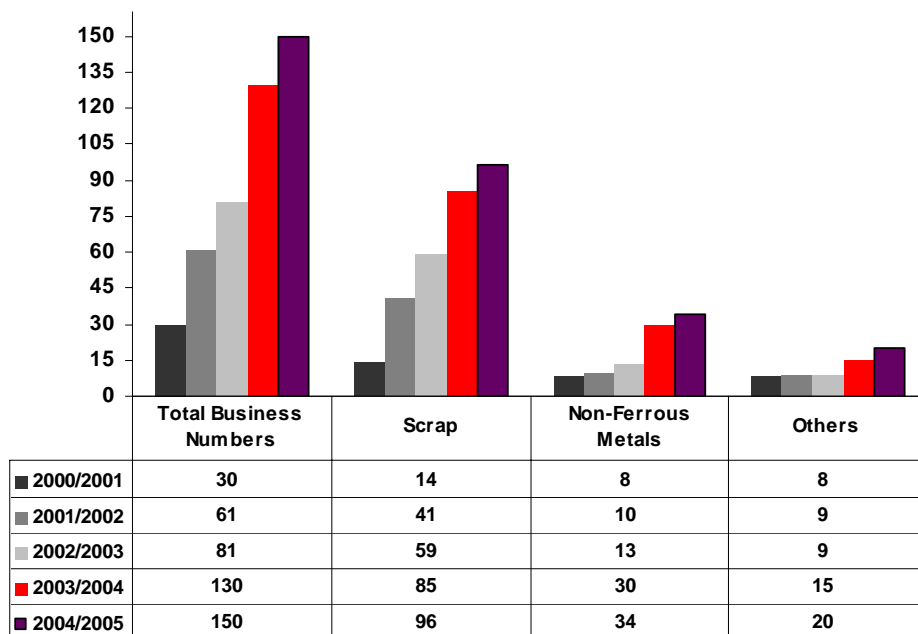
CORUS Group  
 EADS  
 DEFONTAINE  
 AUTOLIV  
 PRIMAGAZ / LIOTARD  
 MGI COUTIER  
 MATRA AUTOMOBILES  
 GIAT INDUSTRIES

### PRINCIPAL CLIENTS

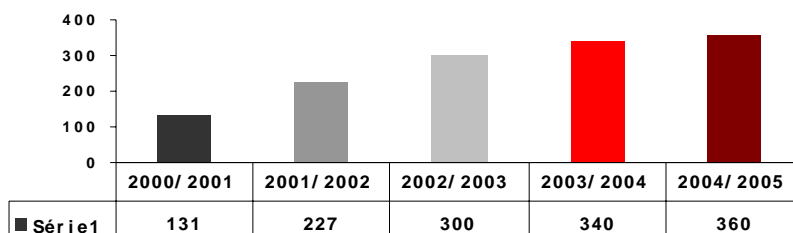


# Key numbers

Annual Numbers in millions of Euros



## Manpower



# Average Materials



## **A modern team**

- 8 hydraulic presses
- 12 packet presses
- 2 cardboard presses
- 25 bascule bridges
- 1 Hammermills compactors
- 2 Henschel pre-compactors



## **Moblie materials**

- 152 trucks (31 of these have cranes)
- 124 trailers and semi-trailers
- 62 storehouse earthmovers
- 2 levy cranes
- 60 elevators



## **Collection Material**

- 4 000 skips
- 400 containers



## **Specialized sites**

- 16 collection and transit sites
- 6 collection and treatment sites
- 2 class 2 technical burial centers



# Certifications



The Bartin group is one of the primary actors on the recycling stage in France and has obtained the proper environmental certification **14001**. This approach progressively extends to the whole of our sites and reinforces our quality research in order for us to be either fully certified (or in the process of certification) **ISO 9001-V2000** on 10 of our sites.

## RIC Environment

- Vierzon (18) : ISO 9000 v2000 -14001
- Bourges (18) : ISO 9000 v2000
- Saint-Hilaire (18) : ISO 14001 in plan
- Châteauroux (36) : ISO 9000 v2000 - 14001
- Ambraux (36) : ISO 14001 in plan
- Romorantin (41) : ISO 9000 v2000
- Montargis (45) : ISO 9000 v2000 - 14001 in process
- Briare (45) : ISO 9000 v2000 - 14001 in process
- Nevers (58) : ISO 9000 v2000 - 14001 in process
- Cosne (58) : ISO 14001 in plan
- Montmarault (03) : ISO 14001 in plan



- ## SIDEREM
- La Courneuve (93) : ISO 9002 -14001
  - Hautmont (59) : ISO 9002 -14001
  - Lomme (59) : ISO 9000 v2000 - 14001 in process
  - Songeon (60) : ISO 14001 in plan
  - Tergnier (02) : ISO 9002 -14001
  - Crizay (79) : ISO 14001 in plan
  - Troyes (10) : ISO 9002 -14001 in process



# Involvement for the environment and durable development



As major players in the recycling channel industry, we carry out our activities conforming to environmental standards.

Being responsible, **we identify and control our activities' environmental impact and we work in a manner that continuously reinforces our environmental focus. We adhere without reservations to the durable development chain** and we reinforce, at our level, the importance of present development needs without compromising those of the future.

## Involvement in professional evolution



The BARTIN Group, through its national professional union, actively works for the development and improvement of its professionals.



The Group is also very sensitive to regional and territorial environment proceedings, hygiene committees and environmental protection agencies.



It is also a member of the PRAXY network, the national network for collection of waste and adheres to the rules of the International Retrieval Office (BIR), the world network of the profession.