

## GERDAU – Paper Edit

### **Alan Lamb – Manager Works**

Gerdau is a global player in the steel manufacturing business. Recently, in October of this year, the World Steel Organization actually announced that Gerdau is the 10th largest steel manufacturer in the world. We currently manufacture steel products in 14 countries around the world and we employ over 45,000 employees.

One of the unique features we have here in Whitby is we have our own recycling division which supplies, predominately, the raw materials for our melting process. To put it into perspective, one of our process streams is shred scrap, and the facility actually has a shredder which shreds up to 20,000 cars – the equivalent of 20,000 cars a month -- in order to provide us with melt stock on a monthly basis. The beauty about this type of process is it reduces environmental impacts on having to provide the industry with virgin materials such as iron ore and coal, etc.

On site we have access to five spur lines, which provide service to our western and eastern customers in Canada and United States. We currently have the capacity on site to load and service rail cars – 240 rail cars a month. So that facilities a strong foundation for our ability to deliver our products on time to our customers in far reaches of the country.

Highways are also a very important part to delivery and service to our customers, more from a regional perspective in that they provide a cost-effective means of delivering products down into the Detroit area, and as far east as Montreal.

As with many manufacturers, they're continuing to look upon their talent and fulfilling their talent pipeline, and we're not indifferent to that. We've recently done quite a bit of work with Durham College and UOIT in not only developing skills of students and fulfilling some of our long-term, future needs, but also to collaborate with them on various improvement projects and initiatives and research.

With the growth of Durham in recent years, we have great access to engineering support, manufacturing machine shop support, academic support through the college and university, as well as many of the service-related type industries that keep the plant running and our customers satisfied for delivery.

For the most part our employees reside within the Durham Region. In fact, I would suggest that we're in the range of 90 to 95 per cent. That being said, not only do they take pride in their workmanship here on site, but they also take a lot of pride in their community in making sure the region is well supported with their generous participation and engagement in community events.