

# YT Gazette

ISSUE ONE  
OCTOBER 2011



BUREAU OF INTERNATIONAL RECYCLING (BIR) YOUNG TRADERS GROUP NEWS, ARTICLES & EVENTS



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# Welcome from our Chairman.

*A message by Paul Coyte from Hayes Metals, our current BIR Young Traders Group Chairman.*

It is with great pleasure that I welcome you to the first edition of the Young Traders Gazette. The Young Traders Group is continuing to grow in popularity with more and more younger traders (traders' 35 years and under) seeing the huge benefits of attending BIR conventions and Young Trader events. With an excess of two hundred young traders participating in BIR events this is a publication for all members, which gives an insight into the Young Traders Group, and its unique networking opportunities.

I remember fondly my first BIR convention, six years ago. Knowing only a handful of people, it seemed a little daunting to be in amongst such a large number of traders. Attending Young Trader events helped. These were events for people of the same age, and less formal in setting. It is interesting looking back on these events now and realising the opportunities that being a part of the group has presented. Six years on, I regularly trade with members I met through these events and have a close network of "young trader" friends around the globe. Our company has also grown as a result of being a part of this group.

**Paul Coyte**  
**Hayes Metals, New Zealand**  
**Chairman Young Traders Group**





# Singapore Sling.

*Get the lowdown on the BIR Young Traders Group dinner and party at the majestic Madame Butterfly's restaurant and bar at the last BIR convention in Singapore.*

"The Spring 2011 BIR Young Traders Dinner at Indochine's Madame Butterfly in Singapore was the largest ever with 90 young traders from around the world in attendance. The dinner followed the Young Traders committee meeting and, as always, was a great opportunity for young traders from across the globe to network with their peers, make new friends and business acquaintances.

The venue could not have been any more fitting – Madame Butterfly is located in an old "godown" on the Singapore River in Clarke Quay, and the Singapore River was once the trading hub of Singapore. Clarke Quay, as well as the other Quays along the river, was specifically used for the trading of commodities. This historical building has since been transformed into a tastefully decorated restaurant with statutes, paintings and furniture bringing together elements from across East Asia.

The Master of Ceremonies for the night was the Chairman of the Young Traders Committee, Paul Coyte. To encourage people to take advantage of the networking opportunity that the dinner presented to everybody, Paul introduced a game that encouraged people to move from one table to the next between courses. This added an additional element of fun to the night whilst allowing the traders to meet more people over one dinner than is normally achievable.

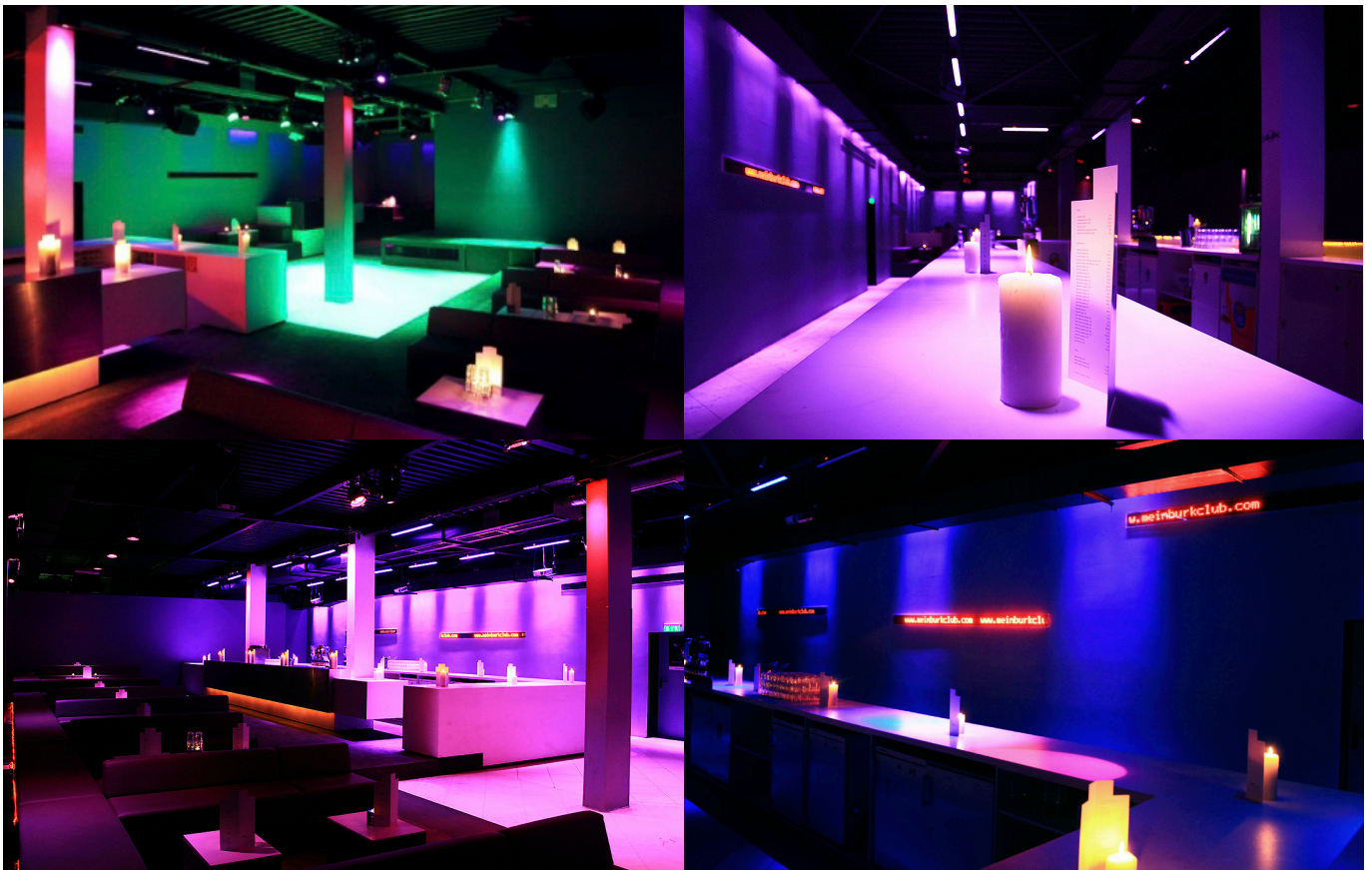
Following the dinner, everybody moved downstairs to the bar below the restaurant to dance and share a few drinks with their new friends."

**Graeme Cameron**  
**Sims Metal Management Asia, China**



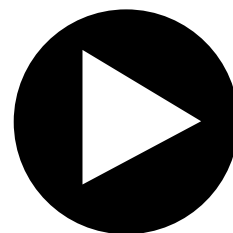
## Magic in Munich.

*We can't wait for our next event in Munich, Germany. Below is a taste of what we've got planned. So diary the date, pack your bags and we'll look forward to seeing you there!*



This autumn's Young Traders Networking Dinner will be held at the very trendy Meinburk Bar & Club on Monday 24th October. The venue, a former kitchen studio, has now been re-built into a chic, modern club and is an ideal venue for networking.

The evening is sponsored by L & P Trading of the United Kingdom and is considered a highlight for many young traders who attend the BIR conventions. The networking dinner presents an opportunity for young traders to make new contacts, strengthen relationships with existing business colleagues and do so in a fun, informal environment.



*Click the Play button to see why Meinburk Bar & Club will be a night to remember.*



## Scrap's in my blood.

*Michael Schipper from International Alloys, Inc. was born into a family legacy of Scrap Merchants. Michael shares the steps and lessons he learnt when he entered the family firm.*

It was the Spring of 2007 when I finally had the opportunity to “step into the ring” that is the scrap industry. “Finally” should be emphasized as this is the path I wanted to follow for as long as I can remember. Having had family in this industry dating back four generations certainly provided some exposure, but from an outsider’s perspective - leaving a void to be filled.

During college (university for the non-American folk) I studied finance and economics intent on finding employment in the financial field – specifically something trading related. So I did - working for a boutique currency trading firm for two and half years. During my second year I became jaded and began to look for positions in commodity trading – not forgetting that there might just be an opportunity to work with family in the scrap business. After several applications and interviews and a near move across country, all with some pushing and prodding and rationalizing to my father as to why I would be a great fit to his company at this time, I “finally” found myself with a position at International Alloys, Inc.

In my experience I have noticed this industry to have many “family businesses”. I think that is what makes the field so appealing. It invokes a sense of pride for me, and I’m sure the same for anyone who can make claim to it. I’ve also found that if your business has been established long enough, you may find yourself dealing with the same person your father dealt with, maybe even your grandfather. I have come across both situations over the past few years but there is one particular case I believe to be noteworthy.

When I first started trading for our company I was given more of a “get prices” than “give prices” role. Eventually that subsided and the real trading began - mostly with customers my father had been dealing with for years, some of which I’ve known since I was barely walking. One of these customers was just that, and I found myself speaking with him several times a week yet never confirming business with him directly as he had been dealing with my father for years and it was natural for him to continue to do so. One day he called with an offer asking to speak with my father. I explained



Michael & Larry Schipper

to this customer that my father was traveling but that I was capable of working up a price for him. Somewhat dissatisfied he took the price and told me that he needed to check some numbers but would be in touch if my price would work. Sure enough the phone rang about thirty minutes later and when I picked up I could hear some laughter on the other end. A little confused I asked the question “what’s so funny?” The response from my customer – “I can’t believe I’m about to close a deal with a kid whose diapers I changed 20 year’s ago!”. A little embarrassing at the time but I still speak with that customer on a near daily basis and have confirmed plenty of business since then.

The scrap business is one built on relationships and the relationships one can make in this business are the types that can stretch over generations. The BIR Young Trader’s Group provides us with a platform to network. The contacts gained and relationships created from this group are the type that one can maintain for a lifetime – or longer.

**Michael Schipper**  
**International Alloys, Inc, USA**

# The Melting Pot.

*Learn more about the BIR Young Traders Group from three of our committee members.*



**Alexandra Weibel Natan, Manco**

**What was it like to attend your first convention?**

My first convention as a member was in autumn 2009. I was new in the business and quite nervous. Although I met many people, I did not really manage to identify useful contacts for future businesses. I ended up spending most of my time in the plenary sessions. Altogether it was a great experience, and right after I came back to the office, I was looking forward to the next convention. I think joining BIR conventions is a good incentive for young people in the recycling business.

**What were your expectations?** I did not really know what to expect but I gained more than I could have hoped.

**Why did you join YTG?** To succeed in the scrap business I think you need to know the right people (and to be known by as many people as possible). Joining YTG gave me the possibility to get to know more people my own age with the same motivation, and interests as mine.

**What benefits have you found from being a member of the young traders group?** I got some good business contacts with whom I now work, and met some new friends, what else could I wish? As a YTG committee member I also got the opportunity to sit in a senior board, the Membership committee, which was an amazing experience for me.



**Sebastien Perron, American Iron & Metal**

**What was it like to attend your first convention?**

Going to a BIR convention for the first time gave a feeling of going into the unknown. I knew I was going to meet some of the most respected people in our industry. I hoped my experience and knowledge would allow me to network with this group of mature traders.

**What were your expectations?** I expected to meet potential customers in different parts of the world, hoping that because I was younger than the average delegate it would not be too hard to network. It turns out that the delegates seem willing to give everybody a chance no

matter what the age which helped to find a comfort zone in networking.

**Why did you join?** I joined the Young Traders Group to have the opportunity to meet the next generation of our industry. The fact that we have our meetings in a less formal atmosphere helps to feel at ease.

**What benefits have you found from being a member of the young traders group?** Besides meeting potential customers, I have found that the Young Traders Group sets a platform for meeting people that can become friends. Friends with who you can exchange information and contacts from different areas of the world. I would recommend this platform to all the young traders that join BIR.



**Danny Fischer, OneSteel Recycling**

**What was it like to attend your first convention?**

It was a bit intimidating. I wasn't sure what to expect and to make matters worse, I was surrounded by some of the giants of our industry. It was scary and exciting at the same time.

**What were your expectations?** I hoped to find new markets for our products, meet new suppliers, and become more involved with the international scrap community.

**Why did you join?** I joined the Young Traders to help navigate my way through the BIR event. I also joined because I heard about their legendary parties. I was not disappointed.

**What benefits have you found from being a member of the Young Traders Group?** Being a Young Trader gives one an instant community within BIR. In my case, the Young Traders Group helped me become a member of the Stainless Steel & Special Alloys Committee, which has been an amazing experience. I have also made friendships that will endure until I'm an Old Trader. That's been the biggest benefit.

## Words of Wisdom.

*Mark Sellier, now a senior BIR member, recalls from his days in the YTG.*

In 2001 I was invited to attend a YTG Networking Dinner in Dublin for the first time. There were only about 25 attendees but we had a relaxed and entertaining evening. I made some friendships that evening which are with me to this day.

In 2002 in Monte Carlo I was invited by former YTG Chairman Mike West to attend a committee meeting. I reluctantly agreed, if the truth be known. I had no idea at that time what a significant impact it would have on my career. At the meeting Barry Hunter then BIR President requested that the group propose representatives for every senior board. I put my hand up for several and ended up as YTG representative on Non-Ferrous, Membership, Convention and Media Metals Separation. At that time there were only a few of us on the committee.

Through attending the committees I met more industry leaders than would have been possible otherwise and learnt a great deal about technical and commercial issues which were of significant value to my employers.

Eventually as I grew in confidence and exposure I was asked to join these committees as a full member, not just an ad-hoc young trader observer. From there I have progressed into several senior committee roles.

What has this journey meant to me? Through making a contribution I have significantly increased my industry profile and find networking and arranging meetings at any BIR convention or business trip easy. Many doors have opened from a career and trading point of view and those companies that I have been involved with have all seen an increase in trading activity as a direct result of my involvement with BIR which started with YTG.

I have learnt how to chair meetings and deal with people of different nationalities in these forums, an invaluable lesson in international trade.

On this journey I have forged friendships around the world that will be with me for life. Some of those are only friends as they are involved in recycling businesses outside my field but we meet up whenever we are in each other's home cities and we have a drink or two at a BIR convention. The vast majority have developed into trading partners and clients from all corners of the globe.



The most overriding element has been the fun along the way. Great venues for the YTG Networking dinners carefully selected by the BIR team and their local contacts have made every one memorable.

My favourite was Athens at a stunning venue where we had a superb dinner followed by music and dancing. The venue was a large nightclub with huge dance floor but in addition a series of swimming pools outside. I recall sealing a deal at the night club with a client as we danced. A couple of attendees arrived home rather wet from a visit to the pool. It was a long night but the next 24 hours were even longer! This is a common occurrence the day after a YTG event as they progress on from the venue to another venue to the lobby bar in the small hours of the morning.

I owe a considerable amount to the YTG, it's a great group of young people that are the future leaders of BIR. I urge you to get involved and make a contribution, the more you put in the more you'll get out and in time you'll see significant benefits to your employer and to you.

**Mark Sellier**  
**Head of International Trade, OneSteel Recycling, Asia**



## A brief history of the Young Traders Group.

*Established in 2001, the BIR Young Traders Group has been fostering the industry leaders of tomorrow alongside the development of a world-wide community of fellow industry peers.*

The Young Traders Group was created by BIR so that young executives (those aged 35 years and under) could start to become more involved in the activities of the organisation.

The first meeting of the then called Young Executives Committee took place in London in 1995 under the chairmanship of Mitchell Padnos of Louis Padnos Iron & Metal (USA). In 2001, it changed its name to Young Traders Club and was given fresh impetus with the broadening of its framework to include regular Young Traders networking evenings during BIR conventions.

These dinners gave younger delegates the possibility to get to know each other and network in a more relaxed setting.

In recent years, the YTG has been developing programmes and activities and is represented in the board of each commodity division. It is a platform for young traders to become part of the wider BIR organisation and become involved in its decision making.

The YTG continues to grow and look towards the future providing opportunities for all those interested in





# Forged Together.

*A special thanks to our committee members below for helping grow, mentor and develop the BIR Young Traders Group.*



Paul Coyte  
Hayes Metals, New Zealand  
Chairman Young Traders Group



Kamiel Van Wijk  
Uzimet BV, The Netherlands  
Vice-Chairman Young Traders Group &  
Representative to Communications Committee



Adolfo Andrade  
AMX Metals, USA  
Committee Member



Danny Fischer  
OneSteel Recycling, USA  
Committee Member & Representative  
to Stainless Steel Committee

Giammarco Ferrari  
Pyreco SRL, Italy  
Committee Member



Zain Nathani  
Nathani Group of Companies, India  
Committee Member & Representative to  
Ferrous Board & Shredder Committee



Michael Schipper  
International Alloys Inc., USA  
Committee Member



Alexandra Weibel-Natan  
Manco, France  
Committee Member & Representative  
to Membership Committee



Sebastien Perron  
American Iron & Metal Co., Canada  
Committee Member & Representative  
to Non Ferrous Board



Julie Samman  
Onesteel Recycling, China  
Committee Member



Nick Beattie  
Nortrade International, Australia  
Committee Member



Harsh Gupta  
GDB International, USA  
Committee Member & Representative to Paper Board



Graeme Cameron  
Sims Metal Management Asia, China  
Committee Member & Representative  
to International Trade Council



Mark Sellier  
OneSteel Recycling, China  
Honorary member



Caroline Craenhals  
Belgian Scrap Terminal, Belgium  
Immediate Past Chairwoman



Rosanne Shahrour  
Sharmetal Trading Co, Lebanon  
Committee Member



Ravee Poddarr  
Superstar Mutlitrade, India  
Committee Member



Khurram Sultan Khwaja  
Global Metals LLC, Qatar  
Committee Member and Representative  
to the Convention Committee



Elinor Feuer  
Reukema Recycling, The Netherlands  
Committee Member

### Past Chairmen/women of the YTG

Michael West  
Metalrecyclers.com Ltd, Australia  
May 2001 – May 2002

Joel Jensen  
Scandscrap, Sweden  
May 2002- May 2004

Boris Bronneberg  
SMP, Germany  
May 2004 – Oct 2005

Caroline Craenhals  
Belgian Scrap Terminal, Belgium  
Oct 2005 – Dec 2009

# Get in touch.

*If you have any questions or would like further information on the Young Traders Group, BIR, membership or upcoming events and conferences we'd love to hear from you.*

*Call +32 2 627 57 70, email [bir@bir.org](mailto:bir@bir.org) or visit [www.bir.org](http://www.bir.org)*



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**BIR** - REPRESENTING THE FUTURE LEADING RAW MATERIAL SUPPLIERS

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