

YT Gazette

ISSUE TWO
APRIL 2012



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



MEMOIRS OF MUNICH

A RECAP OF THE
LAST CONVENTION

ROMANTIC ROME

LEARN ABOUT OUR
UPCOMING EVENT

SCRAP WASN'T
IN MY BLOOD,
BUT IT IS NOW
SEBASTIEN
PERRONS' STORY

SPOT LIGHT ON A YOUNG TRADER

KAMIEL VAN WIJKS'
STORY

Words from our Chairman.

A message from Paul Coyte of Hayes Metals, the BIR Young Traders Group Chairman.

Welcome to the second edition of the Young Traders Gazette. It has been another exciting six months within the Young Traders Group, which continues to grow with the last networking dinner in Munich being the best attended Young Traders Event so far.

At the time of writing, there were already 140 young traders registered for the upcoming convention in Rome. Again, this sets a precedent for the highest number of young traders attending a BIR event. As the group continues to grow and expand, the networking opportunities, activities and presence within the BIR will also increase. This convention will again present greater networking possibilities with a tour of Rome prior to our highly anticipated networking dinner.

I look forward to seeing you all there.

Paul Coyte
Hayes Metals, New Zealand
Chairman Young Traders Group



Memoirs of Munich.

A recap of the BIR Young Traders Group dinner and party at the trendy Meinburk restaurant and bar at our the last convention.

Once again there was a huge turnout at the autumn 2011 young traders dinner and party. In total, 85 of the registered 190 young traders at the conference came along to network with new and old friends at one of Munich's top night spots, Meinburk. This was a fantastic turnout considering the event was directly after the BIR Welcome Reception.

It was a great night with many old and new faces in attendance.

The day before the Young Traders Dinner the host nation of the Rugby World Cup, New Zealand, beat France in the final by 1 point. After supressing his excitement after this victory for a whole 36 hours whilst participating in BIR meetings, catching up with people and generally being on his best and most professional behaviour, Paul Coyte, the President of the Young Traders Committee and a proud Kiwi could not control his urge to break out and do the Haka (a traditional dance from New Zealand that the New Zealand rugby team performs before any international match). Paul took to the stage and surprised us all with his rendition of the Haka. It was a great ice breaker, and soon afterwards most people flocked to the dance floor to join Claudia in dancing the night away.

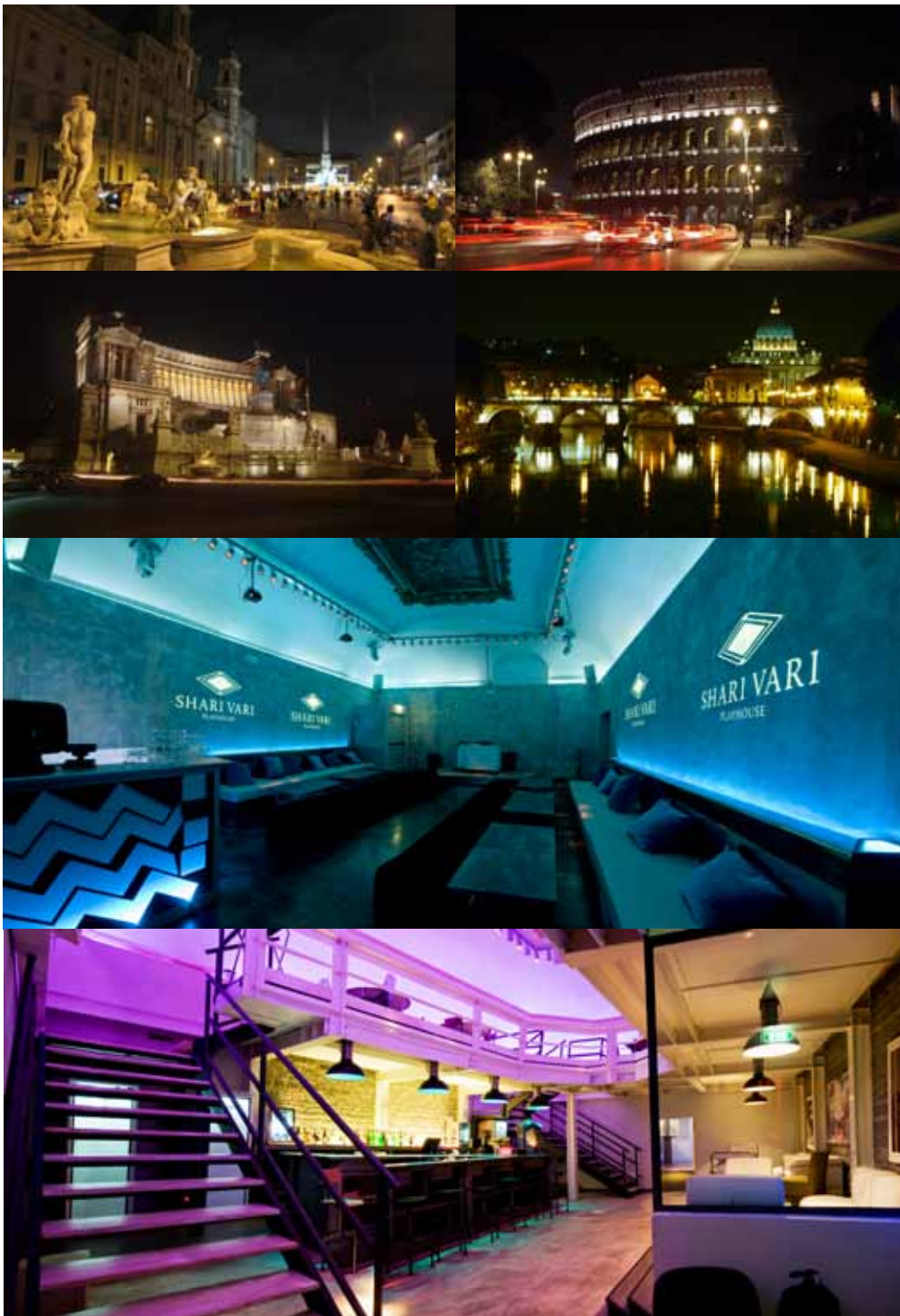
Once again it was a fun night with many opportunities to network with many young people from the international recycling community in a relaxed and enjoyable atmosphere.

Graeme Cameron
Sims Metal Management Asia, China



Reunion in Rome.

Our next event is in Rome, Italy. The images below should get you excited about what we've got planned. So pack your bags along with your taste buds, we'll see you there!



This year's young traders event has a little Italian flair thrown in. We have decided to organize an exciting sightseeing tour with a guide to see Rome by night prior to the dinner.

We will be meeting in the Cavalieri Hotel at 8pm for a 8.30pm departure.

The Young Traders evening will take place at the famous "Shari Vari", starting with drinks, followed by Italian cuisine until the 'club' becomes really busy with nightlovers.

This event is kindly sponsored by



Click above to visit their website.

Scrap wasn't in my blood, but it is now.

Sebastien Perron from American Iron and Metal (AIM) wasn't born into a family legacy of scrap merchants. Through persistence and hard work he shares his success story.

I think it's safe to say that if you didn't have someone in your direct family or a distant relative in the metal recycling industry the odds of working in this business are very slim. Well, I am part of the slim group.

Only by pure coincidence did I meet the owner of AIM at his home by accompanying a family friend. His confidence and presence, as well as what appeared to be a successful career, made me very curious as to what he did. He explained to me that he had a metal recycling company and that scrap mainly came from 4 different areas; demolition, peddler trade, car bodies and industrial accounts. I was 21 at the time and had no idea what he was talking about. I understood that recyclable metal came from these areas but what did they do with it?

But yet somehow I felt a connection to this person and persisted over a 2-year period for him to hire me which meant moving 3 hours away from where I was then, and he did. He said "I want you to start in the plant and learn your way up". I still had no idea what I was going to do, just following my instinct. I worked in every department to eventually be in charge of shipping and share production management at the main facility in Montreal. After three and a half years they let me start trading scrap. I started with odd ball material and mixed loads to China.

After a few months of doing that I was given the aluminum sales for the group and started to build a team for China sales. 8 years later, I am happy and humble in saying that I am now the Vice President for global aluminum sales which represents over 100,000mt of aluminum per year.

I did not grow up in this business nor was it in my family. However, I have grown to be passionate about this company, the challenges of our industry and all the good people we get to meet all over the world.

BIR and the Young Traders Group were an amazing opportunity to help grow the network of connections and not to forget friends! The Young Traders Group really allows us younger folks to blend into the traders of the next generation. The professionalism of the BIR organization has proved to be for me the best networking platform our industry has to offer.



As a final thought, I think that we are in a very particular industry. There is so much to learn and potential for development through networks of contacts that with hard work and dedication, the sky is the limit.

Sebastien Perron
American Iron and Metal (AIM), Canada

The Melting Pot.

Learn more about the BIR Young Traders Group from two of our Committee members.



Zain Nathani, Nathani Steel

What was it like to attend your first convention? My first BIR convention was back in the 2005 (autumn convention in

Milan). At that point in time, I was working for a Consulting Firm in New York City and since I was contemplating moving back to India and joining the family business, my father thought it would be a good idea for me to attend a BIR convention to get a feel for the scrap industry and see how things work first hand. I basically shadowed my father for all the meetings during the first convention and it was a fantastic experience overall!

What were your expectations? Back in 2005, I was not 100% sure I wanted to enter the world of scrap recycling so I really had no expectations from my first BIR convention. However, since my father has been attending BIR conventions for over 40 years now, I have always been intrigued as to what actually happens at these meetings! The BIR always picks exciting global cities to host their conferences, so visiting Milan and getting to learn about a new industry was terrific!

Why did you join? I was one of the founding members of YTG in its current avatar. A few of us felt that it was about time that the younger attendees at BIR got together, networked, shared our common experiences and had a good time as well. YTG is where the next group of BIR leaders is going to come from and it's been great to meet so many young, talented people that work in different countries but yet in the same industry of recycling.

What benefits have you found from being a member of the young traders group? The YTG has provided me a platform to get more involved in BIR. Through the YTG Committee, I am now the YT Representative on the Ferrous Board and the Shredder Board. Apart from that it has led to meeting fun new people and forming strong friendships. Plus it has added perks like the YT evenings that are a fantastic way to blow off some steam with your fellow colleagues and friends after a long day at the conference!



Nicky Jason, Voss International

What was it like to attend your first convention? I remember my first BIR convention was in the autumn of 2006 in

Brussels. I followed Robert (MD of Voss International Ltd) around like a shadow and watched how everyone buzzed around discussing the LME, various topics and possible deals. It was fascinating, although at that time I was still fairly new to the industry and my knowledge of trading was very limited. I couldn't believe how many people were present and how many young traders there were. It was a real eye-opener.

What were your expectations? To be honest I didn't expect to come out of my first BIR convention and make hundreds of contacts that I will be trading 1000's of tons with, but I did expect to meet some interesting individuals of whom there were several possible business opportunities. That certainly happened and I still talk and trade with those people today.

Why did you join YTG? I'm lucky to be part of a great company and more importantly have excellent mentors. I have watched Robert over the years sit on various committee's as well as becoming chairman and president of certain organisations and I aspire to those levels. The YTG is a perfect opportunity to meet other like-minded individuals and be part of something that will benefit the next generation of traders.

What benefits have you found from being a member of the young traders group? I have been able to meet people who have become excellent friends even if we can't find common business ground and it has allowed me to have a say in how we would like to shape the future of the young traders of our industry for the better.

Spot Light on a Young Trader

Kamiel van Wijk, the Young Traders Vice Chairman shares his success story.



My name is Kamiel van Wijk, I am married to Inge and am also the proud father of two lovely children, Nikki (5) and Ryan(2). We live in the Netherlands.

Recently I discovered that networking within the scrap industry is a perfect fit for me. Of course I always knew that I liked to talk and meet people,

but never thought about combining this professionally!

After business school and spending some years working for two companies, outside of the metal industry, I started working at Uzimet in May 2005. Uzimet is the Netherlands' only lead refinery and production company. We produce around 24,000 mt a year of clean lead products including sheets, slabs and ingots. These products are mainly used in the building and x-ray sectors.

At that time I had no idea what lead was, or what the scrap industry was. Since joining it has been a steep and exciting learning curve.

When I initially joined Uzimet I was in the sales department and sold our products in the Netherlands. As we are a smaller company, I was able to do some inter-department learning and took this opportunity to learn the purchasing side of the business as well. In August 2009 we created a new job within the company, International Business Manager, it combined the purchase of raw material and the export of our finished products. The goal was to specialize more in the international scrap world and create a network.

Just before this change I attended my first BIR convention in Dubai in 2009, quite a venue for a new kid in the scrap world! After attending the Young traders meeting I was invited to become a member of the Young Trades Group. During this conference I went to my first YTG networking dinner. During the dinner I met a lot of new people and made friends. The people that I met during this first networking dinner are people I still talk to and do regular business with today. To be honest the attendance at

the Young Traders Committee meeting during the Dubai convention was not fantastic, and I decided that I wanted to change this. I joined the committee with the intention of helping it grow and become a stronger group of young people willing to be more involved in the world of BIR.

During the 2010 Istanbul convention, I was asked to become the Vice-Chairman, next to Paul Coyte. I was honoured and agreed. Paul and I discussed at length ideas about how we could further the YTG. This was at times challenging as we both live on opposite sides of the world with different time zones (10-12 hours apart). During the Istanbul convention a core group of Young Traders started becoming more involved within the group. These people became the new base and foundation of a revived YTG. This also gave the group the opportunity to place young traders within senior committee's. I then joined the Communications Committee in October 2010 and just a year later was asked to become its Chairman. At first I was a bit stunned by the prospect. But I also felt quite honoured and with the permission of my company, I took the opportunity! I chaired my first meeting at the Munich convention. This was very exciting!

In the last two years the YTG achieved things we can be proud of. Under the leadership of Paul Coyte we first became a steady group of talented youngsters willing to be involved. We changed the networking dinner into a "must-attend" and still trying to make it better now the group of people is growing at every convention. From 25 people in Amsterdam 2010 to a 100 in Singapore last May! Another big thing is the introduction of the YTGazette you are reading now. This was introduced in October 2011 during the Munich convention. But we are not finished yet!

During these few years in this business I've met a lot of people from all parts of the world. I have made some good friends and done a lot of business. In my experience being a part of YTG gives you great opportunities to network, have fun, meet friends, learn and most importantly, having a chance to be involved in the biggest recycling organization in the world!

**Kamiel van Wijk,
Young Traders Vice Chairman
Uzimet, Netherlands**

Young Traders Group have their say

Below is a table showing The Young Traders Group representation within the BIR.

Advisory Council

The Advisory Council is the forum in which the Presidents of the Special Committees present their reports to the Executive Committee. BIR past Presidents and the BIR Director General also participate in these meetings

Paul Coyte, Hayes Metals, New Zealand

Non-Ferrous Metals Division

Focuses on any and all non-ferrous issues associated with BIR members.

Sebastien Perron, American Iron and Metal, Canada

Paul Coyte, Hayes Metals, New Zealand

Ferrous Division

Focuses on any and all ferrous issues associated with BIR members.

Zain Nathani, Nathani Group of Companies, India

Paper Division

Focuses on any and all paper issues associated with BIR members.

Textiles Division

Focuses on any and all textile issues associated with BIR members.

Stainless Steel & Special Alloys Committee

Focuses on any and all stainless steel and special alloy issues associated with BIR members.

Danny Fischer, OneSteel Recycling, USA

Plastics Committee

Focuses on any and all plastics issues associated with BIR members.

Convention Committee

Focuses on locations and running of future BIR events.

Simon Isaacs, L&P Trading, United Kingdom

Communications Committee

Focuses on all communication and media issued by BIR. This includes newsletters, flyers, booklets and website initiatives.

Alexandra Weibel-Natan, Manco, France
Kamiel Van Wijk (Chairman), Uzimet BV, Netherlands

Statutes, By-Laws & Arbitration Committee

Focuses on any and all legal issues associated with the BIR and its members.

Finance Committee

Focuses on the revenue and costs associated with the BIR.

International Environment Council (IEC)

Focuses on any and all environmental issues associated with BIR members

Ambassadors Committee

Ambassadors are appointed by the BIR President to represent the organisation all around the world. Working on a voluntary basis, they provide information about BIR activities in their particular working regions.

Tyres Committee

Focuses on any and all tyre issues associated with BIR members.

International Trade Council (ITC)

Focuses on any and all tradet issues associated with BIR members.

Graeme Cameron, Sims Metal Management Asia, China

Nominating Committee

Focuses on the election of individuals to committee's and boards within the BIR.

Paul Coyte, Hayes Metals, New Zealand

Membership Committee

Focuses on new applications for membership by individuals or trade organisations to the BIR. This committee screens potential members and does reference checks.

Alexandra Weibel-Natan, Manco, France

Young Traders Committee

Focuses on young persons (35 years and under) events and services. It also looks at ways to increase young trader membership to the BIR.

Refer to Page 8 for a full list of The Young Traders Committee.

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 & Chairman
of the BIR Communications Committee



Adolfo Andrade
AMX Metals, USA
Committee Member



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



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



Simon Isaacs
L&P Trading, United Kingdom
Committee Member and Representative
to the Convention Committee



Elinor Feuer
Reukema Recycling, The Netherlands
Committee Member



Nicky Jason
Voss International
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

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 becoming involved.



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.

Visit www.bir.org, email bir@bir.org or call +32 2 627 57 70



BIR - REPRESENTING THE FUTURE LEADING RAW MATERIAL SUPPLIERS

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