

YT Gazette

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



REMINISCING ROME

A RECAP OF THE
LAST CONVENTION

BARCELONA MEETS BIR

LEARN ABOUT OUR
UPCOMING EVENT

SCRAP'S ALWAYS BEEN IN MY BLOOD

ALEXANDRA
WEIBEL-NATAN

SPOTLIGHT ON A YOUNG TRADER

DANNY FISCHER

Words from our Chairman.

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

In the current global environment, market conditions are challenging. Even more important than previously, is the need for networking and creating business opportunities. The Young Traders Group was created specifically for this purpose, and with each BIR convention it grows in popularity and attendance.

At the last convention, there were a record-breaking 250 young traders in attendance. As the group grows and expands, there are more possibilities to network and create business opportunities.

I would encourage all young traders and potential young traders to contact BIR and take advantage of what the Young Traders Group has to offer.

Paul Coyte
Hayes Metals, New Zealand
Chairman Young Traders Group



Reminiscing about Rome.

A recap of the BIR Young Traders Group Rome tour and dinner party at the famous Shari Vari night-club at the last convention.

Normally a guided bus tour through the world's biggest open air museum (Rome) would draw the attention of most. Typically the passengers on a tour bus listen to the tour guide in silence apart from a courteous chuckle or the odd "ohh" and "ahh" as they learn something extraordinary. This was clearly not the case with the recycling world's next generation of leaders. Rather than sitting back in the comfortable seats of the luxury coach and listening to the tour guide's well-rehearsed script, our young traders were shouting over each other as they caught up with old friends and made acquaintance with new ones on the BIR young traders' pre-dinner tour of the ancient city of Rome. This excitement set the mood for the night.

Our final destination was the famous Shari Vari night-club where we all dined on a great display of local cuisine, shared a few drinks and plenty of laughs. There was some great interaction amongst the guests, with conversations about a wide array of topics that arose from the preceding conference.

However, it was not all business! As soon as everyone had finished their last bite of dinner and without a blink of hesitation, Claudia was true to her form and had a quiet whisper to the DJ, proceeding to the dance floor where she once again put all of us to shame with her moves. This time she was not alone as many young traders soon joined her, having seemingly shrugged off their inhibitions since our last meeting in Munich or having been quietly practising their dance moves over the winter.

Once again, it was a great night with a fantastic turn-out and plenty of opportunities to meet like-minded traders in our industry.

Graeme Cameron
American Iron and Metal Hong Kong



Barcelona meets BIR.

Our next event is in Barcelona, Spain. The images are a taste of what we've got planned. So prepare your taste buds, pack your business cards and we'll see you there!



Once again, the BIR Young Traders Committee in collaboration with BIR have planned a fantastic networking opportunity and welcomes all young traders to attend the 2012 Autumn meeting.

This year's event will be held at CDLC (Carpe Diem Lounge Club) on Monday 29th October at 9:30pm. Buses will depart from the preceding welcome reception.

Once again, we hope to see all young traders at the Young Traders Evening where all will have the chance to network with new and old contacts in a relaxed environment.

5 great places to visit in Barcelona.

One of the great cities of the world, take time to explore Barcelona's sites, sounds, smells and tastes.



Sagrada Família

Abandoned for decades and still unfinished. Designed by the genius architect Antoni Gaudí (who was killed by a tram in 1926 and whose tomb can be viewed in the crypt). Take a ride up to the top of one of the towers and enjoy the fine view. The building is one of the world's unique architectural landmarks.



Plaça de Catalunya

Located at the top end of La Rambla and midway between the medieval Old City and the 19th century Eixample, this circular plaça, with its fountains and sculptures, is the cultural hub of Barcelona. Watch the passers-by, listen to the Latino buskers, feed the pigeons and take in the crowded and colourful atmosphere.



La Rambla

Also known as Las Ramblas, this mile-long avenue is a stage-set of human statues, jugglers, singers, eccentrics, misfits, transvestites, caged small animals, kiosks, cafes, and vibrant flower stalls, all shaded by a leafy canopy of huge plane trees. Originally called ramla (riverbed) by the Arabs, it's the favourite evening stroll for Barcelonans and visitors alike. For year-round atmosphere, there's nowhere else like it in Spain.

Take a break at Café de l'Opera

Halfway down La Rambla, Café de l'Opera, La Rambla 74 is a 19th century Parisian-style cafe. Its murals, iron columns, and wall mirrors with etchings evoke a more elegant age, as waiters with bow ties serve you with commendable indifference. It's the ideal spot to sit back, enjoy a quality coffee, and watch the non-stop activity outside.



Barri Gòtic

Said to be the largest inhabited medieval quarter in Europe, the narrow-alleyed Barri Gòtic really needs a minimum of a half-a-day's exploration. At night its illuminated streets and buildings give it a mesmerizing atmosphere. The Cathedral, central Plaça del Rei, with its two key monuments, and the Museu d'Historia de la Ciutat, built over a complete subterranean Roman township is an absolute must.

Scrap's always been in my blood.

Alexandra Weibel-Natan from Manco SAS is a second-generation scrap merchant. With a great passion for the industry, she shares her success story.

As many of you would know, when my father started in this business he had no idea what scrap was. I'd say he fell into this industry just like Obelix fell into Magic potion. One step leading to another, scrap made its way through his veins and into his blood. Then I was born, so how could I not have a little bit of scrap in my blood too?

I was a little over 7 when I wrote my first essay at school. The topic was "Imagine you're a grown-up in a professional situation..." Can you believe I decided to be a scrap dealer? OK, my knowledge of the business was not so good and I sold 4 kg of copper and 70 grams of iron (my father was a non-ferrous trader, but how would I know...?) for ridiculously low prices, but still this was my first (fictional) trade!

As a kid, I wanted to do "like my father did". Then I grew up, studied international business and majored in finance. I liked scrap, but I was not sure my father wanted this kind of job for his "little girl". It was too much of a man's world. My experience in the financial markets was great - and probably helps me a lot in my day-to-day job - but when the financial crunch arose it became more and more difficult to find a job in that field.

Shortly before that, my father, my sister and I had set up a new company for consulting in and trading non-ferrous metals, although I was not initially planning on working in it. During my sister's maternity leave, I decided to replace her in an administrative capacity while I was still looking for a job in my area. That is the way I took my first step into the scrap business. I surprisingly enjoyed the experience and when my sister's leave was coming to an end, I got nervous. I had a job offer in finance but I did not want to leave the family business that I really loved.

I suppose I did well, as my father offered me a commercial position. He took me to BIR in Amsterdam and said that, after the convention, I would have to choose whether to accept his job offer or not. This was probably the best way to motivate me. A BIR convention is the best incentive for any young trader, simultaneously consisting of training, networking and entertaining - just so exciting! I did not even wait to be back in France to accept the offer. During that convention, I got involved in the BIR



Young Traders Committee and met some new friends around the world, as well as some of my father's business contacts. Of course, for my first convention I did not really know who to network with, so I spent most of my time in the plenary sessions where I learnt plenty of things about the industry.

My fear of being one of the very few women in this business turned out to be unfounded. As I have now seen, more and more women are establishing themselves within the industry. This virus is no longer transmitted only from father to son, but from father to daughter as well. It is nice having a new girly touch in the industry.

Trading is a specific business. Suppliers and customers cannot come and visit one's yard and decide if one is worth dealing with, so traders need to be trustworthy; I'd say it is more of a networking job. It is thus more difficult for a young trader to stand out. BIR helped my father get well-known and respected. My father and most of those who took on some responsibilities in BIR are now training us, the new generation of young traders, to follow in their steps and ensure positive growth for the industry.

I'm proud to be a Young Trader, and I'm confident it will keep helping me improve in the business.

Alexandra Weibel-Natan
Manco SAS

The Melting Pot.

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



Hemant Sharma, Risheek Global, Singapore

What was it like to attend your first convention?

My first BIR convention was a truly amazing business event to attend whereby I got an opportunity to interact with new people from across the world, giving ample business possibilities. Even though I've been part of this industry for more than a decade, my participation in the convention was really informative for me. I met individuals from varied cultures but with the same vision: 'RECYCLING'.

What were your expectations? I was quite excited to attend an international conference in scrap recycling, a whole new networking experience for me. My father has been in the metal recycling industry for about 35 years and I wish to steer his business legacy to new peaks. To accomplish this vision, what better platform can anyone get than BIR!

Why did you join the Young Traders Group? The sole idea of joining was to get an insight into the working of the organisation and to get an opportunity to meet the learned professionals of the recycling world. Although I have hands-on experience in the recycling business, I felt an urge to understand and explore the dynamics of this ever-changing business world. For this, BIR provides a perfect blend of professionalism as well as expertise to understand this particular industry.

What benefits have you found from being a member of the Young Traders Group? The Young Traders Group has gifted me a pool of new contacts in the scrap industry to bring my business to higher levels with, of course, new and long-lasting friends from various countries. It has definitely given me an opportunity to give my ideas more force in shaping the future of the recycling business. It is great fun to network with many young people from the recycling world in a fulfilling atmosphere.



Paul Coyte, Hayes Metals, New Zealand

What was it like to attend your first convention?

I remember my first BIR well. I was 26 years old and all set to take the world by storm. I remember feeling a little bit overwhelmed by the size of the convention and also the formality of wearing suits. I must have handed out every business card that I had brought with me, and was amazed at the trading energy at the convention. I was very fortunate to have Bert Fiege of Fiege Metals take me under his wing, introduce me to a number of people and push for me to get more involved within BIR.

What were your expectations? To be honest I didn't really have many expectations. I knew from a previous position I had held at Malco in France that BIR was an organisation worth being a member of, but did not expect to come out of the convention with many business contacts. I was pleasantly surprised and trade with several BIR members today as a result of that first convention.

Why did you join the Young Traders Group? I saw the opportunity to have a bit of fun and meet people of similar age with a passion for the industry. I firmly believe that you need to be involved to truly get the benefits of being a part of an organisation, and hence joining the Young Traders Group was a very logical step.

What benefits have you found from being a member of the Young Traders Group? The networking opportunities through the organised events have been truly brilliant. I have met people who have become genuine friends. Some I do business with regularly, from others I seek advice, or just enjoy catching up with.

Spotlight on a Young Trader.

Danny Fischer of OneSteel Asia shares with us his career's twists and turns to date.



My family has been in scrap almost since the time they immigrated to America. My grandfather started a recycling company as a young man, and my father and my uncles worked for that company and went on to have long careers in the scrap industry. As a result, I grew up knowing that scrap metal put food on the Fischer family's table. But for reasons that now seem foolish, I was determined to do something different with my life, so I moved to Washington D.C, went to graduate school, and took a fellowship at a consultancy run by former Secretary of State Henry Kissinger. I had dreams of working for the World Bank or the IMF, or just being a Washington big-shot in general. But reality and my dream were two different things; most of the jobs I found barely paid more than the cost of my student loans.

As all of this was happening, I received a job offer to work for a scrap company in my home town of St. Louis, Missouri. I took a job with Shapiro Metals focusing on

their international business, and it wound up being a great career move. Through Shapiro Metals, I learned the essentials of the scrap metal industry and became involved with the BIR and the Young Traders Group. The YTG made me feel at home in a new and sometimes intimidating environment. I made dear friendships and found people who were genuinely interested in helping each other succeed. Within the YTG, I felt a sense of belonging. It was also through the YTG that I became a member of the Stainless Steel & Special Alloys Committee, which is where I met my current boss, Mark Sellier of OneSteel Recycling. The YTG has helped me advance my career in the scrap metal industry but, most of all, it has given me a wonderful group of friends. I am proud to call myself a YTG alumnus.

Danny Fischer
Trading Manager for the Americas
OneSteel Asia

Young Traders Group have their say.

Below is a list showing Young Traders Group members' representation within the BIR's Advisory Council all the way through the various Divisions and Committees.

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 Co., Canada

Paul Coyte, Hayes Metals, New Zealand

Ferrous Metals 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.

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 communications and media actions related to 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, American Iron and Metal, Hong Kong

Nominating Committee

Focuses on the election of individuals to committees and boards within the BIR.

Paul Coyte, Hayes Metals, New Zealand

Membership Committee

Focuses on new applications for membership by individuals or trade organisations 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
Aurubis, the Netherlands
Vice-Chairman of the Young Traders Group



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, Canada
Committee Member & Representative
to Non Ferrous Board



Julie Samman
OneSteel Recycling, China
Committee Member



Hemant Sharma
Risheek Global, Singapore



Graeme Cameron
American Iron and Metal, Hong Kong
Committee Member & Representative
to International Trade Council



Mark Sellier
OneSteel Recycling, China
Honorary member



Max Craipeau
Shanghai Maxco Industries LTD, China



Ravee Poddarr
Superstar Multitrade, India
Committee Member



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



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.

Established in 2001, the BIR Young Traders Group has been fostering the industry leaders of tomorrow alongside the development of a worldwide 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 what was then called the 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 the Young Traders Club and was given fresh

impetus with the broadening of its framework to include regular Young Trader 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 on 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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