

YT Gazette

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



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VOSS INTERNATIONAL

Words from our Chairman.

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

Ni hao, and welcome to the next edition of the Young Traders Gazette.

This year's spring convention promises to be another success. At the time of print there are already 120 young traders registered. With China being an important trade partner for many BIR members, the networking opportunities which BIR offers through the Young Traders networking dinner will be invaluable.

For a number of conventions now, we have been facilitating networking opportunities through different networking games. We will be trailing something new and different this time. Bring plenty of business cards, and see you in Shanghai!

Paul Coyte
Hayes Metals, New Zealand
Chairman Young Traders Group



Brilliant times in Barcelona.

A recap of the BIR Young Traders Group Barcelona dinner party at the Carpe Diem Lounge Club at the last convention.

As usual the BIR young traders were spoiled with a fantastic venue at the Autumn convention in Barcelona. Located on the beach next to the old port, the décor of CDLC has been influenced by elements from different cultures with a predominantly oriental feel. It was a fitting location for our young traders who have diverse cultural backgrounds to gather and catch up with old friends whilst meeting new ones.

The evening was fun, relaxed and commenced with a sit down dinner on the terrace and a complimentary massage from one of many masseuses that were on standby to rub one's shoulders whilst enjoying a delicious meal. The event's sponsor Chatarras Miguel Hernandez was generous enough to cover the cost of the massages.

To help maximise the networking opportunities we were all encouraged to move between tables after each course. This movement of some 80 guests was co-ordinated by a clever game orchestrated by our Chairman Paul Coyte.

As usual the post dinner party started with Claudia hitting the dance floor and went on into the wee hours of the morning.

Once again, the Young Traders dinner was a great party and a fantastic opportunity to network with peers, customers and suppliers from our industry in a fun and relaxed environment. I hope to see you all at the Young Traders Dinner in Shanghai.

Graeme Cameron
American Iron and Metal, Canada



SUMPTUOUS SURROUNDS IN SHANGHAI.

Our next event is in Shanghai, China. Special drinks, fashion spaces and 22 black and white sharks are waiting for you. Pack plenty of business cards and we'll see you there!

Have you ever seen a shark on the 24th floor of a palace? Maybe your business card won't be enough to "tackle" this new challenge.

This spring's Young Traders Networking Dinner will be held at one of the hottest clubs in Shanghai, in an extremely amazing location. The M1NT Club is the perfect place to meet, enjoy and relax, after a busy and profitable day. Located at the 24th floor above Shanghai's hustle and bustle, the unique terrace view over the city and the 17-meters long aquarium, they will let you astonished.

Once again we hope to offer to all Young Trader guys a relaxed environment where to network with people from all around the world. Don't miss this opportunity to catch a net of new business partners... or hungry white sharks.

Lorenzo Geri
Rottami Padana SRL
Italy



7 places to visit in Shanghai.

Enjoy the wonders of modern Shanghai, below are a few suggestions to add to the travel diary.



Riverside Promenade (Bingjiang Da Dao)

The Bund is a symbol of Shanghai and an epitome of Shanghai's modern history. The riverside walk along the Bund may be busy and crowded during the day, but with good reason - it's simply a must when in Shanghai for people-watching and getting a good feel for the city.



Ultraviolet by Paul Pairet

Enjoy fabulous courses, staff and ambience as Ultraviolet promises an experience you will not forget. With a non pretentious feel and world class chefs there's a good reason why it's the top ranked Shanghai restaurant on trip advisor. www.uvbypp.cc

Shanghai World Financial Center

Three observation decks offer different experiences at the 94th, 97th, and 100th floors. The 100th floor is the highest observatory in the world, with transparent glass-walled walkways.



Jade Buddha Temple

This Chinese Buddhist Temple hosts two Jade Buddha statues imported from Burma, along with many other cultural relics. It is a peaceful refuge from the modern bustle of Shanghai, where monks may be seen and heard conducting Buddhist ceremonies.

Garden of Contentment (Yu Yuan Garden)

This five-acre garden consists of six sections separated by boundary walls: Grand Rockery, Ten Thousand-Flower Pavilion, Hall of Herald Spring, Hall of Jade Magnificence, Inner Garden and Lotus Pool.



Shanghai Circus World

Enjoy a stunning acrobatic show combining traditional Chinese arts and modern technologies. The performers present Chinese acrobatics, martial arts and dance perfectly in harmony with the music, sound, lighting, and other special effects, which include a water screen.

Nanjing Lu (Nanjing Road)

Modern, electric street filled with shops, eateries, and lovely restaurants tucked away up above the street level. Some can be tricky to find but are worth the effort.

Scrap's always been in my blood.

Paul Coyte from Hayes Metals is a fourth-generation scrap merchant. With a family legacy now in Paul's hands, he shares with us his success story.



I have lived and breathed the scrap metal industry for over three decades now, and I am only thirty two years old. It is pretty special to know that after four generations, every member of the family who is involved in our business still has a love and passion for it.

Hayes Metals has grown from humble beginnings to now be the largest copper based ingot producer in Australasia. As the International Trading Manager, I feel like I have been a part to this success.

My great-grandfather started the company after the First World War, when he got back to England; having endured a horrendous campaign, he asked someone at the docks where the furthest place from England was where they spoke English, the person replied New Zealand, and he left the following day. When he came out to NZ he worked on the railroad for a couple of years and used to challenge people to boxing matches in the lunch breaks and the

money he earned from these matches founded Hayes Metals.

Much has changed in the industry since my great-grandfather's days, and yet much also remains the same. You have to have a love for the job, and have a determination to succeed. I have had the opportunity to work in scrap yards across the world in France, Germany, The Netherlands, Australia, Canada, the US and Mexico, as our industry changes, so too does the approaches we need to take within our businesses. These workplace experiences have therefore been invaluable. BIR and the relationships which I have gained through being an active member of the Young Traders Group have also been incredibly valuable and something that I will urge the next generation in Hayes Metals to also be a part of.

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

The Melting Pot.

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



Nasser Al Sharif, Sharif Metals International, Kuwait

What was it like to attend your first convention? I remember my first BIR

convention very well because our company was a Platinum sponsor; it was in Dubai, U.A.E. in 2009. It was a truly amazing experience that was beyond my expectations. I was really surprised to see the number of people in the recycling community, which made me look at the recycling industry in a different way. I started learning about different recycling processes in different countries and cultures and got to meet the biggest recyclers in the world who provided me with some valuable information for my journey.

What were your expectations? I was looking forward to being part of BIR, one of the biggest international organizations in the recycling industry, which was a great way to expand my knowledge and meet a huge number of BIR members. What I experienced was a whole new world that I wasn't aware of. I had the pleasure of meeting a lot of new faces whom I do business with till this moment, and others which I constantly catch up with at BIR conventions.

Why did you join the Young Traders Group? It was a great opportunity to join the Young Traders Group to meet people from my generation and work as a small organization. Sharing ideas and having fun with people who share a common purpose is truly a wonderful and helpful experience. Even though I have experience in the business, I had the curiosity to see how other people from my generation are working in their environment.

What benefits have you found from being a member of the Young Traders Group? It has certainly helped me meet some new contacts, which most of them became friends from various countries. As we are the future generation, it is very good to keep an honest relationship and build a long-lasting bond which will benefit all parties. The YTG is assisting our generation to improve the future of the recycling business in a fun and professional way.



Namsheed Nazeer, S J Iron & Metals, Saudi Arabia

What was it like to attend your first convention? The first BIR convention I

attended was truly impressive. It was in Amsterdam when I was just 22 and had already been in the business for 3 years. The conventions not only helped me to network globally but it also helped me maintain friendships with my own neighbors and also enhanced relationship between our existing clientele, whereas back home we don't find this opportunity to meet.

What were your expectations? I remember that I set a goal to myself and my father who is the founder and Chairman of S J METALS, that I should at least make one deal at each convention with any delegate I meet there, and Yes I was successful so far. But later on I realized that It was not just about business but it is a part of education in each convention we get by meeting several people from different parts of the globe with different experiences and with unique talents. This prepares me on how to deal strategically with issues on different levels and it also has enhanced my approach to things and operations in business.

Why did you join the Young Traders Group? I was excited to know that I could finally meet and network with young scrap metal guys and finally have some fun after the long convention day. And also I knew that it would be an easy-going networking. And it's always good to make the acquaintance of a large number of traders from different backgrounds.

What benefits have you found from being a member of the Young Traders Group? Young traders group were really helpful in skimming the large BIR delegates group into a smaller one. The theme of young traders is totally cool and easier than the regular convention day, and the group also gave me a good platform to openly network with the young traders. It has also given me friends with "scrap yards" globally wherever I go. We become friends and then we do business, and it's indeed an opportunity to make business with pleasure.

Spotlight on a Young Trader.

Nicky Jason of Voss International shares with us his career's twists and turns to date.

I had dreams at university of becoming the next big oil trader, what with studying Russian language and Business at the University of Manchester and living in St Petersburg for almost a year, I firmly believed this would lead me into one of the big multinational oil and gas firms.

However, as life often does, my path led me to another side of the commodity world. I left university and was lucky enough to be introduced to Robert Voss, MD of Voss International Ltd, and as they say the rest is history...

My career into the world of scrap metal trading started with a brief stint in a scrap yard in Essex and then once I finished there I returned to the office to learn about the less glamorous side of trading, but just as important - shipping, logistics and documentation.

After a year and a half of learning as much as I could about the business I was let loose into the world of scrap trading...

Due to my language skills, we decided the best place for me to start was in Eastern Europe.

10 years later Voss International now purchases from every country from the former Soviet Union and further afield.

We also established a business in Kazakhstan in 2007 and have in excess of 30 staff, 3 yards, our own dock and various pieces of testing, cutting and other relevant equipment found in scrap yards. And I am proud to say that I have been instrumental in setting up this operation for Voss International and keep a very close eye on its development and growth.

As a company we have always had a strong presence in sub-Saharan Africa and that continues to develop both with those partners that my colleagues have worked closely with for nearly 40 years (more so now the next generation) and also in new areas and countries where our reputation helps us grow our business.

Following in Robert's footsteps I felt it was necessary to be more involved and active in BIR. I asked to join the



young traders group and was immediately made to feel very much at home.

It has allowed me to be more involved in how the BIR organisation moves forward and evolves for the next generation of scrap traders as well as introducing me to a lot more influential people in industry.

We are now training the next generation of traders and I am mentoring Jacob Symons - the next "Nicky Jason" at Voss international who is in the latter stages of training similar to my own and is just being let loose on the scrap world. I recognize the excitement in his eyes on trying to do his first deals... something that I still feel every time I put a new contract into our contract register... I cannot believe that I am already the senior trader imparting my own knowledge and experience to a younger trader.

As you can see life is very busy at Voss International Ltd and no two days are ever the same and keeping busy is never a problem!

Nicky Jason
Trading Manager
Voss International

YTG members 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

Ferrous Metals Division

Zain Nathani, Nathani Group of Companies, India

Non-Ferrous Metals Division

Paul Coyte, Hayes Metals, New Zealand

Paper Division

Textiles Division

Stainless Steel & Special Alloys Committee

Plastics Committee

Convention Committee

Simon Isaacs, L&P Trading, United Kingdom

Communications Committee

Alexandra Weibel-Natan, Manco, France

International Trade Council (ITC)

Graeme Cameron, American Iron and Metal, Hong Kong

Membership Committee

Alexandra Weibel-Natan, Manco, France

Young Traders Committee

Refer to Page 9 for a full list of The Young Traders Committee.

Finance Committee

International Environment Council (IEC)

Tyres 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 the
Ferrous Board & Shredder Committee



Nasser Al Sharif
Sharif Metals International, Kuwait



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



Namsheed Nazeer
S J Iron & Metals, Saudi Arabia



Julie Samman
OneSteel Recycling, China
Committee Member



Hemant Sharma
Risheek Global, Singapore



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



Mark Sellier
OneSteel Recycling, China
Honorary member



Lorenzo Geri
Rottami Padana SRL, Italy



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, UK
Committee Member

Past Chairmen/women of the YTG

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

Joen 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



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