

YT Gazette

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



**OUR DAZZLING
DINNER IN
DUBAI**
A RECAP OF THE
LAST CONVENTION

**PICTURESQUE
PRAGUE**
LEARN ABOUT OUR
UPCOMING EVENT

**SPOTLIGHT ON A
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NASSER AL SHARIF
SHARES HIS JOURNEY

**SPOTLIGHT ON A
YOUNG TRADER**
NASSER AL SHARIF
OF SHARIF METALS,
UAE

Words from our Chairman.

A message from Graeme Cameron of Sims Metal Management, our current BIR Young Traders Group Chairman.

Welcome to Prague! A great location for young traders new and not so new to the BIR to network with their peers in markets near and far from where they normally trade. The Young Traders group continues to provide a great platform for young members of our industry to become involved in our industries' only truly global organisation.

As you will read in the articles published in this latest issue of the gazette prepared by members of the Young Traders Committee, the Young Traders Group and events have been a catalyst in both their trading opportunities and careers. It is an environment that allows young and sometimes less experienced members of our industry to network amongst their peers without any inhibitions.

For those young traders that are attending a BIR convention for the first time I strongly urge that you come along to the Young Traders event, it will once again be a relaxed evening that provides a great opportunity for young executives in our industry to network with their peers.

I look forward to seeing you in Prague and hope that you enjoy reading the latest version of the Young Traders Gazette.

Graeme Cameron
Sims Metal Management, Australia
Chairman Young Traders Group



Dazzling Dinner in Dubai.

A recap of the BIR Young Traders Group dinner party at Legends Restaurant at Duck Creek, Dubai. Another dream location for dinner, drinks and new friendships made.



For this year's first Young Traders Dinner we had chosen "The Legends Restaurant" at Dubai Creek Golf and Yacht Club. And what a good choice it was. 85 young traders attended the event, and we even had to close registration early. Every time the Young Traders Dinner is becoming more and more successful.

As always transport was provided from the hotel to the venue. At 8 o'clock sharp the buses left and about 15 minutes later we arrived at Legends Restaurant. We were led to the terrace where we enjoyed a few drinks and accompanying snacks. The views were amazing, the weather was great (and luckily some blowers provided a cool breeze for people who were not used to Dubai temperatures).

After a while we were led inside, where big round tables full of lovely food and drinks were waiting for us. Old friends had a chance to catch up and new (business) relations were established. What made this place very interesting was the floor to ceiling glass that created an eye-catching view of the creek during sunset. At the end some young traders decided to go downtown, some went back to the hotel (bar).

All in all, the Young Traders Dinner, which was generously sponsored by **Sayed Metal**, was again a very successful evening and we are looking forward to many more to come. But first, we cannot wait to see you all in Prague!

Sandra Vrielink
OneSteel Recycling
Hong Kong, China

Prepare for a party in Prague.

The pleasures of Prague's excellent local food, beer and fellow Young Traders await at the Kolkovna Restaurant... Pack plenty of business cards and we'll see you there!



Prague is one of the most beautiful cities in the world. The old city center has become UNESCO World Heritage Site with the tourist attractions Charles Bridge, Prague's Castle, Old Town Square and the Astronomical clock.

Inside of this traditional city center we will have our Young Traders dinner at Kolkovna Celnice. Originally, the place was a warehouse for state financial authorities and now is one of the most famous beer pubs and restaurants in town. Czech Beer is one of the most popular and award winning all over the world, so be prepared for the best Pilsner Urquell Lager which has its origin in 1842.

Only 2 minutes walking distance from the BIR Welcome Reception event, we will have the entire ground floor to enjoy in this historical beer place.

Pack a lot of business cards and get ready for the night.

José-Martin Neumann
TSR Recycling, Germany

Seven places to visit in Prague.

A grand city with extraordinary historic and cultural sights. The Prague Castle is a must-see. Nightlife here is diverse and plentiful, from trendy clubs to sophisticated wine bars to late-night cellar bars.



1. Charles Bridge: The oldest bridge of Prague was built from 1357 to 1402 and is named after Charles IV. From the bridge you can enjoy a beautiful view of Prague's Castle and the Vltava River. Charles Bridge connects the Old Town to the Mala Strana or Lesser Town district.



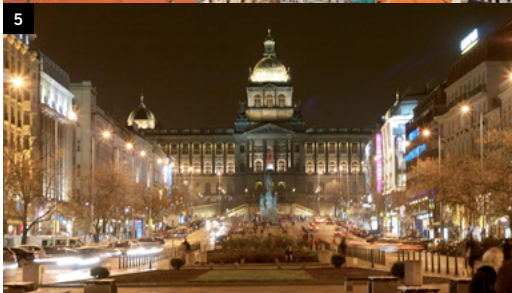
2. Prague Castle: Prague Castle has always been an important symbol of the Czech state for more than a thousand years and was founded in the 9th century. The castle is made up of historical palaces, offices, church and fortification buildings, gardens and picturesque spots as well as viewing towers and the supreme St. Vitus Cathedral. The panoramic view of Prague Castle is one of the most spectacular in the world.



3. Old Town Hall with Astronomical Clock: The Old Town Hall was established in 1338 as the seat of the Old Town administration. The oldest part of the complex consists of a beautiful Gothic tower with a bay chapel and a unique astronomical clock – known as the Orloj – where, every hour between 9 am and 11 pm, the twelve apostles appear. Climb the tower for spectacular views of the Old Town.



4. Mala Strana: On the other end of Charles Bridge from Old Town Square lies the Malá Strana or Lesser Town district. The district hosts palaces, churches, squares, parks, gardens and many other attractions. The Baroque St. Nicholas Church and the extensive Wallenstein Palace are the most important attractions. Surrounding Lesser Town Square are shops, pubs and restaurants housed in grand old Baroque buildings.



5. Wenceslas Square: One of Prague's two main squares is Wenceslas Square which is a shopper's paradise. Set off as Prague's horse market by Charles IV in 1348 and located in New Town, the square is home to clubs, bars, restaurants, hotels and shops making it the city's nightlife and commercial district.

6. Dancing House: The deconstructivist building Dancing House, created by Czech architect Valdo Milunic and Canadian Frank Gehry contains both dynamic and static elements, and resembles a female dancer swaying in the arms of her male partner. It is located on the bank of the Vltava River and Resslova Street,.

7. Vysehrad Park and St. Peter & Paul Church: Vysehrad Park which locates the Church of St. Peter & Paul covers a big area and there are many interesting features to explore. Visitors can enjoy a beautiful walk through landscaped gardens and enjoy fine views over the Vltava River.

Jose-Martin Neumann, TSR Recycling, Germany

Scrap's in my blood.

From the age of ten Tarek Al-Sharif from Sharif Metals International would visit scrap yards with both his father and grandfather? Read on to learn more of his story.



We are the fourth generation of the Sharif family involved in our company Sharif Metals, a private family-owned business operating in the Middle East and North Africa since the 1963. We are considered to be one of the largest recycling companies in the Middle East specialized in the recycling of a full range of ferrous and non-ferrous scrap metals. Business activities are located in the Middle East and North Africa with many processing yard facilities throughout the region.

I used to visit our scrap yard facilities with my father and grandfather since the age of ten. Sharif yards were supplied with all kinds of metals neatly stacked – copper, aluminium, bronze, brass, stainless steel and special alloys. At the time I was fascinated by what I could see around me: cuttings, turnings, plates, metals from every kind of production, discarded automotive scrap wheels, wires and granulates. I kept wondering: Where do all these metals come from? What are we going to do with them? During the summer holidays and school breaks I started working at Sharif Metals, learning new things about metals and scrap processing.

After graduating in the UK in business administration (receiving a BA (hons) degree), I was officially assigned to work for Sharif Metals with a solid background in metals recycling.

My first BIR Convention was Dubai in 2009, and I started attending BIR Young Traders events straight away. Being a part of this group gave me a huge number of contacts and also friends. The Young Traders Group is a fantastic group and I have found people who were genuinely interested in helping each other succeed, which has had a huge effect on our business relations and has considerably expanded my knowledge.

Being a part of the Young Traders Group gave me the opportunity to get more involved within BIR. The general rule is that the more you become involved, the more benefit you receive from your involvement. BIR gives you a real opportunity for personal growth.

As you know, I have recently joined the BIR Paper Division board to represent our respected young traders. I truly look forward to being an active board member and to support my colleagues.

I am truly grateful for the huge number of opportunities which BIR and Young Traders Group has given me. I can only encourage anyone who is thinking of joining BIR or being a committee member, or even a board member: join and be involved, and in return you'll get all-round rewards that are immeasurable.

Tarek Al-Sharif
Sharif Metals International, UAE

The Melting Pot.

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



Romain Wagner
Jean Goldschmidt International, Belgium

What was it like to attend your first BIR convention? My first BIR convention was in Warsaw in 2013. My company Jean-Goldschmidt International only registered me 2 weeks before the convention started.

At first, I was little bit lost and not prepared at all. I only had a few meetings organized with some of our existing customers but otherwise, I needed to find potential new contacts and new materials for our plant.

Until my first meeting, I was a little bit worried because I never experienced such an environment. However, my first meetings at the conference helped me to understand that everyone at the convention joined for only one reason: “improving their network to make business”.

All the discussions were straight forward in a friendly environment.

Why did you join the YTG? I joined the young trader group as my colleagues advised me it would help to develop and understand the markets with people my age and experience.

The Young Trader Group is one of the highlights of the conference. During the entire convention we are trying to present our activities, discuss business opportunities in a direct but formal way. The YTG helps to have a more relaxed way to discuss business and facilitate real exchanges. For me the YTG not only creates business opportunities but real friendship.

What benefits have you derived from being a member of the YTG? I am not sure if I can describe at the moment the real benefits the YTG offered me. For sure it improved my network and helped me to have some interesting discussions with people that are working in the same field.

However, I think the real benefits will come in a few years, when we will meet again in a different environment (different jobs positions, companies or conferences), we will always have this friendship that was created by the BIR YTG.



Bashar Gadawala
Ala Metals, United Arab Emirates

What was it like to attend your first BIR Convention? I attended my first BIR Convention in Beijing in 2006. It was a great experience attending this convention. It was very well organized and very successful. The convention helped me make a comparative study of metal scrap and I benefited from exchange of ideas, sharing of recycling expertise and socializing with international counterparts, etc. I had the opportunity to connect with many professionals working in the same industry and to know their perspective on ongoing issues in the dynamic world of metal scrap. I was also able to meet clients and potential clients and tell them more about our business and projects.

Why did you join the YTG? I had heard that the Young Traders Group (YTG) is an incredible opportunity to meet people who are facing the same challenges as you and a great source of motivation. And I wasn't disappointed. It has turned out to be more than what I expected and I continue to benefit from it.

What benefits have you derived from being a member of the YTG? It has been very rewarding to be a YTG member. Other members have become good friends and mentors. It would have been difficult to connect with all these people otherwise. They have some interesting and innovative ideas related to the business we are in. And it is easier to be updated with the ongoing trends and best practices.

Spotlight on a Young Trader.

Nasser Al Sharif shares his journey entering Sharif Metals International, a fourth-generation, family owned recycling company with facilities all over the Middle East and North Africa.



Recycling was the path I wanted to follow for as long as I can remember and so far I have no intentions of pursuing any other field.

Ever since I was a young kid, I used to go with my father to the company and work in the yard, so I basically grew up in the scrap environment. Working in the blazing heat like that of the Middle East was a bit harsh for a young boy but I came to realize the benefits as I grew older.

The time to step into the real world came a day after I graduated from University which was my official first day of work at Sharif Metals. That is when I started learning about the business; having been assigned to different departments dealing with diverse culture of workforce, managing a variety of situations; I am now handling the Kuwait branch alongside my father who constantly travels around.

With great thanks to God, Sharif Metals International is now a fourth generation, family-owned recycling company having facilities all over the Middle East and North Africa. Kudos to my father, uncles and late grandfather who supported me and my cousins by building a solid foundation for us to stand on and passing us their knowledge and experience, which is a really huge responsibility but a great challenge for us to overcome.

At first, I was only dealing with a customer base which my father established, but I wanted to expand this base, which is why I decided to attend the BIR conventions

so I could meet customers from all over the world. My first BIR event was in Dubai 2009, which was an unexpectedly exciting experience! I then started attending BIR conventions whenever I could but it was in Rome 2012 that I decided to step up and get more involved within the BIR.

Barcelona 2012 was the day I officially became a YTG member, it was one of the best opportunities that I had and a stressful one too as I was the youngest in the group at that time. Making friends and customers from all ages and from all parts of the world was one of the advantages of joining the YTG, whether business or pleasure, we still keep in touch on a regular basis.

The BIR helped me do a lot of business and meet new people who share the same passion and helped me with advice and cultivate my expertise but joining the YTG provided me with great opportunities to network, meet new friends, have fun and learn at the same time.

Last but not least, I would like to thank everybody who supported me in my career and the YTG chairmen and members who made me feel as comfortable as I can get. I gladly say that we are all proud of what the YTG has become and the influence it has on the new generations.

And the best is yet to come!

Nasser Al Sharif
Sharif Metals International, United Arab Emirates

YTG members have their say.

Below is a list showing Young Traders Group members' representation within the BIR's Advisory Council and 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.

Graeme Cameron, Sims Metal Management, Australia

Ferrous Division

Jose-Martin Neumann
TSR Recycling GmbH, Germany

Non-Ferrous Metals Division

Alexandra Weibel-Natan
Manco, France

Paper Division

Tarek Al-Sharif
Sharif Metals Int'l LLC
United Arab Emirates

Textiles Division

Richard Lewis
Avon Metals Ltd
United Kingdom

Stainless Steel & Special Alloys Committee

Lorenzo Geri, Rottami Padana SRL, Italy

Plastics Committee

Convention Committee

Richard Lewis, Avon Metals Ltd
United Kingdom

Communications Committee

Sandra Vrielink, OneSteel Recycling
China

International Trade Council (ITC)

Graeme Cameron, Sims Metal
Management, Australia

Membership Committee

Nicky Jason, Sansing Ltd, China

Young Traders Committee

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

Finance Committee

Graeme Cameron, Sims Metal
Management, Australia

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.



Graeme Cameron
Sims Metal Management, Australia
Chairman Young Traders Group
Representative to International Trade Council



Paul Coyte
Hayes Metals, New Zealand



Zain Nathani
Nathani Group of Companies, India
Representative to the Shredder Committee
& Vice-Chairman Young Traders Group



Nasser Al Sharif
Sharif Metals International, United Arab Emirates



Alexandra Weibel-Natan
Manco, France
Representative to the Non-Ferrous Metals Division



Julie Hooper
OneSteel Recycling, China



Hemant Sharma
Risheek Global, Singapore



Sandra Vrielink
OneSteel Recycling, Hong Kong, China
Representative to the Communications Committee



Jose-Martin Neumann
TSR Recycling, Germany
Representative to the Ferrous Division



Bashar Gadawala
Ala Metals, United Arab Emirates



Mark Sellier
OneSteel Recycling, China
Honorary member



Lorenzo Geri
Rottami Padana SRL, Italy
Representative to the Stainless Steel &
Special Alloys Committee



Richard Lewis
Avon Metals Ltd, United Kingdom
Representative to the Convention Committee



Nicky Jason
Sansing International, United Kingdom
Representative to the Membership Committee

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

Paul Coyte
Hayes Metals, New Zealand
Dec 2009 – Oct 2014

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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