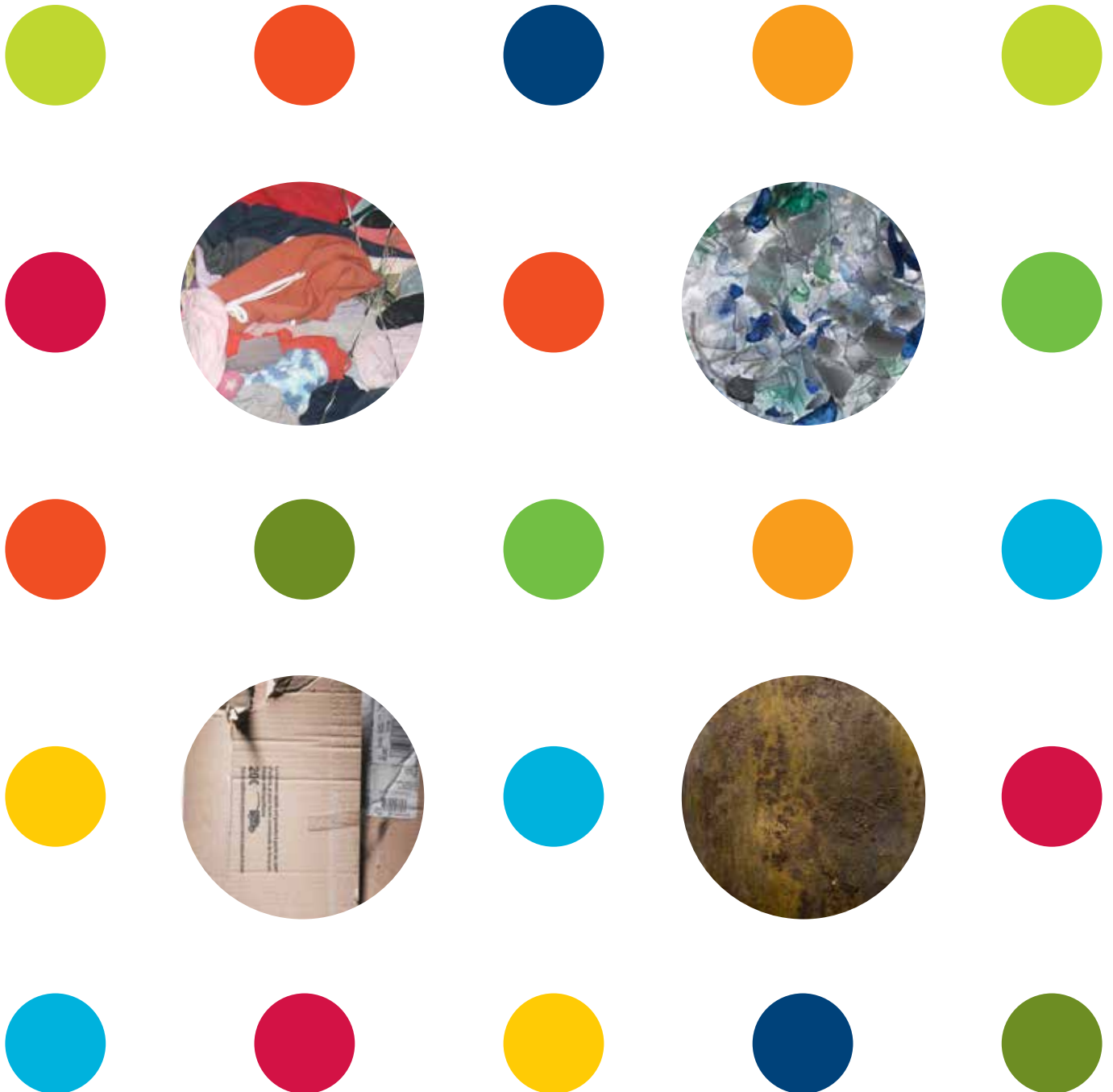


YT Gazette

ISSUE SIX
MAY 2014



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



**WICKED TIMES
IN WARSAW**
A RECAP OF THE
LAST CONVENTION

**EXPERIENCE
MIAMI'S MAGIC**
LEARN ABOUT OUR
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**SCRAP RUNS
THROUGH MY VEINS**
SIMON ISAACS SHARES
HIS STORY

**SPOTLIGHT ON A
YOUNG TRADER**
KAMIEL VAN WIJK
OF AURUBIS

Words from our Chairman.

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

As my tenure as the Chairman of the Young Traders Group draws to a close, it is interesting to look back and see what has happened over the past ten conventions in which I have chaired the group.

The committee has grown from an average of six members to twelve members. This has enabled the group to increase its presence and develop new initiatives such as the Gazette, a young traders section within the BIR website and generally increase the awareness of the activities of the group within the BIR membership.

The Young Traders Committee has worked hard to develop these initiatives in conjunction with the BIR and the flow-on-effect has been that the networking dinners have steadily grown in numbers. We now have consistently more than 100 people attending these events. Six years ago it was around half this number. I would like to thank the committee for their tremendous support.

It is with a huge amount of pride that I look back and reflect on this. It is also comforting to know that the Young Traders Group will remain in good hands going forward, and with the support of BIR President Björn Grufman, we welcome Graeme Cameron, incoming Chairman and Zain Nathani as Vice- Chairman. Whilst my time as Chairman is drawing to a close, I am just as passionate about the young traders as I have always been. I will stay on the committee and enjoy watching it continue to grow as a result of the collective efforts of all those involved.

Paul Coyte
Hayes Metals, New Zealand
Chairman Young Traders Group



The wonders of Warsaw.

A recap of the BIR Young Traders Group Warsaw dinner party at the Red Hog Inn Restaurant at our last convention.



After having spent a few amazing hours at the Kubicki Arcades, where the BIR Welcome Cocktail took place, our carriages awaited to bring us to the Red Hog Inn Restaurant. Well, carriages.. Polish “retro style” buses, called “Cucumber buses”. Before entering we were all provided with a shot of Vodka. This, in combination with the enthusiastic tour guide, made sure the tone was set for the rest of the evening.

The Young Traders Dinner wouldn't be the Young Traders Dinner without a networking game. After all, everybody is there to have fun and make new contacts. This time everybody found a little card next to his or her plate with an image of a typical Polish “subject”. Either an image of Chopin, a bottle of Vodka, or Porc. After the delicious starter everybody was asked to change tables and enjoy

the rest of the meal with the people that had matching cards. The game was, once again, a great success. Cards were being shared, people were being introduced to each other and new friendships/business relationships were established.

On the way back, the party went on and live entertainment was offered by some of the Young Traders.

All in all, the Young Traders Dinner, which was generously sponsored by Drop SA, was a huge success, with over 80 young traders attending.

We are looking forward to seeing you all in Miami!

Sandra Vrielink
Metal Radar BV

Experience the magic of Miami.

Our next event is in Miami, USA. The Young Traders Networking Dinner is at the Nikki Beach Club. Pack plenty of business cards and we'll see you there!

Let's combine business and pleasure with this unique venue on South Beach. Nikki beach is a unique venue with a very good mix between jet-set style and exciting night life on South Beach. Along the beautiful Atlantic Ocean, the place is a large complex featuring an outdoor beach club, a very famous nightclub and one of the only gourmet restaurants on South Beach.

The menu is in line with the other Nikki beach properties in the most sophisticated cities in the world (Saint Tropez, Marbella, Koh Samui and so on...). It includes all-over-the-world specialties from wood-oven pizzas to sushi rolls through fresh seafood and amazing meat... creating a real blend of flavors.

If I had to summarize those few lines, don't miss the venue which is really THE place to be in Miami.

Alexandra Weibel-Natan Manco, France

Special thanks to our event sponsor:



www.roycetrading.com



Seven places to visit in Miami.

From the Overseas Highway to Fort Lauderdale and everything in between, experience restaurants, bars, beaches, dance clubs and more subtropical things to do in Miami and the Sunshine State.



Whether you're into sport, sunshine or salsa, Miami sizzles all year round with exciting entertainment venues and attractions, world-class hotels and restaurants, great beaches and a nightlife that never sleeps. Spend the day soaking in the sights and sounds and at the end of the day, chill out at one of the worlds best bars and nightclubs.

Little Havana (1)

The spirited Cuban neighborhood of Miami where the sights, sounds and smells are intoxicating. Be sure to sample a traditional Cuban meal or grab a quick sandwich cubano and some empanadas at any of the walk up counters.



Virginia Key Beach Park (2)

Located off of Miami's Rickenbacker Causeway in Key Biscayne, this beach features a vintage carousel and train ride.



Toro Toro Restaurant & Bar (3)

A contemporary steakhouse that was named "Best Latin" and "Best New Restaurant" by Time Out.

Zuma Restaurant

Modern japanese cuisine - already renowned in London, Hong Kong, Istanbul, and Dubai, Zuma Miami offers a sophisticated cuisine philosophy of flavorsome, modern Japanese dishes in a fun and vibrant environment.



Living Room Bar (4)

The lobby bar at W South Beach probably doesn't look anything like your living room. Unless your living room happens to be decked out with the sleekest velvet and faux fur furniture, and looks out on to one of the most beautiful pool areas in South Beach.

American Airlines Arena

A modern architectural marvel where the NBA's Miami Heat play. The AA arena is a great venue when it comes to concerts and sporting events, it is conveniently located in the biscayne area of downtown Miami... close to Miami's nightlife. visit www.aaarena.com

Your Miami map.

Below is a map showing the Fontainebleau Hotel (Convention Hotel), Nikki Beach Club (Young Traders Dinner) and our Miami highlights.



- 1. The Fontainebleau Hotel (BIR Convention Hotel)**
4441 Collins Ave
- 2. Nikki Beach Club (Young Traders Dinner)**
1 Ocean Dr
- 3. Virginia Key Beach Park**
4020 Virginia Beach Dr
- 4. American Airlines Arena**
601 Biscayne Blvd. Ph +1 305-577-4328
- 5. Toro Toro Restaurant & Bar**
100 Chopin Plaza. Ph +1 305-372-4710

- 6. Zuma Restaurant**
270 Biscayne Blvd Way. Ph +1 305-577-0277
- 7. Living Room Bar (W Hotel)**
2201 Collins Ave. Ph +1 305-938-3000
- 8. SL Miami Nightclub**
1545 Collins Ave. Ph +1 786-224-7201
- 9. Mansion Nightclub**
1235 Washington Ave. Ph +1 786-735-3344
- 10. Little Havana Neighborhood**

Scrap runs through my veins.

Simon Isaacs from Panamax Metals is a second generation scrap dealer. He grew up in scrap yards from a young age, and eventually ended up in the business. Here is his story.



When I was young, I'm not sure whether I acknowledged that scrap metal would be my future. I always took an interest in it, as my father, Lee Isaacs, had been trading scrap metal since 1965. With eagerness to learn and a childlike curiosity, I forced my father to take me to scrap yards on my school holidays and any other time I could persuade him to let me miss school (hence why I left at 16). My father showed me the various metals and taught me how to differentiate between them a skill I will always be grateful for.

I found the yards fascinating and understood that this is where I should start if I wanted to fully grasp the role of a scrap metal trader. But like any 16-year-old, I thought I should prove my value and gain work experience in the city.

In the 1990s, I started work at Brewin Dolphin starting in the back office and working my way up to a currency trader. After four years there, I left to take on the role of Senior Trader in small cap shares at City Equities. By 2008, I reached a point in my career where I was looking for another challenge.

My father approached me about joining him in the scrap

business and starting a company together. This was the catalyst I needed to leave my job in the city and start L & P Trading Ltd, an international scrap metal trading company, trading mostly in non-ferrous scrap. During this time we became the purchasing agent for Envirowales Ltd. We bought lead acid batteries, scrap lead, and lead plates; but most importantly, it taught me every aspect of the business from the weigh bridge to the finished product. I even found time to get my qualification as a certified fork lift driver!

In April 2013, we sold L & P Trading and formed Panamax Metals Ltd, to continue our trading of non-ferrous metals internationally. At the same time, I became a father to twins, who keep me very busy. Maybe someday they too will join me in the family business.

Since becoming a member of BIR, I have gained access to a pool of some of the most fascinating and talented people in the scrap arena. I am also proud to say I've already formed friendships that I hope will continue for years to come.

Simon Isaacs
Panamax Metals

The Melting Pot.

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



Graeme Cameron
American Iron and Metal, Canada

What was it like to attend your first convention?

My first BIR convention was nowhere near as exciting as I had hoped; my first meeting was in Autumn 2008 in Dusseldorf. LME Cu had just dropped some Usd3,000/mt in a little over a month and there was fear that it would go lower still. So it would be fair to say that there was not a lot of optimism in the air at my first BIR convention.

Despite it not being the best markets I however learnt a lot from that convention. I followed closely in the footsteps of my then manager who had a long affiliation with BIR and knew many of the more experienced members. In fact it was at one breakfast that some of his good friends in the industry strongly encouraged me to attend the Young Trader's dinner that evening and to become involved in the BIR YTG.

Why did you join YTG? After attending my first BIR YTG dinner I recognised the benefits of attending such an event, namely the opportunity to sit down and mingle with likeminded young traders over a dinner.

After speaking to Paul Coyte at the BIR Istanbul convention meeting I really could see the benefits of joining the YTG as a committee member, as there is an opportunity to influence the direction that the YTG takes. Furthermore, YTG members are encouraged to join other committees. Participating in these committees, a young trader has the chance to understand how BIR functions and to mingle with senior members of our industry.

What benefits have you found being a member of the Young Traders Group? The main benefit that I have found from being a member of the Young Traders Group is making some very good connections and friends within the group. These are people who I talk to regularly outside of the conferences, sharing ideas and hopefully bettering ourselves.



Aaron Rosenthal
Cooper's Iron and Metal,

What was it like to attend your first convention?

Rome in 2012 was my first BIR convention. My instinct is to say it was scary, but actually it was more confusing and overwhelming. Coming from my experience of going to ISRI conferences, I was expecting something similar. What I found was a large group of like-minded people bouncing ideas off each other. This unique experience allowed me to get into my comfort zone which is talking to people and developing relationships. Our company, Cooper's Iron and Metal Inc was also a new face on the BIR scene and people wanted to talk to me as much as I wanted to talk to them.

Why did you join? I wanted to get involved with BIR. The YTG is a great stepping stone into getting more involved with the various committees within the BIR. I also wanted to continue to assist my company's growth globally and the ideas and contacts that have been shared within the YTG has been invaluable.

What benefits have you found from being a member of the Young Traders Group? First and foremost the best benefit is the friends you meet from all over the world. I now go to places like China and Europe and randomly see familiar faces of people that I have met through the YTG. The contacts in various aspects of our business is another major benefit. It has allowed our company to grow globally.

Spotlight on a Young Trader.

Kamiel van Wijk of Aurubis shares with us his career's twists and turns to date.

My first BIR convention was in Dubai 2009. A colleague at Uzimet, at that time my employer, decided to leave us and I applied for the job. After having been commercially active, but more on the sales side, for a few years, the scrap world was new for me. So I didn't know what to expect. But after spending a few days at the BIR convention I was hooked.

It was during this convention that I joined my first Young Traders meeting on the invitation of a nice young gentlemen called Paul Coyte. Who knew then that this was the start of a very good friendship and a new era for the Young Traders Group.

Just a year later, after Paul became the new Chairman, I was asked to take the Vice Chairman position. Of course I accepted! With the input of some other new faces we became a solid group of young executives, who shared ideas on how to make people more aware of the YTG and how we could get people involved not only with our Committee, but as a Young Traders Representatives on other BIR Boards.

Also for myself the opportunity came to join a committee.

At the Brussels Convention in 2010 I joined my first Communications Committee meeting, chaired by Andy Wahl. I still remember this well, there I was between all these people who had been a part of this industry for some years and made a name for themselves.

Me who only just started! It was a great experience and I even had the opportunity to share my thoughts and ideas. At that time I couldn't have guessed that only a year later I would be the next Chairman!

During the Munich Convention in October 2011 I got the great honor to chair my first Communications Committee meeting after Andy Wahl decided to step down. Andy has been a great help and support for me during this period and ever since. I would like to say that I still remember but honestly I can't.... When arriving at the meeting I was

fine, but when it started I got nervous. What happened in the next 1.5 hours is in the minutes! No, seriously, all went well but it was quite a nerve-racking memorable day.

Since last December I am 36, meaning my time in the Young Traders officially came to an end. Looking back on these 4 years of being part of this great group I can say I'm proud of what we achieved. Not only did we create a solid group of committee members but we managed to fill almost all spots in Committees and Boards. We transformed the YT night into an event that people talk about and more importantly, want to be a part of! This is the perfect platform to meet new people, possible business partners, make new friends and catch up with old ones.

We started with approximately 20 and now we are close to 150 attendees!

The introduction of the Gazette has been of great importance to our group. It gives us more exposure and a platform to show what we, as a group, are doing. I know that some people have been spending many hours on this topic and I would like to thank them again for this.

Last but not least I would like to reach out to all Young Traders out there and even more importantly, the senior people of the BIR members, to give their young executives the change to be a part of these events and/or committees. As this is truly a great chance to get introduced to the world of BIR.

I would like to thank everyone who has been a part of this group(including the BIR office) the last years and I wish them all the best for the years to come. And I know for sure that they will have the support of BIR and all members of senior boards to develop.

I can only say that it has been a great period and that I made some good friends during the ride!



Kamiel van Wijk
Aurubis, The Netherlands

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.

Paul Coyte, Hayes Metals, New Zealand

Ferrous Metals Division

Non-Ferrous Metals Division

Alexandra Weibel-Natan, Manco, France

Paper Division

Textiles Division

Stainless Steel & Special Alloys Committee

Lorenzo Geri, Rottami Padana SRL, Italy

Plastics Committee

Convention Committee

Simon Isaacs, Panamax Metals, United Kingdom

Communications Committee

Sandra Vrielink, Metal Radar BV, The Netherlands

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

Paul Coyte, Hayes Metals, New Zealand

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



Mark Sellier
OneSteel Recycling, China
Honorary member



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



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



Nasser Al Sharif
Sharif Metals International, Kuwait



Simon Isaacs
Panamax Metals, United Kingdom
Representative to the Convention Committee



Alexandra Weibel-Natan
Manco, France
Representative to Membership & Non-Ferrous Division



Nicky Jason
Sansing International, United Kingdom



Julie Hooper
OneSteel Recycling, China

Past Chairmen/women of the YTG

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



Hemant Sharma
Risheek Global, Singapore

Joel Jensen
Scandscrap, Sweden
May 2002- May 2004



Graeme Cameron
American Iron and Metal, Canada
Representative to International Trade Council &
incoming Chairman Young Traders Group

Boris Bronneberg
SMP, Germany
May 2004 – Oct 2005



Sandra Vrielink
Metal Radar BV, Netherlands
Representative to the Communications Committee

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



Jose-Martin Neumann
TSR Recycling, Germany

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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