

YT Gazette

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



PLEASURES OF PARIS

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LAST CONVENTION

DINING OUT IN DUBAI

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SCRAP'S IN MY BLOOD, SUDDENLY

AARON ROSENTHAL
SHARES HIS STORY

SPOTLIGHT ON A YOUNG TRADER

ZAIN NATHANI OF
NATHANI GROUP
OF COMPANIES

Words from our Chairman.

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

The BIR Young Traders Group has been acknowledged by many within BIR as being an integral part of the future of our world organisation and the greater international recycling community. Today many current and former young traders do business and network among their peers and members of the wider BIR community. They also sit on divisional boards and committees within BIR as official representatives of the YTG.

In autumn 2008, markets were tumbling and I was participating in my first BIR convention. Despite the fact that I was not attending the event alone, it was still a daunting experience. At this convention I was encouraged by many to attend the Young Traders Group dinner. Fortunately I did because I had a great time and met several people that I am still in contact with today. I found it to be quite an informal event where everyone was open to a chat regardless of whether they trade the same commodities or are from the same geographic areas. Until today, the Young Traders Group maintains its principles, all first time attendees are welcome and everyone is keen to network within the group.

The Young Traders Group and its events offer BIR members under the age of 35 a great opportunity to connect with their peers. During each BIR convention we host a networking event that is generally less formal than other activities and events organised by BIR. But of course this does not mean that the Young Traders Group events are of any less value! These are great opportunities to mingle with like-minded industry professionals who may be attending a BIR event for the first time or the tenth time.

I encourage all those who are 35 or under to attend the next Young Traders Group event. I hope to see you at the next Convention and please feel free to say hello to me.

Graeme Cameron
Sims Metal Management, Australia
Chairman Young Traders Group



All the pleasures of Paris.

A recap of the BIR Young Traders Group dinner party at the floating restaurant Le Quai, under the majestic Musée d'Orsay at our last convention in Paris.



In October 2014, the BIR Convention was held in the historic city of Paris - a top tourist destination and headquarters to many important global manufacturing and service companies from around the world.

Sponsored by the prestigious **DANIELI** Group, the event provided an opportunity to meet acquaintances within the very heart of Europe. The BIR Young Traders meeting was chaired by Graeme Cameron, who gave a warm welcome to all the young traders and members. Everyone was encouraged to introduce themselves and to network with each other.

During the meeting, the highlights of the previous Convention were discussed along with the dates for the next Convention in Dubai. These events provide an important opportunity for young traders to connect with

their peers and to feel part of a wider society providing valuable and reliable resources.

After the meeting, guests and their life partners were cordially invited to the BIR Welcome Reception which took place in the unique setting of the Palais Brongniart, a majestic venue brimming with history. During the event, appetizers, cocktails and drinks were exquisitely served.

The Young Traders networking dinner took place in a sophisticated restaurant with a relaxing waterfront view where we enjoyed the truly worthwhile opportunity to enhance our business relations and meet new members.

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

Dinning out in Dubai.

From the Seine to Dubai Creek, Legends is the perfect place to enjoy a delicious dinner overlooking the waters of the Dubai Creek and city skyline. Pack plenty of business cards and we'll see you there!

Dining and partying in style, that's what Dubai is all about. The emirate is very well known for its extraordinary, prestigious, unique night life. Many people from different parts of the world visit Dubai just to enjoy the entertainment that this city offers from restaurants to lounge bars to beach clubs, as well as famous cafes.

The venue we have chosen for the Young Traders Evening is a real stunner. The iconic Legends restaurant at Dubai Creek Golf and Yacht Club has been transformed to offer an amazing and pleasant atmosphere that would suit almost all tastes and cultures. What makes this place very interesting is the floor to ceiling glass that creates an eye catching view to the creek during sunset. Another interesting feature is the VIP table on the terrace that is set amidst the new under-lit reflection pool.

Legends offers the delicious cuisine of an international top-end steakhouse which accommodates almost all tastes. Not to mention the other entertainment that can be enjoyed throughout the whole night such as music, drinks, socialising and a lot more.

Don't miss out on great fun and join us for a truly memorable evening in a really luxurious setting.

Mahmoud Al Sharif
Sharif Metals Int'l, UAE

Special thanks to our event sponsor:



Six places to visit in Dubai.

Dubai offers everything you could possibly want. Experience the many luxury hotels, bars and malls. From the vast desert to an indoor ski field, if you can dream it chances are it's in Dubai.



1. Burj Khalifa: The tallest structure on the planet is impossible to miss from the moment you arrive in Dubai. Soaring above the city like a giant, needle-shaped spacecraft, it really is a wonder of modern technology and design. The opportunity to view the city from the observation deck on the 134th floor is not to be missed, and day or night the panorama is truly spectacular.



2. Burj Al Arab: The iconic Burj Al Arab is the world's fourth-tallest hotel. Offering the ultimate in luxury, this 7-star hotel is an architectural and engineering marvel; it is unmatched by any other building in the world and includes all state-of-the-art amenities and facilities. No trip to Dubai would be complete without at least seeing it!



3. Atlantis Hotel: Atlantis Palm Jumeirah is more than just a hotel. Offering the ultimate in luxury and extravagance, it has loads of attractions to fascinate you. Have up-close encounters with dolphins at the Dolphin Bay, explore the exquisite marine life, feed the fish and watch an entertaining show in the Aquatheatre at the Lost Chambers Aquarium. Besides these, Atlantis also offers opportunities for snorkelling and diving.



4. Desert Safari: A memory to share with your family and friends back home! The trip from Dubai starts in the afternoon, with several photo-stops during an exciting dune drive across the desert. Stop to watch the beautiful sunset before reaching the campsite where you have the opportunity for a camel ride, sand boarding and trying out a henna design on hands or feet. Afterwards, you can enjoy a delicious barbecue dinner and shisha while watching a belly-dancing performance, before returning to the city.



5. Dubai Marina Walk: This is a 7-kilometre walkway that runs from the start to the end of Dubai Marina. Dotted with a number of nice restaurants, cafés and shopping outlets, it is a great place to spend an evening with your loved ones. Many fancy yachts and speedboats are moored near the waterfront, making it a beautiful sight.

6. Dubai Mall: This is Dubai's premier mall and provides entry to the Burj Khalifa as well as the Dubai Aquarium. There is also an ice-skating rink, gaming zone and cinema complex if you're looking for more entertainment options. The shopping and eating possibilities are endless and there are nearly always special events such as live music and fashion shows taking place inside.

Nasser Al Sharif, Sharif Metals Int'l, UAE

Scrap's in my blood, suddenly!

*How did Aaron Rosenthal from Coopers Iron enter into the exciting world of metal recycling?
Read on to hear his story.*



In January 1905, my paternal great-grandfather moved his wife and young son from Russia to Canada. He settled on the prairies, in Winnipeg, Manitoba. He knew very little English and had less than a penny to his name. He came to Canada for safety, security and for the chance to find work and build a better life for him and his family.

During the same period of time, my maternal great-grandparents were packing up their meagre belongings in Chmielnik, Poland, near Kielce. They too were off to Canada for a better life. When they arrived, they also knew very little English. They settled in Canada's largest city, Toronto, Ontario. Little did they know that they and my paternal great-grandfather had such a lot in common.

The one skill they knew from Europe was finding steel and other metal in garbage dumps, from small shops and from their neighbours, and turning this into dollars. Items that were being thrown away could be collected and sold to pay for food, shelter and other necessities. They were pedlars, and like most pedlars, whether more than a century ago or today, they were extremely hard-working.

They worked day and night to make a better life for their respective families. Some 75 years after they had arrived in Canada, their grandchildren met and got married, and 100 years later, their great-grandson was painting boxes and shearing up copper and aluminum in a family friend's scrap yard. It stands to show that everything in life always comes full circle.

In 1998, I had a summer job which included painting lugger bins and roll-off boxes. That job eventually led to a full-time career in the recycling business which began in 2006. I worked for a medium-sized business in and around the Toronto area. This family-run enterprise, like many in North America, was then purchased by a large steel corporation in 2008, for which I continued to work for three more years. I learned about shredders and non-ferrous residues, as well as about how large corporations operated. This was a huge transition from the detail-

oriented, family-run business for which I had previously worked and which had taught me the industry.

In 2011, I was lucky enough to be hired by my current employer, Cooper's Iron and Metal. Here I had found a permanent home; I had returned to the family-run style that I had grown to love. I was able to hone my skills and focus on what we do at Cooper's, which is process copper and brass. I learned more about copper and brass in one week than I had learned in my previous six years.

Our company has a long history, starting with the four brothers that own it. Their father taught them the basics of copper and brass processing at an old ingot maker that no longer exists. They took this knowledge and created what is now Cooper's Iron and Metal. We now buy copper and brass from all over the world and process it at our facility in Toronto, Ontario. Our partnership with an existing local ingot maker allows us to close the loop on the recycling cycle and also enables us to extrapolate value from every pound we come in contact with.

Joining the BIR upon my arrival at Cooper's Iron and Metal has been very beneficial to our business. It has allowed us to meet many suppliers and customers, which in turn has allowed us to extend our global reach and to exchange ideas with people all over the world to improve our business practices. Within the Young Traders Group, those relationships continue to be fostered through more intimate interactions with my peers.

I have been lucky in my career and my life. I believe we are all lucky to work in a business that continues to challenge us on a daily basis while we continue to help save the environment, whether it be one piece of steel at a time like my great-grandparents, or one load at a time like today's large copper and brass processors.

BIR Dubai will be my last as a young trader but I want to thank everyone who has shared their ideas and experiences with me along the way. It has been an honour and a privilege to work alongside all of you. I look forward to continuing to develop these relationships in the future.

Aaron Rosenthal
Cooper's Iron & Metal Inc, Canada

The Melting Pot.

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



Martina Franceschi
Fonderie Pandolfo SRL, Italy

What was it like to attend your first BIR Convention? I had been in the business for five months when I attended my first BIR Convention in Warsaw in 2013. My disorientation because of that wonderfully crowded hall didn't last more than a few seconds. I was keen to meet all those people and to let everybody know more about Fonderie Pandolfo. Facing that new chaotic experience was something natural for me, although it was challenging and exhausting. I couldn't say I knew exactly how it all worked; it takes some time to get acquainted with that universe. However, I was lucky enough to have a highly-experienced teacher and was inclined to learn quickly. It was both enjoyable and fruitful beyond any expectations.

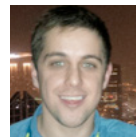
Before my first Convention, I liked my job; after it, I was deeply part of it and loved it with more awareness. On my way back home, my mind kept going over every detail; I was so happy and excited that my only thought was "How long is it until the next Convention?"

Why did you join the YTG? I met Lorenzo Geri during my first Convention and he talked to me about the YTG. I immediately thought I couldn't miss such a fascinating opportunity. I joined the Committee in Miami the following year and was honoured to feel part of that group. It means learning from each other, sharing opinions and developing ideas together. As the proverb says: "If you want to go fast, go alone. If you want to go far, go together." Actually, the most beautiful thing is that the whole world is inside a small room; connection is the real power.

What benefits have you derived from being a member of the YTG? This question would probably receive a more grounded answer in a few years from now as I have only recently joined the YTG. The Committee is very welcoming and helpful; I have felt comfortable from the beginning. I'm looking forward to joining the committees with senior members and to enhancing my knowledge.

I have attended two YTG dinner events so far and I have been very satisfied. It's the perfect mix which allows you to make useful contacts all over the world in a fun and casual environment. At the end of the day, you realise it's not just business; it's also friendship and much more.

Richard Lewis
Avon Metals Ltd, United Kingdom



What was it like to attend your first Convention? My first BIR Convention was in Rome in 2012. The conference was the largest industry event I had attended and the number of attendees was quite daunting at first, but I quickly found my feet. I was able to meet both existing customers and potential new customers in a short space of time. The costs of travelling to meet all of these people outside of the conference would be huge so it is a really cost-effective way to network and develop new business leads.

Why did you join the YTG? I was keen to become involved in the YTG and joined the committee in 2014, with my first committee meeting being in Miami. The YTG aims to bring the upcoming generation together in a more relaxed environment, and its success is clearly apparent with the annual increase in Young Traders attending the BIR and also the dedicated YT Evenings over the past few years. The YT Committee also opens up opportunities to become involved with the other BIR committees in the future. I am now also on the Convention Committee, which is an exciting prospect.

What benefits have you derived from being a member of the YTG? I have been fortunate enough to meet people from all around the world, many of whom have since become friends as well as business partners. The BIR events that I have attended have helped me to galvanise relationships with my existing contacts and forge many new relationships which have been good for Avon Metals.

Spotlight on a Young Trader.

Zain Nathani, Vice Chairman of the Young Traders Committee shares his journey into the world of metal scrap.

I was born and brought up in India and did my schooling in Mumbai. After attending college in the United States, I then spent the next few years working as a Management Consultant at Bain & Company in New York.

But even back then, I was quite clear that at some point I would like to return home and join the family business. In mid-2005, I took a six-month sabbatical from Bain and returned to Mumbai to work on a 'trial basis' in our family business, the Nathani Group of Companies. It was founded in 1952 by my grandfather and we specialise in trading and supplying steelmaking raw materials such as imported/domestic metal scrap and imported DRI/ sponge iron, etc. to steel mills in India. The group is also actively involved in the domestic metal recycling sector, supplying radiation detection equipment, trading in secondary steel products, supplying solid fuels and marketing recycling equipment in India.

During this 'trial' period, my father made me accompany him to the BIR Convention. I clearly remember attending my first BIR, and from that first meeting I started attending Young Traders events. I was definitely nervous to see all these men in suits running around from meeting to meeting and from one hall to another. I was lucky to meet Paul Coyte and many other Young Traders soon thereafter and it was nice to know that most other Young Traders were also there for their first Convention and in fact shared the same anxieties as I did!

The challenge and scope of having your own business to run was a lot more thrilling than giving advice to others on how to run their businesses, so I quit Bain in 2006 and joined my father full time in the business. Using the experience I had garnered during my years in the States, I found adapting to life back in India pretty quick and seamless.

The Young Traders Group has provided me with a platform to interact with and meet so many people in the BIR and the metal scrap world. I first joined the BIR Ferrous Board as a Young Trader representative and I am now Vice President of the Ferrous Division. I am also Vice President of the Metal Recycling Association of India (MRAI) and have passed on key learnings from my



time at BIR to help in setting up India's first-ever national association for metal scrap recyclers.

Over the years, contacts from the BIR/Young Traders Group have become work colleagues and today most are friends. Many friends from BIR have visited India for my wedding and for holidays with their families.

I would greatly encourage all Young Traders to get more actively involved in the BIR and in our Committee. You will see for yourself that the rewards are outstanding - and we know how to have a fun time as well!

Looking forward to meeting you all in Dubai,

Zain Nathani
Nathani Group of Companies

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 Metals 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

To be appointed

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, Metal Radar BV
The Netherlands

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, Kuwait



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



Julie Hooper
OneSteel Recycling, China



Hemant Sharma
Risheek Global, Singapore



Sandra Vrielink
Metal Radar BV, Netherlands
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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