

YT Gazette

ISSUE ELEVEN
AUGUST 2016



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



SUNSET IN BERLIN

A RECAP OF THE
LAST CONVENTION

EXPERIENCE THE BEAUTY OF AMSTERDAM

LEARN ABOUT OUR
UPCOMING EVENT

SCRAP'S IN MY BLOOD

RICHARD LEWIS
SHARES HIS STORY

SPOTLIGHT ON A YOUNG TRADER

ROMAIN WAGNER OF
JEAN GOLDSCHMIDT
INTERNATIONAL

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Words from our Chairwoman.

A message from Alexandra Weibel-Natan of Manco, our current BIR Young Traders Group Chairwoman.

I'd like to welcome you to this new edition of the Young Traders Gazette - a well-established publication by now, written for young traders by the young traders themselves.

It is an honour for me to be chosen as the new chairwoman of the Young Traders Group. It is with great emotion that I take on this new role within BIR as this wonderful experience began for me in Amsterdam seven years ago. The first Convention is always a bit daunting; so many experienced people were gathered there and they all seemed to know each other. The Young Traders Group is there precisely to support first-time attendees. Our networking event has become more and more successful over the years. It is a great occasion for those aged 35 years or under to meet their peers, to network, to catch up and to make new friends. The people I sat beside at my first Convention networking dinner are still my friends today.

I'd like to thank Paul and Graeme for the great job they have done in the Chairman's role. Since my first Convention, the Young Traders Group has grown and strengthened significantly. We must never forget that we, the young traders, are the future leaders of our industry.

I look forward to meeting you all in Amsterdam.

Alexandra Weibel-Natan
Manco, France
Chairwoman Young Traders Group



Sunset in Berlin.

A recap of the BIR Young Traders Group dinner party at the Solar Lounge where BIR young traders could experience Berlin's panoramic views and enjoy Germany's finest food and beer while networking!



If I had to name this evening, I would certainly go for "Sunset in Berlin".

The location was the Solar Lounge on the 17th floor of a building from where the view of the city was terrific. We were in a basement last year in Prague, and so we kind of jumped towards the sky!

Also, the weather played a helpful role and the lights from the ceiling windows helped to create a magical atmosphere.

There was a bus service from/to the InterContinental Hotel and around 60 people attended; many were "habitués" but there were also several new faces. The drinks/warm-up service with beers and cocktails was excellent. Dinner was served just downstairs and it was very tasty fare that everybody enjoyed. A female DJ, moving up and down

from the lounge area to the restaurant, took care of the music and we also had a professional photographer just for the occasion.

Young Traders managed to get to know each other and to connect easily after two intense days of meetings. This was the last event with Graeme Cameron as our President and his place has now been taken by Alexandra Weibel-Natan, who was warmly welcomed. After dinner, many Young Traders went back to the InterContinental while others decided to keep partying elsewhere.

Looking forward to Amsterdam!

Martina Franceschi
Fonderie Pandolfo, Italy

Amsterdam networking evening.

Experience the beauty of Amsterdam!



Amsterdam is one of the most beautiful cities in the world. Its ring of canals was added to UNESCO's World Heritage List in 2010. Besides many tourist attractions like The Dam, The Red Light District, The Leidseplein and The Pijp, you can also find the world's second-largest maritime collection in Amsterdam or, to be more precise, "Het Scheepvaartmuseum" (The Maritime Museum of Amsterdam).

This is the place where the Young Traders networking evening will be held on Monday October 24 at 21.00. Very conveniently, the Welcome Reception will take place at the same venue and so it's only a two-minute walk. A room with a beautiful view on to the large exhibition boat outside has been arranged for the evening.

The Maritime Museum is located a little way from Amsterdam's centre, near the city's old harbour. The huge historical building of s'Lands Zeemagazijn - the main land store of the Amsterdam Admiralty and used until 1973 by the Dutch Navy - has become the modern multimedia museum with a rich 60,000-volume maritime library, including a restaurant and museum shop.

Pack your business cards and come join us on the 24th. It will be spectacular as always!

Sandra Vrielink
OneSteel Recycling Hong Kong, China

Places to visit in Amsterdam.

Amsterdam is the biggest city in the Netherlands and is famous for its canals, coffee shops and The Red Light District. But Amsterdam has a lot more to offer. It's the perfect city for people who love culture and history, and it also has a great nightlife, green spaces to enjoy, lovely restaurants, and more besides.



1

1. Amsterdam City Canal Cruise

In the past, the Amsterdam canals functioned to promote trade and transport. Nowadays, they serve as the tourist attraction. Millions of tourists take boat trips on the canals every year. No wonder the Amsterdam ring of canals was added to the UNESCO World Heritage List in 2010. Go explore Amsterdam from the water and experience all the city's highlights in a unique way.



2

2. Rijksmuseum

Amsterdam is famous for its many museums, the biggest and most important of which is the Rijksmuseum. Its collection offers an overall picture of Dutch history and art, showing amongst others the 17th century works of Rembrandt and Vermeer.



3

3. Anne Frank House

Her diary is one of the most widely-read books in the world. Every year, over a million people visit Prinsengracht 263 where Anne and seven others spent two years hiding from the Nazi regime.



4

4. Vondelpark

Vondelpark is the largest park in Amsterdam and welcomes over 10 million visitors every year. Besides being a fun, relaxing place, you can also enjoy one of the many concerts that are given at the open-air theatre, or just have a coffee on the terrace of the historical Pavillion.



5

5. De 9 straatjes (the 9 streets)

De 9 straatjes is a fun area to spend a few hours. It's located in the city centre from the canals to the Prinsengracht. In de 9 straatjes, you can find all sorts of unique shops (not big chains) selling vintage, fun gadgets, etc.



6

6. Albert Cuypmarkt

The Albert Cuypmarkt is a famous market which owes its name to the 17th century painter Albert Cuyp. The market has existed since 1905 and sells everything you can imagine - from fruit to electronic equipment. Get a taste of how the local people live and visit the Albert Cuypmarkt.



7

7. Paleis op de Dam (Palace on the Dam)

The Paleis op de Dam is a royal palace located in the heart of the city. It was built between 1648 and 1665 as the Amsterdam Town Hall. From 1808, it was used as the royal palace; the royal family doesn't live there anymore, but you can still visit it.



8

8. Leidseplein

The Leidseplein is the most famous square in Amsterdam and a huge tourist attraction. At the Leidseplein, you can find beautiful terraces and, very often, performing street artists. There are also many pubs, clubs, coffee shops and discotheques. Please do remember that coffee is not the main product being offered in a coffee shop in Amsterdam ;-)



9

9. Spiegelkwartier

In this historical neighbourhood right across from the Rijksmuseum, you'll find the biggest concentration of art-trade and antique dealers in the Netherlands, comprising over 70 shops where you can find art and antiques from all over the world. You'll also come across typical old Dutch houses.



10

10. XtraCold Icebar Amsterdam

Visit the coolest bar in town. At the entrance, you'll get a warm welcome - but that's the only warm thing you'll encounter. Besides a free cocktail, you'll also get thermal gloves and a jacket to keep you warm at -10 degC. The furniture, the glasses, the walls, the artwork - everything is made of ice. Expect a unique, supercool experience.

Scrap is in my blood.

Despite his limited knowledge of metals, Richard Lewis took on a brand new challenge in 2009 that changed his life for good. “Once the metal industry gets into your blood, you won’t ever want to do anything else.” Read on to learn more of his story.

2009 was a sea-change year for me. After working in the finance/insurance sector for six years, I was offered the chance to join Avon Metals Ltd - an opportunity I grasped with both hands. Despite my limited knowledge of metals, I was keen for a new challenge in a completely different industry.

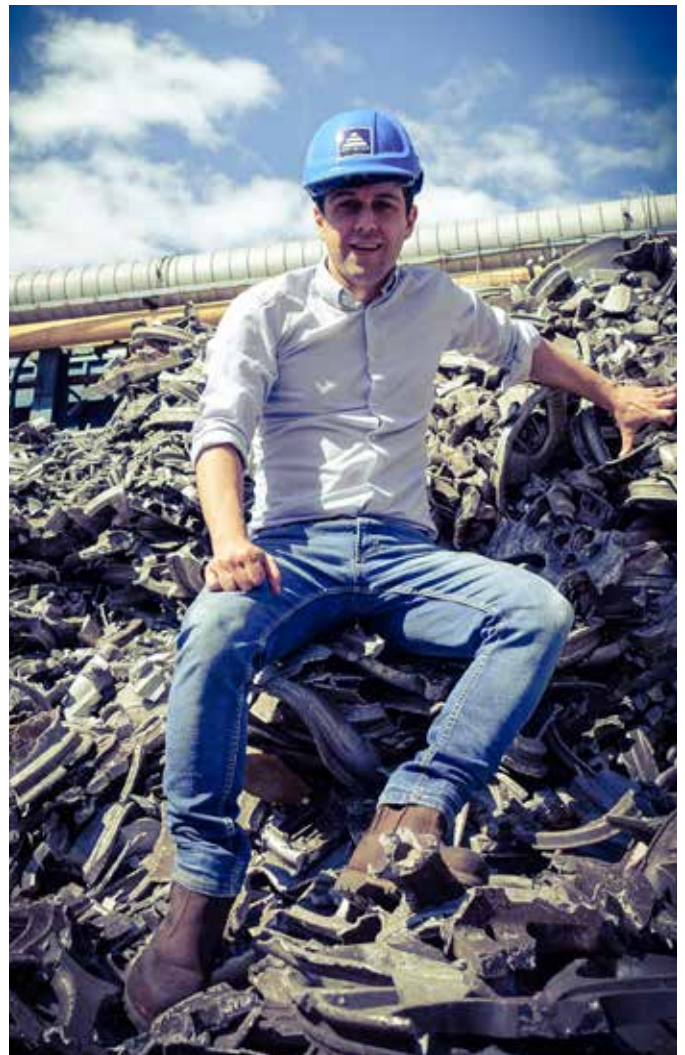
Avon Metals is an award-winning, privately-owned, UK-based manufacturer of specification aluminium alloy ingots and a physical processor and trader of scrap aluminium, nickel-based superalloys and an extensive range of exotic minor metals including chromium, tantalum, niobium, molybdenum, tungsten, rhenium, hafnium, zirconium, vanadium, manganese, silicon and magnesium.

Originally established over 60 years ago, Avon is widely regarded as an important global trader in both on- and off-exchange metals. We trade in accordance with internationally-recognised specifications and standards laid down by the LME, BMRA, MMTA, BIR and ISRI.

Avon employs 70-plus staff in Gloucester across two business streams. Staff turnover is very low, with many second-generation family members now employed there.

When I first joined the commercial office, I was dropped in the deep end to source all the scrap aluminium and alloying additions such as silicon and manganese flake for the foundry, which produces 15,000 tonnes per year of casting alloys and master alloys for the automotive, aerospace, food, marine and architectural industries. It was sink or swim for me at this early stage. Thankfully, I had a host of experienced people to guide and teach me, including Avon’s CEO Steven Munnoch, who has been at the company for 20 years and Captain of the ship for the last 10, and COO John Verdon who expanded my knowledge on a whole range of technical and operational points.

I soon found myself taking on more and more responsibility, and my interest gravitated towards exotic minor metals. After proving myself in my purchasing role at Avon Metals, I was invited to be involved commercially with our new company - Avon Specialty Metals - which was established in 2013. The company has gone from strength to strength: we have invested in a new facility, processing



equipment and industry experts, and are considered a major player in the area in which we operate.

Minor metals and nickel- and cobalt-based scrap entail a very different style of trading to aluminium as most of these metals are not traded on any formal exchange and have a lot of nuances which can make or break a deal. The last two years have been particularly challenging with falling markets and currency fluctuations, but I believe we have come out stronger as a result and are now well-placed with two strong, complementary businesses in the marketplace to take advantage of new opportunities as they arise.

7 A YOUNG TRADER TALKS THE TALK

I always try to attend the BIR Conventions in order to galvanise existing business relationships and seek out new ones. Both Avon companies export a high proportion of their products to overseas markets around the globe.

Joining the BIR Young Traders Group has been invaluable to me: it's given me the chance to work within a great team of people of a similar age group from around the world, many of whom I am now pleased to call friends as well as business contacts. Attendance and support for the Young Traders evening is growing and we are always welcoming new faces, which is a great sign that the next generation of

metals dealers is coming through the ranks.

Joining the metals industry was the best career move of my life. My working days are so varied and I am passionate about learning something new every day. I was told when I first started at Avon that once the metal industry gets into your blood you won't ever want to do anything else. Seven years on and I can say: "They were right!"

Richard Lewis
Avon Metals Ltd, United Kingdom



The melting pot.

Discover more about the BIR Young Traders Group from two of our Committee members.



Tarek Al-Sharif
Sharif Metals International, United Arab Emirates

What was it like to attend your first BIR Convention?

My first BIR Convention was in Dubai in 2009. The conference was the largest industry event I had attended; it was a great experience and I learned a lot. I was able to meet both existing customers and potential buyers in a short space of time. I prepared myself for the conference by going through a list of participants; then I went through the agenda and highlighted each meeting, planning ahead for the day to take advantage of the limited time available.

Why did you join the BIR?

I got inspired by my father Ahmad Al-Sharif who is a managing partner of the Sharif Group and has also been a board member of the BIR Stainless Steel & Special Alloys Committee since 2008. He encouraged me to join the Young Traders Group right after graduating in the UK. I was keen to become involved in the Young Traders and joined the Committee at the BIR in Miami while my first Committee meeting was at the BIR in Paris. The Young Traders Group aims to bring the young generation up together by learning from each other, sharing opinions and developing new business ideas. The Young Traders Committee also opens up opportunities to become involved with other BIR Committees: right now, I'm a board member of the Paper Division, which is exciting.

What are the benefits of being a member of the Young Traders Group?

Young Traders is a cost-effective way to network and to develop new business opportunities. The Young Traders Group Committee is very welcoming and helpful; I have also made a great number of contacts within our industry from all around the world, many of whom have become my friends as well as business partners.

One of the most important benefits for BIR is having young members participating in the organisation.

Attending the conferences all around the world has helped me to galvanise relationships with my existing contacts and to forge many new relationships, which have been good for myself and Sharif Metals.



Mike Comisso
Triple M Metal, Canada

What was it like to attend your first BIR Convention?

My first BIR Convention was in Barcelona in 2012. Coming from North America, I was more familiar with the ISRI Conventions and therefore was a little overwhelmed by the language barriers and unfamiliar faces. Luckily, I attended with my colleague Michel Poulin who helped introduce me to his contacts, as he had attended the BIR for many years. I pre-planned as many meetings as I could fit into my day in order to quickly build my own network.

Why did you join the Young Traders Group?

I joined the Young Traders Group so that I could meet other young professionals in the industry in order to share ideas, build new business, and make some new friends. It's nice to connect with individuals from all over the world who share common interests.

What benefits have you derived from being a member of the Young Traders Group?

The Young Traders dinners have offered a fun and laid-back way to get to know the participants. I have made some great friends and new business partners through my time at the Young Traders Group and look forward to future meetings. I feel the other scrap associations should look to emulate the model that the Young Traders Group offers in order to engage more young traders and create a platform for the exchange of information and ideas.

Spotlight on a Young Trader.

Romain Wagner shares his journey in the scrap recycling world and in working as Sales Manager for Jean Goldschmidt International in Belgium, one of the biggest recycling businesses specialising in wastes and residues containing non-ferrous metals



My name is Romain Wagner. I was born in France but have lived abroad for a large part of my life. After I finished my bachelor degree in Business Studies in Australia, I wanted to find a job in a field that would allow me to travel the world.

My first job after university was in a small trading house that specialised in primary aluminium and aluminium alloys. I started as a young trader and travelled a lot in the Middle East and elsewhere in Asia. This was a wonderful experience and helped me to establish a footing in the trading world.

After working in that company for two and a half years, I was looking to work within a bigger structure. This I found in JGI-Hydrometal in Belgium.

It was a totally different business compared with what I knew. JGI-Hydrometal specialises in recycling industrial wastes and residues containing non-ferrous metals. Our main processes are based on hydrometallurgy; we focus mainly on residues/waste in oxidic form, by-products or secondary raw materials bearing non-ferrous metals. Our aim is to recover difficult/complex materials with several non-ferrous metals in them (Zn, Pb, Cu, Co, Mo, Sn, Ge, etc).

Such diversity makes this job unique and challenging because every day is different. JGI-Hydrometal enables you to work on all the different aspects of trading in the field of recycling (purchasing, treatment, sales, environmental agreements, logistics, etc) and challenges you on each and every material you deal with. This has become not only a job but also a passion, where every working day is a learning process.

After a few months working at JGI-Hydrometal, I attended my first BIR Convention in Warsaw (2013). It was a challenging experience because of my poor knowledge of the recycling world, of the numbers of materials that were offered and, most importantly, of our own capacities and processes. Fortunately, it was a friendly environment that allowed me to learn and meet a lot of people at the same time.

Since my first BIR, I have attended the Young Traders networking event on the advice of my senior management. It was a wise choice because I got to meet a lot of people in such a friendly way and in a relaxed atmosphere. We can exchange our small experiences because most of the people are in a similar situation. In short, we get to meet each other before we do business.

Through these events, I have had conversations with a lot of traders who are members of the Young Traders Committee. This really made me want to be part of it and be more involved in such a great event.

I understand how important it is to have such Young Traders Group events, and I realised how grateful I am that these people have allowed me to be part of the Young Traders Committee and are now my peers.

Now I see most of the members of the Young Traders Group as more than business relations but as friends. I would invite everyone to be part of such great events.

I would invite everyone to be part of such great events.

Romain Wagner
Jean Goldschmidt International, Belgium

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.

Alexandra Weibel-Natan, Manco, France

Ferrous Division

To be appointed

Non-Ferrous Metals Division

Nasser Al-Sharif
Sharif Metals Int'l LLC,
United Arab Emirates

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

Bashar Gadawala, Ala Metals,
United Arab Emirates

Plastics Committee

Romain Wagner, Jean Goldschmidt
International, Belgium

Convention Committee

Richard Lewis, Avon Metals Ltd,
United Kingdom

Communications Committee

Sandra Vrielink, OneSteel Recycling Hong
Kong, China

International Trade Council (ITC)

Alexandra Weibel-Natan, Manco, France

Membership Committee

Jose-Martin Neumann, TSR Recycling,
Germany

Young Traders Committee

Refer to Page 11 for a full list of the
Young Traders Committee.

Shredder Committee

Martina Francesci, Fonderie Pandolfo SRL,
Italy

Finance Committee

Alexandra Weibel-Natan, Manco, France

E-Scrap Committee

Mike Commisso, Triple M Metal, Canada

Latin America Committee (LAC)

Jose-Martin Neumann, TSR Recycling,
Germany

International Environment Council (IEC)

To be appointed

Tyres Committee

To be appointed

Forged Together.

A special thanks to our committee members below for helping grow, mentor and develop the BIR Young Traders Group.

**Alexandra Weibel-Natan**

Manco, France
Chairwoman Young Traders Group
Representative to the Advisory Council &
to the International Trade Council

**Tarek Al Sharif**

Sharif Metals International, United Arab Emirates
Representative to the Paper Division

**Sandra Vrielink**

OneSteel Recycling Hong Kong, China
Vice-Chairwoman Young Traders Group
Representative to the Communications Committee

**Richard Lewis**

Avon Metals Ltd, United Kingdom
Representative to the Convention Committee
& to the Textiles Division

**Zain Nathani**

Nathani Group of Companies, India
Vice-Chairman Young Traders Group

**Romain Wagner**

Jean Goldschmidt International, Belgium
Representative to the Plastics Committee

**Nasser Al Sharif**

Sharif Metals International, United Arab Emirates
Representative to the Non-Ferrous Metals Division

**Mike Commisso**

Triple M Metal, Canada
Representative to the E-Scrap Committee

**Jose-Martin Neumann**

TSR Recycling, Germany
Representative to the Latin America Committee
& the Membership Committee

**Martina Francesci**

Fonderie Pandolfo SRL, Italy
Representative to the Shredder Committee

**Bashar Gadawala**

Ala Metals, United Arab Emirates
Representative to the Stainless Steel &
Special Alloys Committee

PAST CHAIRMEN/-WOMEN OF THE YTG

Graeme Cameron

Sims Metal Management Asia Ltd, China
June 2014 – July 2016

Paul Coyte

Hayes Metals, New Zealand - Dec 2009 – Oct 2014

Caroline Craenhals

Belgian Scrap Terminal, Belgium - Oct 2005 – Dec 2009

Boris Bronneberg

SMP, Germany - May 2004 – Oct 2005

Joel Jensen

Scandscrap, Sweden - May 2002- May 2004

Michael West

Metalrecyclers.com Ltd, Australia - May 2001 – May 2002

HONORARY MEMBERS

**Paul Coyte**

Hayes Metals, New Zealand

**Mark Sellier**

OneSteel Recycling, China

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.



Forthcoming BIR Conventions

2017

(21) 22 – 24 May 2017

World Recycling Convention & Exhibition

Hong Kong, China

Hong Kong Convention & Exhibition Centre

October / November 2017

World Recycling Convention (Round-Table Sessions)

New Delhi, India

Dates & Venue to be confirmed

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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