

YT Gazette

ISSUE TWELVE
MARCH 2017



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



PARTY IN AMSTERDAM

A RECAP OF THE
LAST CONVENTION

EXPERIENCE BEAUTIFUL HONG KONG

LEARN MORE
ABOUT OUR
UPCOMING EVENT

SCRAP'S IN MY BLOOD

ANDREI SOFIAN
SHARES HIS STORY

SPOTLIGHT ON A YOUNG TRADER

TAREK AL SHARIF OF
SHARIF METALS INT'L
LLC.

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Words from our Chairwoman.

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

Welcome to this new edition of the Young Traders Gazette, a well-established publication by now, written for young traders by young traders themselves.

I feel that the last semester has been tough for all in the recycling sector. It is thus very important to find support among ourselves to get through these difficult times. Young traders can feel overwhelmed by the situation but when one feels supported and represented, everything seems easier. The Young Traders Group is here to welcome young traders and support first-time attendees in good and bad times.

Among other things, we try to make our networking event ever more successful and more adapted to young traders' expectations. It is a great occasion for those aged 35 years or under to meet with their peers, to network, to catch up and to make new friends.

Unfortunately, I won't be able to attend the Hong Kong convention as I will be on maternity leave at that time, but I wish you all a wonderful time. And please don't hesitate to come back to me with comments and suggestions for the Young Traders Group. I look forward to catching up with you all in Delhi.

Alexandra Weibel-Natan
Manco, France
Chairwoman Young Traders Group



Party in Amsterdam.

A recap of the Young Traders Group dinner party at the Maritime Museum where BIR's young traders were able to experience Amsterdam's beauty and explore the world's second-largest maritime collection while networking!



The Young Traders evening in Amsterdam was organised differently. As it and the Welcome Reception were both held within the Maritime Museum, young traders could come and go between the two events for a nice dinner. It was a great gathering, with 74 people registered.

The networking went really well even though we decided that the venue was not adapted to any networking game. The place was large enough for people to catch up or develop new relationships, and everyone looked happy

to exchange business cards. I really feel that newcomers were well integrated.

After the networking event, a bus drove the fittest Young Traders to a very trendy club in the city centre where most continued their night-out. A good success as always...

Alexandra Weibel-Natan
Manco, France

Hong Kong networking evening.

Experience beautiful Hong Kong!



Our next event is in Hong Kong and the Young Traders Networking Dinner will be held at the **Aqua**.

Perched on the top floor of One Peking, this penthouse restaurant allows diners to indulge in a stunning view of Hong Kong's beautiful skyline, thanks to its iconic floor-to-ceiling windows. With high ceilings, romantic light fixtures and uber-modern décor, the tables by the windows offer a front-row view of the stunning vista and the back with more spacious seating creates a vibrant club-like dining atmosphere.

Once again, the BIR Young Traders Committee, in

collaboration with BIR, has planned a fantastic networking opportunity and welcomes all young traders to attend.

The event will be held on Tuesday 23 May 2017 at 20:30. There will be a bus shuttle leaving from the Hong Kong Convention & Exhibition Centre at 20:00.

Be ready for spectacular views and a great night, and pack plenty of business cards.

We'll see you there!

José-Martin Neumann
TSR Recycling, Germany

Places to visit in Hong Kong.

Witness the vibrant skyline of Hong Kong, an impressive urban territory on the southern coast of China. See the harbour from a number of perspectives, heading up high to enjoy the vista from the surrounding hills, taking a boat tour for a look from the water, or getting right in the mix of it on a walk through the dockside districts packed with modern skyscrapers. A tour of Hong Kong offers access to important cultural sites such as museums, temples and city parks - welcome “green lungs” in this densely-populated metropolis.



1. Stanley Market is a must if you are in Hong Kong. The market itself is perhaps not that exciting at first if you are already used to marketplaces, but Stanley Market holds historical significance too as it was one of the first places where the British arrived when they came to Hong Kong in the 1800s. Some of the shops do have some nice/cool stuff and you can try to bargain on the prices. There are some good restaurants and bars along the seafront where you can have lunch or an ice cold beer. <http://www.hk-stanley-market.com/>

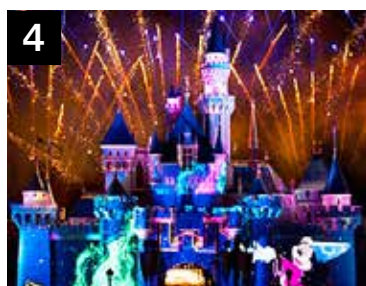


2. The Peak is another must-see attraction in Hong Kong. There is no other place you will get such a stunning view of Hong Kong (you should go for a walk around the official peak route). If you have time, it is very nice to take the old tram up to the top (or down), a trip that takes you back in time. Do be prepared for the hordes of mainland Chinese tourists who can substantially lengthen the queue to board the tram. Once at the top, you can grab lunch at “The Peak Lookout” - a café that has been there since the colonial days. http://www.thepeak.com.hk/en/2_1.asp; <http://www.peaklookout.com.hk/>



3. Afternoon tea at the **Peninsula** (Kowloon) or **Shangri-La** (Hong Kong Island) hotels is a really nice thing to do. Perhaps not too many tourists take the time to do this but it's a great experience at either one of the above-mentioned hotels. A good mix of East and West.

Apart from that, there are not that many “sites” as Hong Kong is a city where you need to feel the vibe. It's fun to just walk around Causeway Bay, Wanchai and Central and just discover along the way. Find those hidden dim sum places, roasted duck, etc...



4. Hong Kong has two theme parks:

Ocean Park is a marine-life theme park featuring animals, thrill rides and shows. It is located on the southern side of Hong Kong Island, covering an area of more than 915,000 square metres. The two major attraction areas, the Waterfront and the Summit, are connected by the Cable Car and Ocean Express funicular train.

Disneyland: From Disney Parks' first Marvel-themed ride, the all-new “Iron Man Experience” to “Star Wars: Tomorrowland Takeover”, Hong Kong Disneyland offers enthralling and unforgettable experiences that should not be missed.



5. Partying:

Kwai Fong - probably the most famous area for partying. This is basically a long street of 2-3 blocks full of bars, clubs, etc... Good atmosphere but a bit rowdy. The crowd is very mixed but generally young (18-28).

Lockhart Road (Wanchai) – once considered primarily a red light district, the area is now much more mixed, with bars, pubs, restaurants and discos.



6. Shopping:

Pacific Place - where they have all the big brands. The supermarket in the basement is also worth a visit.

7. Food:

There are lots of awesome restaurants in Hong Kong, but you probably have to make reservations.

Mott 32 is a very cool restaurant with contemporary Chinese food and stunning interior design. I think anyone you take there would be impressed. <http://www.mott32.com/>



Peking Garden has amazingly delicious Peking Duck - maybe the best in all of Hong Kong! They also serve a lot of other food. <http://www.pacificplace.com.hk/dine/Peking%20Garden>

The Legend of DinTaiFung Dumpling House and its Exquisite Cuisine: Having originally been founded as a cooking oil retail business in 1958, DinTaiFung was reborn in 1972 as a steamed dumpling and noodle restaurant. <http://www.dintai fung.com.hk/shope.php?country=1>

Grand Cafe: Not just good ... but Grand



Good food is good but Grand is better – and the legendary Grand Café is back in the spotlight after its exquisite makeover, retaking centre stage with its whole new look and attitude. With its long-awaited reopening, Grand Café is again host to new culinary creations – as well as perennial favourites such as its famed Hainanese chicken rice – right across its à la carte and dinner-buffet menus, guaranteeing internationally authentic, delectable delights galore. <https://hongkong.grand.hyatt.com/en/hotel/dining/GrandCafe.html>

Scrap is in my blood.

Andrei Sofian of Rematholding Co. S.R.L. in Romania shares with us his journey to date into the world of scrap recycling

It is hard to state when my passion for scrap recycling started. I believe it has been in my blood since childhood and I know for sure that I have inherited it from my father, Mihai Sofian. Ever since I was born, he has been active in this field and I've always perceived him to be full of enthusiasm for his job.

When I was in high school, I used to go with him to visit scrap yards during the weekends and to see the mountains of ferrous, non-ferrous and plastic scrap. He knew every single square metre of the work sites. I did not understand much at that age, but I was fascinated by what I saw and my attention was captured especially by the machinery that transformed "garbage" into raw material for direct industry use.

The year 2010 was a decisive one for me as I made up my mind to follow my father's path into the scrap world. I went to study at the University of Cambridge in the UK, from which I graduated with a Masters in Civil, Structures and Environmental Engineering. During my studies, I completed an internship at a recycling plant in Germany, my first serious contact with this domain.

In 2014, I decided to join Rematholding Co. S.R.L., the company founded by my father. It represents one of the largest recycling companies in Romania, with more than 500 employees and handling all types of materials such as ferrous, non-ferrous, cables, plastics, WEEE, cardboard, ELVs and catalytic converters. Rematholding opened in 2003 and now incorporates more than 15 production facilities across Romania. Moreover, it is a BIR Gold Member, a BMR member and the first Romanian company to be WEEELABEX certified.

In order to learn how to operate our business profitably with the help of experienced people, I started working at a facility situated 60 km from Bucharest. It represented a brand new Rematholding investment costing over Euro 10m - an enterprise set up with the purpose of growing the company's plastics recycling branch. It comprised several installations for sorting municipal waste, for washing and for granulating plastics, and a plastics shredder for producing flakes. My job included various tasks such as sorting plastics, performing lab tests, and supervising the washing and granulation lines. The non-ferrous business and how



to dismantle ELV and WEEE scrap opened up new areas of interest for me.

After a year, I returned to Bucharest where I received excellent training at another metals and plastics processing facility to further improve my skills. I had to supervise the cable recycling line and to increase the performance of the sink-float equipment that separated the Zorba from the shredder. The second of these assignments was much more difficult owing to the fact that the technology used sand instead of water, and so it was more challenging to study the process.

Afterwards, I joined the development and commercial department. My first undertaking was the catalytic converter business where, together with our hard-working

7 A YOUNG TRADER TALKS THE TALK

technicians, I designed a lab and developed/constructed the necessary machinery with a view to recycling this material stream. In just a short time, we managed to become a main player in this field on the Romanian market. Meanwhile, other projects have been successfully completed by our team, such as recovering gold and silver from electronic scrap, recovering slags and drosses, and trading primary metals.

I hugely enjoy trading ferrous and non-ferrous metals as well as plastics, negotiating with new partners and following the fluctuations on the LME. I am continually on the move as I attend conferences and exhibitions and also visit partners based both domestically and abroad. I am also very excited about the possibility of introducing new plants that will expand our company's horizons.

I always attend the BIR Conventions with the aim of maintaining constant relationships with people from all over the world and finding business opportunities. Joining the BIR Young Traders Group offers me a chance to hear about different ideas and to build new partnerships as this organisation consists of people who are of a similar age to me and who work in the same field.

I am still at the beginning of my career and so I am still trying to accumulate as much knowledge as possible in this domain. I am happy that I have chosen this road and every single day brings unique experiences and challenges.

Andrei Sofian
Rematholding Co. S.R.L., Romania



The melting pot.

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



What was it like to attend your first BIR Convention?

My first Convention was in Munich in 2011 and it was scary, but amazing! I had just started working in the metals industry, selling apps with metal prices. It was quite overwhelming but once I was used to it I had the best time ever. Although it seems to be very formal, with everyone dressed up in suits, in the end everybody is there for only one reason, which is networking.

Over the years I've met loads of people, and it was even at a BIR Convention where I met someone from OneSteel Recycling Hong Kong Ltd, which led to my current position as Trading Manager Europe for OneSteel.

Why did you join the Young Traders Group?

I had already spoken a couple of times about the Young Traders with Kamiel van Wijk when he invited me to come and see how it all worked. So, the first Young Traders meeting I attended was in Shanghai. Kamiel said they were always looking for "some fresh blood and especially people who weren't afraid to speak up". Well, as all of you who know me also know, I am definitely not afraid to speak my mind. A good match ;-)

The idea of joining was to get to know more people from the recycling world, share ideas, learn more about the business, etc.

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

Besides getting to know a lot of people (of similar ages), the Young Traders Group also gives you the opportunity to become a member of the other BIR committees. For the past few years I have attended the Communications Committee, which is really exciting.

Sandra Vrielink
OneSteel Recycling, Hong Kong, China

Spotlight on a Young Trader.

Tarek Al-Sharif shares his journey within the private, family-owned recycling company Sharif Metals International which has been operating in the Middle East and North Africa since 1954



My name is Tarek Al-Sharif. I was born in the United Arab Emirates, but I have lived abroad for a part of my life.

From a young age, scrap has always been my interest. During my free time on school days and in the summer holidays, there was a passion for me in this trade. I was trained by my late grandfather, his excellency Mahmoud Al-Sharif accompanied by my father Ahmad Al-Sharif in the Jordan branch of the business, starting with yard operations such as processing material, segregation, inspection, quality control, and loading and weighing.

After completing my business studies, I graduated with a degree in Business Management from the University of Plymouth in the UK.

My trading journey started when I was officially assigned to work at Sharif Metals' headquarters in Dubai as a Sales Representative. I am also currently the Young Traders Group Representative to the BIR Paper Division.

Sharif Metals is a privately-owned family business which has been operating in the Middle East and North Africa

since 1954 and which is considered to be one of the largest recycling companies in the region. Sharif Metals has received the excellence award from His Majesty King Abdullah II of Jordan and has been awarded Gold list certification by Jordanian customs.

Sharif Metals has specialised in recycling a wide range of ferrous and non-ferrous scrap metals as well as producing lead and aluminium ingots of 99.9% purity, casting alloys, master alloys for the automotive/aerospace industries such as ADC12, LM6, LM24 and many others, trading in accordance with internationally-recognised specifications and standards laid down by the BIR, ISRI, BNF, MRAI, BME and BMR. The company is also a VIP foreign member of the CMRA in China.

Waking up every morning, I face different challenges - selling commodities with different specifications, purity levels and prices from various ports of loading to destinations across the globe.

Over time, I have found myself taking on more responsibility. My interest in the metals industry has grown day by day as I have gravitated ever closer to the trade by handling customer concerns with regards to procurement, quality control, sales and logistics, by monitoring shipments using the latest Microsoft advance AX, ERP software, under the direct supervision of Sharif Metals' Managing Director Monir Al-Sharif.

As the fourth generation at Sharif Metals, we have witnessed a variety of market trends over the decades. We value and treasure our relationships with customers, resulting in long-term and fruitful business relationships which have given us a cutting edge and made us market leaders.

Tarek Al-Sharif
Sharif Metals International LLC, 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.

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 Members active in
Divisions & Special Committees

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

Andrei Sofian, Rematholding Co. Ltd ,
Romania

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



Nasser Al Sharif

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



Romain Wagner

Jean Goldschmidt International, Belgium
Representative to the Plastics Committee



Jose-Martin Neumann

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



Mike Commisso

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



Bashar Gadawala

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



Martina Francesci

Fonderie Pandolfo SRL, Italy
Representative to the Shredder 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

(13) 14-16 October 2017

World Recycling Convention (Round-Table Sessions)

New Delhi, India

Taj Palace Hotel

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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