

YT Gazette

ISSUE XII
OCTOBER 2017



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



BREATHTAKING EVENING IN HONG KONG

A RECAP OF THE
LAST CONVENTION

EXPERIENCE SPARKLY AND PUZZLING NEW DELHI

LEARN MORE
ABOUT OUR
UPCOMING EVENT

SCRAP'S IN MY BLOOD

HASHEM AL-
SHARIF SHARES
HIS STORY

SPOTLIGHT ON A YOUNG TRADER

QUINT FEENSTRA OF
REUKEMA RECYCLING

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Words from our Chairwoman.

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

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

The recycling sector seems to be recovering this semester. Busy times are coming and hopefully plenty of new young traders will join the sector. At the beginning, of course, young traders can feel impressed with so many experienced people around, and even overwhelmed by the new situation; but when one feels supported and represented, everything is easier. The Young Traders Group is here to welcome young traders and support first-time attendees in good and bad times. Young traders now represent more than 16% of BIR Convention attendees; we really are the future of this profession.

Among other things, we organize a networking event in order for those aged 35 years or under to meet with their peers, network, catch up and make new friends.

Unfortunately, I will miss the New Delhi Convention but I'm certain this will be a great event. I wish you all a great time. Please feel free to send me your feedback and suggestions for the Young Traders Group. See you soon in Barcelona.

Alexandra Weibel-Natan
Manco, France
Chairwoman Young Traders Group



Breathtaking evening in Hong Kong

A recap of the Young Traders Group's Networking Evening at the sophisticated "Aqua" Bar where BIR's young traders were able to enjoy breathtaking views of Hong Kong's Skyline while networking!



The Young Traders Group evening took place in Aqua Spirit, one of Hong Kong's most sophisticated sky bars. Roughly 70 registered Young Traders were there, enjoying the breathtaking views of Hong Kong's skyline from the 30th floor of the One Peking building. After a quick word from our respected sponsor, the Metallo Group, a multi-metals recycler with operations in Belgium and Spain, the attendees could exchange business cards while relishing a nice walking dinner and freshly-made drinks.

Even though the bar was not really set up in a way which allowed us to organize networking games, the Aqua Bar did provide an excellent setting for making new acquaintances or catching up with Young Traders from all over the world. As during previous Young Trader events, it was encouraging to notice new faces registering themselves for our event, with all of them showing great

enthusiasm to be part of this young group. I believe the Young Traders evening remains a great opportunity for newcomers to meet a lot of people in a less formal way. To all young traders who are still wondering whether they should join our next event or not, we would surely like to welcome you!

As the Networking Evening came to an end, most Young Traders carried on enjoying their night in the city while others chose to go back to their hotels to catch up on some well-deserved sleep at what was another successful BIR Convention.

Niels Keyaert,
Metallo Belgium N.V.

New Delhi Networking Evening

Join us for an evening of networking, cocktail infusions and fabulous ambiance at the elegant “Blue Bar” in the Taj Diplomatic Enclave Hotel.



Popularly known as the bar with a difference, the Blue Bar offers the facility of both indoor and outdoor seating. The stylish interior does full justice with its wide selection of revival cocktails, single malts and signature house infusion cocktails. This destination has reinvented the term “partying” with the distinctive music of international DJs. It is a must-visit place for all hard-core party lovers! It is a place that allows you to stay in the moment and dive into the wide variety of signature spirits on offer. The lip-smacking finger foods are an excellent add-on to the platter. The dimly-lit ambiance just sets the perfect mood for the networking dinner. Drink Mixology Skills of the highly-trained bartenders will surely take you to an altogether different level!

WHAT TO EXPECT

NETWORKING WITH FRIENDS

In a smart, relaxed, eclectic bar

LUXURIOUS LOUNGE

Overlooking lush green lawns and a sparkling pool

COCKTAILS ON SHOW

A dynamic bartending show experience with bartender Joel Scholtens Lendsay

GASTRONOMIC BITES

Exquisite food you'll be sure to enjoy. Save room for dessert.

LIVE MUSIC

Featuring DJ Steve Conlan

We think you should be there! Login to your registration page to book your ticket or register for the event and save your seat at the same time:

www.bir.org/conventionwebsite/newdelhi2017/registration/

Pack plenty of business cards. We'll see you there!

Bashar Ehsan Gadawala
Ala Metals, United Arab Emirates

Places to visit in New Delhi.

New Delhi is a giant city that contains an overwhelming amount of history, culture, life, food, temples, and everything else you could possibly imagine. Take a Bollywood dance class, see Old Delhi from one of the world's most beautiful mosques, try a walking tour with street kids while tasting Dilli-ki-Chaat, Delhi's tangy local street food, and lose yourself to shopping in the temples to Indian craft that are Delhi's government emporiums. Visit the great sandstone carcass of the Red Fort, and imagine the last days of the Mughal Empire and the British era, or simply wander around Lodhi Gardens on a Sunday afternoon, the perfect place for people-watching.



1. The Lotus Temple is one of the newest and most popular temples, and is a Bahá'í House of Worship. The temple unites and welcomes people of different religions, sex and backgrounds. It is an incredible structure on the outside as well as on the inside. The temple has attracted millions of visitors since it opened to the public.

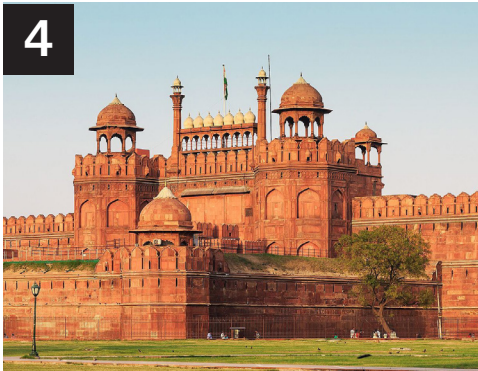


2. The Swaminarayan Akshardham is another to place to visit owing to the stunning atmosphere that greets guests. The place was built by more than 8000 volunteers from all over the world and has open gardens, water bodies, a step-well styled courtyard and is carved with sandstone and marble.



3. Chandni Chowk, the street wholesale market, is a place to go to see and experience. The oldest and busiest market in Delhi, it is filled with shops, restaurants and, interestingly, Asia's biggest camera market.

4



4. Located within the Chandni Chowk is the **Red Fort monument**, also known as Lil Qila, India's most iconic monument. The architecture was designed to reflect Islamic prototypes, also fusing Persian, Timurid and Hindu cultures and traditions.

5



5. A city park covering 90 acres is located within the city of New Delhi. The **Lodi Gardens** is a beautiful area with great historical attractions such as the tomb of Mohammed Shah. The tomb is beautifully crafted with its impressive, detailed architecture.

6



6. The most prominent Sikh gurdwara is the **Gurudwara Bangla Sahib**. It is highly attractive and is ranked amongst the top destinations for tourists and is a pilgrimage spot in Delhi. It is instantly recognisable by the golden dome on top of the building and a tall flagpole.

7



7. The **tomb of the Mughal Emperor Humayun**, also known as Humayun's Tomb, was built back in 1565 A.D. - nine years after his death. It is a great place to see more of the wonderful architecture that history has left to us.

Scrap is in my blood.

Hashem Al-Sharif from Metals Bank Co. Ltd. in Jordan was born into a family of scrap merchants. He shares the steps and lessons he has taken from entering the family business and the important role the BIR Young Traders Group has played for his business over the years.



Since my childhood, my source of joy was - and still remains - joining the scrap industry and continuing the path of my father and late grandfather.

Starting from a young age, I have developed a passion for scrap. Coming from a scrap metals background, especially with my great grandfather having been a copper smith, I feel like scrap has been in my genes. My enthusiasm for scrap developed rapidly and I started to accompany my father Ahmad Al-Sharif and my late grandfather His Excellency Mahmoud Al-Sharif to their work, especially during spring/summer holidays. I was trained by my late grandfather and father at our Jordan branch, starting with yard operations and progressing to handling customer concerns, procurement, quality control, shipping, logistics, purchases and sales. Day after day, the more I learned

about our industry, the more passionate I became. My dad often says, in order to learn about metals you have to feel it. So we used to walk around our facilities playing the “show me, tell me” questions game about metals until I became good at it.

A few years later, I travelled to the UK to complete my studies and graduated with a double major in international finance and business management. After graduating, I worked in the UK for a year, which gave me an edge. I have visited many scrap yards in the UK and elsewhere in Europe and that's where I met my good friend Mr Mick, who they call “King of Scrap”. Straight after this, I officially started working as a sales representative at Sharif Metals' headquarters in the UAE.



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 received the Excellence Award in 2016 from his Majesty King Abdullah II of Jordan - the only company in the Middle East to receive such recognition. Furthermore, it has been awarded Gold List certification by Jordanian Customs in 2017.

Sharif Metals produces 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-recognized specifications and standards laid down by the BNFM, BIR, ISRI, MRAI, BME and BMR. The company is also a VIP foreign member of the CMRA in China.

My first BIR conference was in Dubai in 2009. Since that significant date, I started attending BIR Conventions and Young Trader events. While studying at university, I was attending conferences and building up a network of contacts and a very useful group, which I thank BIR for allowing me such opportunities.

After I graduated in England, I was groomed in the recycling field and was officially assigned to work in Sharif Metals with its high levels of knowledge and great opportunities. I'm very thankful to my father and late grandfather for their continuous support and encouragement.

BIR Young Traders Group is truly amazing and a great experience that I would recommend to any ambitious young individual in our very diverse industry. You rub shoulders with great people and gain important knowledge about business relations. I would especially like to thank Monir Al-Sharif, who is Managing Director of the group, for his unfailing support of the Sharif team.

I have an absolute joy in trading metals, in scrap and in following the fluctuations on the LME. Where some see limits in this industry, I see the horizon as my limit.

Hashem Al-Sharif
Metals Bank Co. Ltd., Jordan

The melting pot.

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



Abhijay Goenka
Steelbro International Co. Inc., USA

What was it like to attend your first BIR Convention?

My first BIR Convention was in Prague in 2015. I was brand new to the industry and still learning the business. I was terrified! The convention turned out to be my most valued experience during that first year in the industry. It allowed me to fully understand and appreciate the global scale of the metal recycling trade and connect with individuals and businesses across the global value chain. Many of the attendees I met were very supportive and allowed me to ask questions to better understand their business while concurrently looking for ways to work together.

Why did you join the BIR and what were your expectations?

Steelbro's primary market has always been North America. I joined the BIR with the intention of helping strengthen Steelbro's presence in the European market. I hoped to do this by utilizing the BIR membership's badge of credibility and the annual conventions to strengthen my relationships with our existing partners and to meet new ones. The conventions offer an opportunity to sit down and break bread with many geographically dispersed clients in a short time. The membership offers a level of credibility and confidence when Steelbro is evaluating new business partners, as it does for new partners evaluating Steelbro.

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

During my first BIR convention, I felt like a small fish in a big pond. As a result of the network and friendships developed from the Young Traders Group, I now approach each convention with significantly more confidence. The Young Traders Group has provided a community of BIR members that now serve as my foundation. It is a collection of individuals to which I can always reach out for advice, for education, for business and, most importantly, for friendship.



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

What was it like to attend your first BIR Convention?

I attended my first BIR Convention in Paris in 2014. I was surprised by the large number of representatives of different firms from around the world that was present there. Most of the time, I accompanied my father to his meetings in order to understand the importance of BIR conferences and exhibitions for the recycling organisations and for the professional staff. There are benefits for every attendee as the main purpose is to offer participants the possibility of engaging and interacting with each other.

Why did you join the BIR?

I joined BIR because I realised very early why this federation was so appreciated worldwide. First of all, through its publications and thanks to the seminars during its conventions, BIR keeps its members up to date with the latest trends in the recycling market, with industry innovation/research, with environmental legislation, etc. Being informed will put me one step ahead of the competition and Rematholding will become stronger and stronger! In addition, the BIR events offer me a great opportunity to enlarge my network and to make valuable contacts in this domain, even on a global level. They have the great advantage of bringing together in one place all the actors in this field, namely traders, recyclers, consumers, national associations and so on. The face-to-face meetings can be very beneficial and facilitate negotiations and long-term collaborations on different projects.

In my opinion, building professional relationships is essential to developing our businesses and joining BIR has given me a feeling of security and trust.

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

I took part in the Young Traders event at my first BIR Convention and from the very beginning I valued the chance to spend time with peers of my own age and young professionals, sharing experiences and expertise. I have also joined the Plastics and Rubber Committee where inspirational presentations on key topics in this field broaden my horizons. Beyond the networking opportunities, being a member of the Young Traders Group helps me meet people in a more relaxed environment, have fun and make new friends.

Spotlight on a Young Trader.

Quint Feenstra of Reukema Recycling in the Netherlands shares the story of how he found his way into the magical world of scrap.

My name is Quint Feenstra and I was born to Dutch parents in a tiny city in Northern Germany. When I was four years old, we moved to the Netherlands and later on, in my teenage years, our family spent a further three years in Germany. My father used to be in the Dutch army, and so moving around and travelling have always been a part of my life and something that I have pursued ever since.

After high school, I went on to study economics and business, gaining a Master's degree in Entrepreneurship and Strategy at the Erasmus University in Rotterdam, the Netherlands.

During my studies, I came into contact with a game called poker and, for the next four years, I was a professional card player.

To mark the end of my studies and my time in poker, I went on a round-the-world trip lasting nine months before settling down to a more serious life and to the pursuit of a more socially acceptable career. Little did I expect to end up in the magical world of scrap metals. I mean, let's be honest, how many of us grow up with the idea of trading scrap metals when they are older? Heck, I did not even know of the existence of this industry.

It was in the idyllic city of Harderwijk, where I spent part of my high school life, that my path crossed that of Reukema Recycling. That was five years back and I can easily say that I have never regretted anything since.

Reukema Recycling is a privately-owned company that celebrated its 100-year anniversary in August of this year. It has been a truly established name in the world of non-ferrous trading for many years already, and will be for many more years to come.

At Reukema, we focus highly on innovations for the - controversial to say it - conservative and old-school scrap industry. Among many innovative projects, our transparent trading platform for our suppliers called "Reukema Direct" gives them 24/7 free access to the LME, our purchase prices and all their administrative details like contracts, payments, etc. It is even possible to sell to us without speaking to any representative in between. In the next phase, we seek to connect our customers on the selling side of the business to our platform by the end of the current year. Exciting times ahead for sure!

At Reukema, I started out as a risk manager, mainly doing all the hedging on the LME to offset outright price risks. Even today, the management at Reukema and the banks have a laugh about the ex-poker player that was in charge of risk management, but it was something that suited me and that I really enjoyed. However, sitting behind my desk all day started to make me itch; I needed to be on planes, I needed to do something with my entrepreneurial spirit. And so I asked to join the sales team at Reukema, where I am currently responsible for the trading books of all copper, zinc, lead and stainless products. In this role, I attended my first BIR Convention in Paris three years back. This was honestly scary; all these established people, with their grey hair, in this mighty industry - and I did not know any of them.

I can say that I have come a long way since; on BIR Convention days, my schedule is packed and I get to have a drink with people I count as friends. I have truly learned to love the scrap business with all its potential and risks. Joining the Young Trader events and Committee is something I should have done much earlier, but first I needed time to find my own way in this industry - where we get to travel the world, turn over large sums of money and have to contain our risks at all times - before I was ready to take a small step away from the daily business and contribute to more abstract goals within our industry. I hope to contribute my share and vision to the Young Traders and the BIR in the future as we still have our challenges to overcome.

The moment we all sit together at the table, during our meeting in Delhi, I already know that I will feel grateful and blessed that I have the opportunity to do what I do. It is easy to find it normal to sit there, together with the future of our industry, and to discuss the way in which recycling will go in the coming years. But please don't. Please keep on amazing yourself and please keep on counting your blessings.

I hope to see you all at the committee table or at the Young Trader event!



Join us. It will be fun,
I promise!

Quint Feenstra
Reukema Recycling,
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.

Alexandra Weibel-Natan, Manco, France

Ferrous Division

Tarek Al-Sharif
Sharif Metals International LLC, United Arab Emirates

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

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

Convention Committee

Richard Lewis, Avon Metals Ltd, United Kingdom

Communications Committee

Niels Keyaert, International SA, Belgium
Romain Wagner, Metallo Belgium N.V.

International Trade Council (ITC)

To be appointed

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

Alexandre Torneberg, Torec AB, Sweden

Latin America Committee (LAC)

Jose-Martin Neumann, TSR Recycling, Germany

International Environment Council (IEC)

To be appointed

Tyres Committee

Andrei Sofian, Rematholding Co. Ltd ,

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 & to the Ferrous Division



Romain Wagner
Jean Goldschmidt International SA, Belgium



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



Felipe Acosta
Intimar Trading SA, Ecuador



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



Andrei Sofian
Rematholding Co. S.R.L., Romania
Representative to the Plastics Committee & to the Tyres & Rubber Committee



Lorenz Dahmen
Metallhandelsgesellschaft, Germany



Jose-Martin Neumann
TSR Recycling, Germany
Representative to the Latin America Committee, the Membership Committee



Alexandre Torneberg
Torec AB, Sweden
Representative to the E-Scrap Committee



Quint Feenstra
Reukema, The Netherlands



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



Abhijay Goenka
Steelbro International Co. Inc., USA

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

2018

(27) 28-30 May 2018

BIR World Recycling Convention & Exhibition

Barcelona (Spain)

Hotel Sofia

(5) 6-7 October 2018

BIR World Recycling Convention (Round-table Sessions)

London (United Kingdom)

Hotel Intercontinental O2

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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