



STUNNING EVENT IN DELHI

A RECAP OF THE
LAST CONVENTION

EXPERIENCE AMAZING AND SOPHISTICATED BARCELONA

LEARN MORE
ABOUT OUR
UPCOMING EVENT

SCRAP'S IN MY BLOOD

MARTINA
FRANCESCHI
SHARES HER
STORY

SPOTLIGHT ON A YOUNG TRADER

BASHAR EHSAN
GADAWALA OF ALA
GROUP

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Words from our Chairwoman.

A message from Sandra Vrielink of OneSteel Recycling Hong Kong Limited, our current BIR Young Traders Group Chairwoman.



Welcome to the 14th edition of the Young Traders Gazette.

With all the changes going on at the moment in China and the rest of the world, it has been - and will be - a challenging time for everyone. This is why it's ever so important to network and get to know more people.

I remember my first BIR convention seven years ago in Munich. I was completely overwhelmed. I only knew a handful of people. Being part of the Young Traders helped a lot. It gives unique chances to get to know people of your own age in a much less formal setting. Besides new business relationships, new friendships are created for life.

I encourage all those who are 35 and under to join our next Young Traders event. This time it will take place at "Opium Barcelona" - an amazing venue where we will have a terrace on the beachfront. I hope to see you all in Barcelona, and please feel free to walk up to me for a chat!

Sandra Vrielink
OneSteel Recycling Hong Kong Limited,
China
Chairwoman, Young Traders Group



Stunning event in Delhi.

A recap of the Young Traders Group's Networking Evening at the elegant "Blue Bar" in the Taj Diplomatic Enclave Hotel where BIR's young traders were able to enjoy cocktail infusions and a fabulous ambiance while networking!



The Young Traders evening was organised at the Blue Bar, located in the Taj Palace Hotel where the BIR Convention was held. Half indoor, half outdoor, the place allowed us to enjoy the warm Indian evening, just near the swimming pool.

The place was perfect to get to know other young professionals in a relaxed way so as to exchange ideas and opinions. Around 40 young talents registered for the event. This quiet and comfortable place allowed us to talk to each other in a pressure-free environment.

The party started after 11pm, giving us time to appreciate some gourmet Indian food and complimentary beverages before dancing. While sharing samosas, tandoori food and

more besides, we had an exclusive moment that felt like a true break from the rush of the Convention itself. After midnight, the doors were opened to BIR members coming from the Welcome Evening, which created a great mix of generations.

Events like this provide a great opportunity to meet BIR participants in a less formal way, and to find friendship, if not business opportunities. You must definitely give it a go and take part in this experience!

Alexandre Torneberg
TOREC AB, Sweden

Barcelona Networking Evening.

Get ready to combine business and pleasure at the famous “Opium Barcelona”, right in the heart of Barcelona’s clubbing area by the sea/beach.



The Young Traders event will take place at the famous Opium Barcelona venue which poses a triple threat: restaurant, bar and club! It is considered a place of reference for tourists coming to the city of Gaudí as they do not want to miss the opportunity of visiting the most exclusive and sophisticated club of the Catalan night scene. The Opium Barcelona also attracts guests by inviting artists of international prestige such as The Black Eyed Peas, David Guetta, Steve Aoki and Tiesto.

The event will be staged on the terrace (which has a wonderful view of the Mediterranean Sea) on May 29, starting at 8.30pm. The food will be served as a standing

buffet. At the same time, a magical atmosphere will be created by the resident DJs.

You mustn't miss out on a fantastic night in one of Barcelona's most renowned clubs.

Don't forget to bring lots of business cards!

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

Places to visit in Barcelona.

Barcelona is a coastal city offering a strong regional character of Catalan culture. One of Europe's largest cities, it was founded by the Romans. During the Middle Ages, it became an integral part of the Kingdom of Aragon. Today, Barcelona is a city associated with music, art, good food and sport. Also known for its beautiful architecture, Barcelona is filled with buildings designed by Gaudí. It is almost impossible to walk the streets of the city without being impressed by the distinctive ceramic tile mosaics and bright colours.



1. The Sagrada Família cathedral is hailed as Antoni Gaudí's finest masterpiece. Construction began in 1882 with plans to build 18 towers and accommodate around 13,000 worshippers. Following Gaudí's death in 1926, construction has been slow. As of today, the church has eight towers and two facades. The aim is to complete the building by 2026, which marks the centenary of Gaudí's death.



2. La Rambla is a 1.2-kilometre boulevard in the heart of Barcelona. It is a place through which tourists are bound to pass on a visit to the city. Around this boulevard, you will find diverse tourist attractions such as the wax museum and the Erotica museum, as well as numerous souvenir stores and artists selling their paintings.



3. Park Güell is a distinctive feature with many architectural structures. This park was also designed by Antoni Gaudí and took around 14 years to construct. Its main attractions are the fantastic ceramic tile structures and mosaics. The park is also the site of one of Gaudí's homes, which is now a museum with furniture designed by him.

4



4. Plaça de Catalunya is a public square surrounded by historic monuments. It is the city's busiest square and is located between the old city and the Eixample district where nine streets meet, including la Rambla and Passeig de Gràcia (a famous shopping district).

5



5. Camp Nou is the famous stadium home of Barcelona football club. This has become one of the most visited attractions in the city, with its capacity to seat around 99,000 people.

6



6. Montjuïc is a broad hill of around 213 metres in height, south east of Barcelona's city centre. Today, the hill offers many attractions, including a fountain that performs to the sound of music.

7



7. Casa Milà is another of Barcelona's buildings designed by Antoni Gaudí. It is home to a cultural centre and today is a UNESCO World Heritage Site. The building has no straight lines and no load-bearing walls. Its exterior features irregular shapes as well as very distinct and surrealistic colours.

Scrap is in my blood now.

There was no family legacy of scrap merchants for Martina Franceschi of Fonderie Pandolfo in Italy. Here, she shares how she found her “right” direction through curiosity and hard work. She also explains the important role that the BIR Young Traders Group has played in her familiarisation with the scrap business.



My background has really nothing to do with scrap. I don't have any relatives involved in this business and never would I have imagined this as my future job.

After my degree in foreign languages, I wanted to become an English teacher but, at the same time, I was looking forward to living on my own and having a proper job. I have always been the “independent kind”.

It's always hard, especially when you are young, to figure out the “right” direction to take, the one which could bring fulfilment and harmony. Sometimes, you just end up doing something you don't actually believe in and you can't help but feel lost.

I attended some trade and economics lessons and then was offered the opportunity by Pandolfo to try and find some Romanian suppliers of aluminium scrap, as I could speak the language. It was fascinating and challenging - and that's how it all started.

Once I got really involved and was able to understand deeply how it worked, it really changed my life. I can't say how thankful I am to have been so lucky as to find both the most suitable business for me and an excellent company at the same time.

Fonderie Pandolfo is an aluminium smelter based at Maniago in the north east of Italy, producing high-quality

7 A YOUNG TRADER TALKS THE TALK



aluminium extrusion billets. It's a family business which started up its extrusion activities more than 40 years ago.

My task is to buy aluminium scrap from all over the world together with other colleagues of mine.

I love building trust with our suppliers every day. I love working as a team and achieving goals together, sharing both the effort and the satisfaction. I also love that this job

gives me the chance to travel sometimes. I really can't imagine my life in one place only; life must be everywhere in the world, otherwise it's just "staring at the window". (An aluminium window, of course).

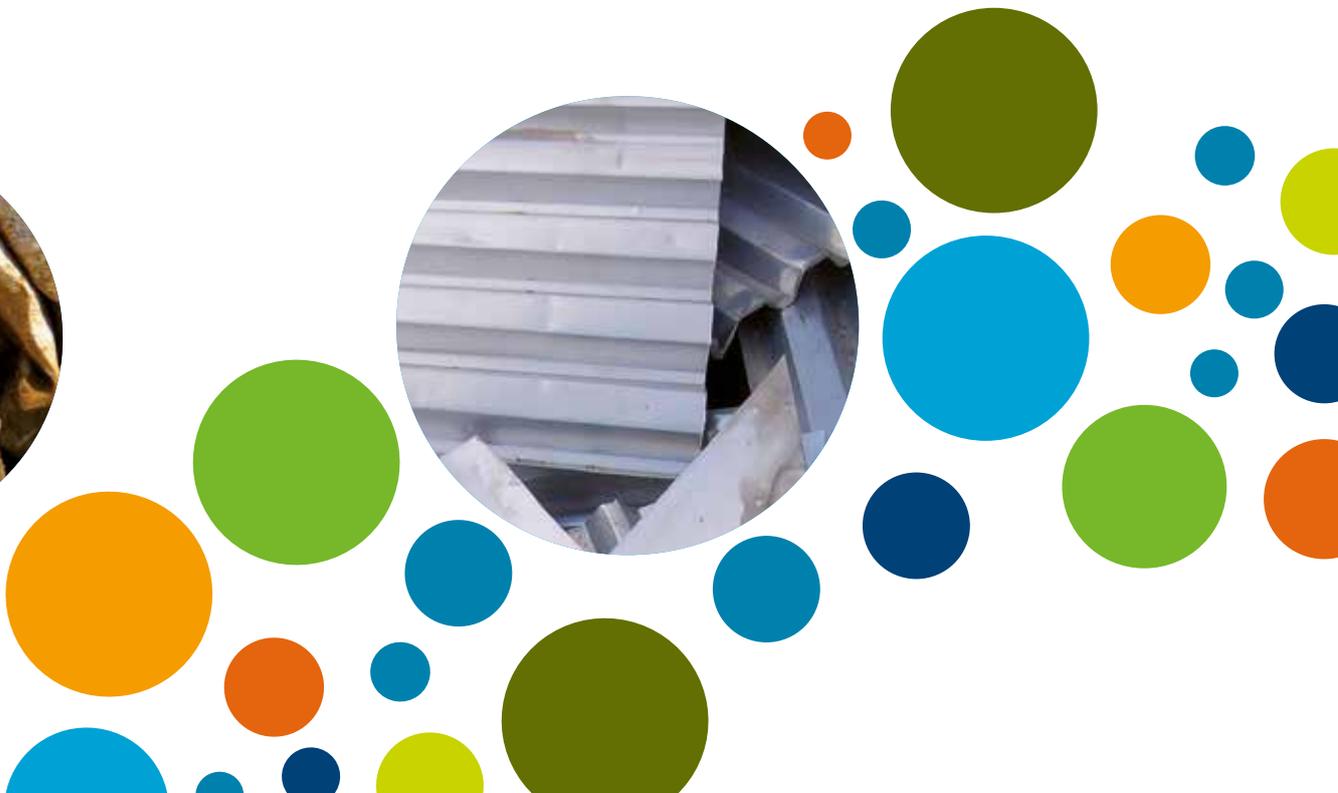
My first BIR convention was in Warsaw and it was the best one I have experienced so far. Everything was new and so exciting. I still remember my first meetings and the attraction of such a huge gathering of people from all over the world in such a beautiful venue. Every BIR event is a step forward for me. Twice a year, I get the chance to meet my suppliers and friends. And when it comes to a Young Traders night, for example, you start the evening with your supplier and you end it with a friend.

Back at work, I enjoy my hands turning dark after handling material, and even the smell of aluminium scrap yards is fascinating to me. I love the fact that every day you get the chance to do something to be proud of and that tomorrow you will be facing brand new challenges. It's really impossible to get bored in this business.

When I was a child, my dad told me: "If you work as if it were your own company, you will succeed."

Basically, that's what I am trying to do, wearing the best possible smile I can (together with my red safety helmet).

Martina Franceschi
Fonderie Pandolfo, Italy



The melting pot.

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



Hashem Al-Sharif
Metals Bank Co. Ltd, Jordan

What was it like to attend your first BIR Convention?

My first BIR Convention was in Dubai in 2009. I was motivated to attend that conference as I was accompanied by my late grandfather His Excellency Mahmoud Al Sharif. He had told me stories about his lifetime business career and mentioned names of the well-known traders and businessmen he had met during several BIR Conventions over the past four decades, so I was very excited to be going to this magnificent event and meet all of the people who I had heard about in our industry.

At that particular conference, astonishingly, there were more than 1000 participants. I had the opportunity to meet with a lot of well-known traders and market leaders in the recycling industry. I have realised one important fact that BIR is a one-of-a-kind organisation that has contributed to the success of every business over the past 70 years! So special thanks to the BIR and to its continuous, unfailing support.

I genuinely think that the BIR is a very useful tool for enlarging your business contacts all in one place.

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

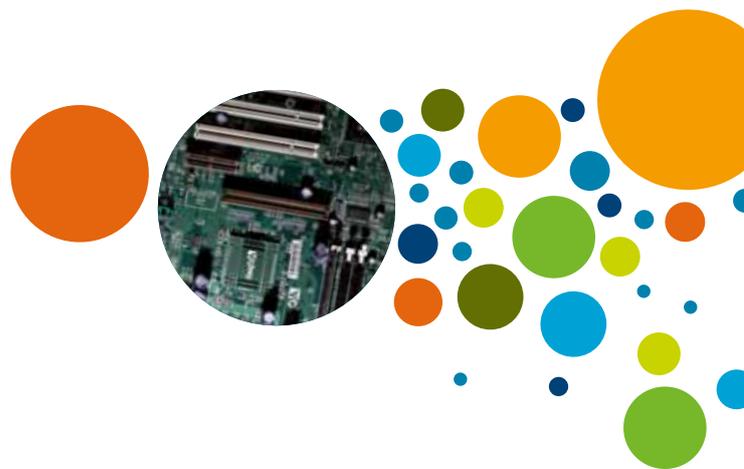
I joined the BIR because the organisation is, I believe, the backbone of the recycling industry worldwide. Thanks to its immaculate support, it keeps all of its members updated on the latest trends in the recycling world as well as on the latest environmental legislation such as, for example, China's new import ban on solid wastes. Furthermore, it protects its members in their business dealings as the well-known, reputable traders and companies in its database provide to some extent a more secure and comfortable business environment in which to operate.

The Young Traders Group has broadened my business connections and allows me to share my experience with the leaders of tomorrow, while still learning from them as well. This gives you more confidence and security when you're new to the industry at a young age.

Being part of the Young Traders Group allows you to become more involved within the BIR, opening doors to joining committees and much more.

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

It's a first-class social community, specially created so that young executives can participate and get more involved in the BIR's activities. It allows you to sit down in one place and break bread with industry peers and with potential clients from all over the world. What I have also realised is that new blood is joining at every Convention, thus widening the scope for socialising within the YTG and especially through its unique dinner events as well as the fun games designed to help us to get to know each other better. I can honestly say to those thinking of joining the Young Traders Group: get involved and it will be worthwhile.



The melting pot.

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



Quint Feenstra
Reukema Recycling, The Netherlands

What was it like to attend your first BIR Convention?

Paris 2014 is where I made my first appearance at a BIR convention. It was only after I had just moved from Risk Management to Sales that I suddenly found myself surrounded by all these grey-haired people who seemed to have known each other for so many years.

I, on the other hand, did not have any personal customers. I remember that I felt lost in the crowds and so rather small and insignificant at that time. Luckily, some more experienced colleagues took me under their wing and my overall experience turned out to be quite a good one in the end.

The contrast with current BIR conventions could not be any bigger: the three days seem hardly sufficient to speak to all the people that I have got to know over the past few years, as well as all the people with whom I have still to get acquainted in this business. I'm sure I will be around at BIR Conventions for some more years to come.

Why did you join BIR?

Reukema Recycling has always had multiple people present at BIR conventions as we are a global player in the wonderful world of scrap metal trading. So for me it was only logical that I would attend every BIR convention once I had joined the sales team.

Scrap metal trading is a high-risk industry where everyone seeks some kind of safety, insurance or certainty. Based on my experience over the past few years, BIR membership does give a company just that extra credibility.

The conventions for me are just such an efficient way to meet personally with so many of my customers/contacts in the industry. For me, one three-day BIR convention is equal to five or six multiple-day trips within Europe or Asia. From that perspective, I am sure that the BIR is saving many marriages on a yearly basis!

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

The way I see it, the scrap metal industry is a rather 'senior' and conservative industry. There is no doubt that we, the "youngsters", are going to be the near future of this industry and will be calling the shots at every level of it. Meeting up with this group in the present ensures that you will, firstly, know the people that will dictate the future, and secondly, make it easier to be an influence on where the industry, and with that, the world, will go in the future. Recycling is an ever-growing and important business, so why not try to leave your mark?



Spotlight on a Young Trader.

Bashar Ehsan Gadawala of Ala Group (Dubai) shares his journey within his renowned, family-owned recycling company.



My name is Bashar Ehsan Gadawala. I was born in the Indian state of Gujarat and completed my schooling in Mumbai - the country's financial capital. I moved to the UK to pursue a degree in business management from De Montfort University.

The recycling business has become a passion which I have inherited from my father Ehsan Haji Amin. Following my graduation, I tried many different types of business but, deep in my heart, I always knew I had the inner passion to join our family recycling business - a business which was founded by my grandfather.

Our company Ala Group started out as a small indenting house in 1989. Over nearly three decades in the field of recycling, we have achieved a lot within this industry. We have progressed to become a well-known trading and processing company, having best-quality yard facilities in various parts of the world. Ala Group is a global supplier of scrap and recycled ferrous metals, non-ferrous metals and plastics. We are a trusted partner for a range of companies across the recycling industry - from processors, refineries and smelters to manufacturers. We handle all the major categories of recyclable material. We operate as a global organisation and our sales are centralised through our headquarters in Dubai (United Arab Emirates). The scale and scope of our operations, coupled with deep functional and industry

expertise, mean our customers can rely on us to meet their near- and long-term supply needs.

I joined the company in 2009 in charge of operations in Ajman (UAE) where I learned about the small and big day-to-day challenges. Eventually, I gained immense knowledge and experience of analysing material. I managed the yard operations for six years and was then promoted to the position of full-time trader within the company as the Head of Metals. I was also involved in the expansion of a new Plastic Scrap division. I find working with the plastic recycling business more interesting and challenging, and so I have taken the opportunity to lead this entire division.

Currently, Ala Group handles quite a few ferrous, non-ferrous and plastic businesses in the recycling industry, as well as semi-virgin and virgin products, with an annual expansion rate of approximately 15-20%. We have offices and yards in Africa, the Indian subcontinent, the Middle East, South East Asia, the UK/Europe, China and the USA.

I hope all of us can make a difference in recycling and make our planet ready for future generations. We are doing our bit handling the world's Seventh Resource.

Bashar Ehsan Gadawala
Ala Group, 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.

Sandra Vrielink, OneSteel Recycling Hong Kong Limited, China, Chairwoman, Young Traders Group

Ferrous Division

Tarek Al-Sharif
Sharif Metals Int'L 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 Eshan Gadawala, Ala Metals,
United Arab Emirates

International Trade Council (ITC)

Alexandra Weibel-Natan, Sansing Ltd,
Hong Kong, China

E-Scrap Committee

Alexandre Torneberg, Torec AB,
Sweden

Plastics Committee

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

Membership Committee

Jose-Martin Neumann, TSR Recycling,
Germany

Latin America Committee (LAC)

Jose-Martin Neumann, TSR Recycling,
Germany

Convention Committee

Sandra Vrielink
OneSteel Recycling Hong Kong Limited,
China

Young Traders Committee

Refer to Page 12 for a full list of the
Young Traders Committee Members active in
Divisions & Special Committees

International Environment Council (IEC)

To be appointed

Communications Committee

Romain Wagner, Jean Goldschmidt
International SA,
Belgium

Shredder Committee

Martina Francesci, Fonderie Pandolfo SRL,
Italy

Tyres & Rubber Committee

Hashem Al-Sharif
Metals Bank Co. Ltd,
Jordan

Forged Together.

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



Sandra Vrielink
OneSteel Recycling Hong Kong, China
Chairwoman, Young Traders Group, Representative to the Advisory Council & to the Convention Committee



Richard Lewis
Avon Metals Ltd, United Kingdom
Representative to the Textiles Division



Hashem Al-Sharif
Metals Bank Co. Ltd, Jordan
Representative to the Tyres & Rubber Committee



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



Alexandra Weibel-Natan
Sansing Ltd, Hong Kong, China
Representative to the International Trade Council



Niels Keyaert
Metallo Belgium N.V.



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



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



Felipe Acosta
Intimar Trading SA, Ecuador



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



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



Lorenz Dahmen
Metallhandelsgesellschaft, Germany



Tarek Al Sharif
Sharif Metals International, United Arab Emirates
Representative to the Paper Division & to the Ferrous Division



Martina Francesci
Fonderie Pandolfo SRL, Italy
Representative to the Shredder Committee



Quint Feenstra
Reukema, The Netherlands



Romain Wagner
Jean Goldschmidt International SA, Belgium
Representative to the Communications Committee



Abhijay Goenka
Steelbro International Co. Inc., USA

PAST CHAIRMEN/-WOMEN OF THE YTG

Alexandra Weibel-Natan
Sansing Ltd, China - August 2016 – January 2018

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

(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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