

# YT Gazette

ISSUE XV  
SEP 2018



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



## WORDS FROM OUR CHAIRWOMAN

## A FANTASTIC AND FABULOUS NIGHT IN BARCELONA

A RECAP OF  
THE PREVIOUS  
CONVENTION

## EXPECT A SPLENDID YOUNG TRADERS EVENING IN LONDON

LEARN MORE  
ABOUT OUR  
UPCOMING EVENT

## SPOTLIGHT ON A YOUNG TRADER

HASHEM AL SHARIF  
OF METALS BANK CO.  
LTD IN JORDAN



---

# CONTENTS

<b>Words from our Chairwoman.</b>	<b>1</b>
<b>A fantastic and fabulous event in Barcelona.</b>	<b>2</b>
<b>London Networking Evening.</b>	<b>3</b>
<b>Things to do in London.</b>	<b>4</b>
<b>The melting pot.</b>	<b>6</b>
<b>Spotlight on a Young Trader.</b>	<b>8</b>
<b>YTG members have their say.</b>	<b>9</b>
<b>Forged Together.</b>	<b>10</b>
<b>A brief history of the Young Traders Group.</b>	<b>11</b>

## 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 15<sup>th</sup> edition of the Young Traders Gazette.

This year's October Convention in London is set to be another huge success. Conveniently having brought the dates forward to the beginning of October, BIR will now be followed by LME Week. Companies from all over the world will send their representatives to London. BIR has even organised the unique possibility of a visit to the Ring on Friday October 5!

Our previous Young Traders Evening in Barcelona was amazing and, in my personal opinion, the best one so far. For the London Convention, we have booked a room in the Sway Bar. We already have 92 Young Traders registered and we're expecting a lot more. For all of you who haven't registered yet for the Young Traders Evening, I encourage you to do so quickly before we run out of tickets! I'm confident we will top the Barcelona evening!

Though current market conditions are tough, I'm convinced this BIR Convention will be another great one. I am looking forward to seeing you soon!

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



# A fantastic and fabulous event in Barcelona.

*A recap of the Young Traders' networking evening at the famous "Opium Barcelona", right at the heart of city's clubbing area by the sea, where BIR's Young Traders were able to enjoy a fabulous ambience while networking!*



The Young Traders' networking event took place along the beach at bar/club Opium. It was probably one of the best networking events we have had in years. We had the terrace booked for ourselves, a great finger-food buffet and an open bar. The atmosphere was peaceful, absolutely perfect for creating good friendships and business relationships.

More than 140 Young Traders registered for BIR's Barcelona Convention, of which 90 attended the networking event. We came from different countries,

different companies and even different industries, but the mix was perfect for growing in this business. If you joined us, I hope you got the most from it; if you could not make it, I'm sorry, but please try not to miss the next one in London.

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

# London Networking Evening.

*Save some strength and get ready for a splendid event at the Sway Bar in central London!*



This year's October event will take place on Saturday night, in one of the most vibrant cities in the world. For this occasion, BIR has booked the trendy Sway Bar located very centrally near the Holborn subway station (61-65 Great Queen St).

There, we will enjoy cocktails and food while we get to know each other. We may also have some fun activities to create an easy atmosphere and help to foster new contacts.

It will be, for sure, a special night, with great people in an amazing place.

You are free to continue the party as late as you like.

Don't forget to bring lots of business cards!

**Alexandre Torneberg**  
**Torec AB, Sweden**

## Things to do in London.



1

**1. The Coca-Cola London Eye** is a major feature of London's skyline. It boasts some of London's best views from its 32 capsules, each weighing 10 tonnes and holding up to 25 people. Climb aboard for a breathtaking experience, with an unforgettable perspective on more than 55 of London's most famous landmarks - all in just 30 minutes!



2

**2.** Get a taste of the deep blue sea at **SEA LIFE London**. Spot up to 400 species including sharks, stingrays, moray eels and clown fish at the aquarium. See stunning green sea turtles and test your nerve on the glass "shark walk". Learn more at daily talks and feeding times.



3

**3.** At **Madame Tussauds**, you'll come face to face with some of the world's most famous faces. From Shakespeare to Lady Gaga, you'll meet influential figures from showbiz, sport, politics and even royalty. Strike a pose with Usain Bolt, get close to One Direction or receive a once-in-a-lifetime audience with the Queen.



4

### **4. Churchill War Rooms**

Discover the underground headquarters where Churchill and his wartime government directed the course of the Second World War. Situated in the heart of London, close to Westminster Station.

## 5 YTG TRAVEL TIPS



5

5. Have a magical day out with a behind-the-scenes insight into the Harry Potter films at **Warner Bros. Studio Tour London - The Making of Harry Potter**. See first-hand the sets, costumes and props used in all the Harry Potter films, and step inside some of the films' locations including the Great Hall, Dumbledore's office and Hagrid's hut. It's the ultimate Harry Potter experience!



6

6. Take a tour with one of the Yeoman Warders around the **Tower of London**, one of the world's most famous buildings. Discover its 900-year history as a royal palace, prison and place of execution, arsenal, jewel house and zoo! Gaze up at the White Tower, tiptoe through a medieval king's bedchamber and marvel at the Crown Jewels.



7

7. Book in advance for one of the bestselling London tours. Buy a 24-hour ticket and enjoy the freedom to hop on and off the sightseeing buses in exploring some of London's most famous places, such as the **Tower of London, Buckingham Palace, Westminster Abbey, St Paul's Cathedral** and **Trafalgar Square**.



8

8. Rise high above London and see the city's iconic skyline from a unique perspective, with views stretching up to 40 miles (64km). Spot the likes of the **Coca-Cola London Eye, St Paul's Cathedral** and **Wembley Stadium** from **The View from The Shard's** observation deck, which sits at an elevation of 800ft (244 metres) on Western Europe's tallest building.



9

9. **Kensington Palace** offers a glimpse into the lives of its past royal residents. Discover stories from Queen Victoria's life in the Victoria Revealed exhibition; master courtly games in the King's State Apartments; glimpse a modern princess in an exhibition of Diana's dresses; and uncover the secrets of a fragile dynasty in the Queen's State Apartments.

**Sandra Vrielink**  
**OneSteel Recycling Hong Kong Ltd, China**

## The melting pot.

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



**Alexandre Torneberg**  
TOREC AB, Sweden

### **What was it like to attend your first BIR Convention?**

My first BIR Convention was in 2012 in Barcelona, and I was very stressed but impressed by the number of people. It was new for me to try talking about business to people I didn't know. In a relaxed way, I met new companies and slowly created a network. I was much more confident the next time. I realise that we create real relationships year after year.

### **Why did you join the BIR?**

This event is still the most important for recycling worldwide - perhaps not in terms of the number of participants, but in the sizes of business they represent. It is a perfect place to plan meetings with partners or new contacts. It saves us a lot of travelling. Over two or three days, we have opportunities to meet new companies from all over the world.

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

The Young Traders Group helped me to create new contacts with "young" people, just like myself, in different recycling fields. It feels much more relaxed to talk about new business and learn about other recycling activities in this atmosphere. In the evening, we go to another place outside the Convention venue (which feels like a break after the busy days) so we can share ideas and just have a nice time.

## The melting pot.

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



**Niels Keyaerts**  
**Metallo Belgium N.V.**

### **What was it like to attend your first BIR Convention?**

As with all “firsts”, it was very exciting and I was thrilled to attend this Convention of which I had heard numerous positive things. On the other hand, it was quite overwhelming; all the experienced traders seemed to know each other, while I was new to the recycling business. Fortunately for me, a lot of my colleagues at the Metallo Group have been active in this industry for many decades. Some of these seasoned veterans showed me the ropes and I quickly got to know a lot of people. This made it easier for me to find my way around. It helped establish my first business relations within the BIR. I liked the fact that the BIR Convention gave me the opportunity to meet many established traders in a short period of time. It enabled me finally to put faces to all those names I had heard cropping up in the office.

Most of the contacts were willing to share their knowledge with me and I must say that, today, it is a great support to be able to catch up with them within the framework of a BIR Convention. I am sure I will meet many more interesting business contacts in the years to come.

### **Why did you join the BIR?**

The Metallo Group is a well-established company in the non-ferrous metals industry. A lot of our suppliers also attend these conferences and it creates a unique opportunity to meet face to face with our loyal partners and business contacts. With our global footprint, it is a good and efficient way of teaming up with them as it saves a lot on travel time.

Moreover, the BIR stands for a recycling industry which works in an environmentally sound way. It informs its members of best practices and keeps track of the ever-changing regulatory framework. I consider this to be very valuable as it allows me to monitor the ongoing challenges we are facing or could be faced with as an industry. So I would say: Recycling, never a dull moment!

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

I was lucky that one of my colleagues had been active in the Young Traders Group before. This positive experience was passed on to me so I was encouraged to participate in the activities organised by the Young Traders Committee. It exposed me to opportunities to meet new people in a less formal way. I had the pleasure of getting in touch with a larger crowd of young professionals, valuable business contacts and new friends - all of this while enjoying delicious food and good drinks! Since the Young Traders evenings take place in a more relaxed setting than the more formal Convention days, they facilitate an easier “get to know each other” vibe. This enables a quicker expansion of your network, which helps a lot during future Conventions as you always have a network of young professionals to fall back on.

It's also my opinion that the Young Traders, as a group, represent the future of our industry. Our Young Traders Committee has the chance to voice the opinions of our peers, and I believe this is a really valuable thing.

## Spotlight on a Young Trader.

*Hashem Al Sharif of Metals Bank Co. in Jordan shares his journey and the lessons he has learned since entering the family business.*



My name is Hashem Ahmad Al Sharif. I was born in the Hashemite Kingdom of Jordan and then completed my studies at King's College London. Thereafter, I completed my higher education at the University of Plymouth, 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.

Starting from a young age, I 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 late grandfather His Excellency Mahmoud Al Sharif to their work, especially during spring/summer holidays. I was trained by Al Sharif Metals' late founder H. E. Mahmoud Al Sharif in Amman, Jordan, starting with yard operations and progressing to handling customer concerns, procurement, quality control, shipping, logistics, purchasing and sales. Day after day, the more I learned about our industry, the more passionate I became.

In the year 2015, I officially started working as a sales representative at Al Sharif Metals' headquarters in the UAE.

Al Sharif Metals was founded by my great grandfather in 1956 and has been operating in the Middle East and North Africa since then. It is considered to be one of the largest recycling companies in the region. Al Sharif Metals has been awarded the highest, most prestigious award by the King of Jordan His Majesty the King Abdullah II. Furthermore, it has been awarded the Gold List Award by the Jordan Customs Ministry.

Al 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-recognised specifications and standards laid down by the BNF, BIR, ISRI, MRAI, BME and BMR. The company is also a VIP foreign member of the CMRA in China.

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

After I graduated in England, I was groomed in the recycling field and was officially assigned work within Al 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 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**

# 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 Ltd, 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

To be appointed

### Stainless Steel & Special Alloys Committee

**Bashar Eshan Gadawala**  
Ala Metals,  
United Arab Emirates

### International Trade Council (ITC)

**Lorenz Dahmen**  
Metallhandelsgesellschaft,  
Germany

### 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

### Shredder Committee

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

### International Environment Council (IEC)

**Niels Keyaert**  
Metallo Belgium N.V.,  
Belgium

### Communications Committee

**Romain Wagner**  
Jean Goldschmidt International SA,  
Belgium

### 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 Ltd, China

*Chairwoman, Young Traders Group, Representative to the Advisory Council & to the Convention Committee*

**Niels Keyaert**

Metallo Belgium N.V  
*Vice-Chairman, Young Traders Group, Representative to the International Environment Council*

**Nasser Al Sharif**

Sharif Metals International, United Arab Emirates

*Representative to the Non-Ferrous Metals Division*

**Jose-Martin Neumann**

TSR Recycling, Germany

*Representative to the Latin America Committee & to the Membership Committee*

**Bashar Gadawala**

Ala Metals, United Arab Emirates

*Representative to the Stainless Steel & Special Alloys Committee*

**Tarek Al Sharif**

Sharif Metals International, United Arab Emirates

*Representative to the Paper Division & to the Ferrous Division*

**Andrei Sofian**

Rematholding Co. S.R.L., Romania

*Representative to the Plastics Committee*

**Alexandre Torneberg**

Torec AB, Sweden

*Representative to the E-Scrap Committee*

**Romain Wagner**

Jean Goldschmidt International SA, Belgium

*Representative to the Communications Committee*

**Lorenz Dahmen**

Metallhandels-gesellschaft, Germany

*Representative to the International Trade Council*

**Hashem Al-Sharif**

Metals Bank Co. Ltd, Jordan

*Representative to the Shredder Committee & to the Tyres & Rubber Committee*

**Martina Franceschi**

Fonderie Pandolfo SPA, Italy

**Quint Feenstra**

Reukema, The Netherlands

**Abhijay Goenka**

Steelbro International Co. Inc., USA

**Richard Lewis**

Avon Metals Ltd, United Kingdom

## 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 – May 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, Hong Kong Ltd, 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

**2019**

May 2019

BIR WORLD RECYCLING CONVENTION & EXHIBITION

**Singapore**

*(date / 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](http://www.bir.org), email [bir@bir.org](mailto:bir@bir.org) or call +32 2 627 57 70*



---

**BIR** - REPRESENTING THE FUTURE LEADING RAW MATERIAL SUPPLIERS

---

Bureau of International Recycling (aisbl)  
Avenue Franklin Roosevelt 24  
1050 Brussels  
Belgium

T. +32 2 627 57 70  
F. +32 2 627 57 73

[bir@bir.org](mailto:bir@bir.org)  
[www.bir.org](http://www.bir.org)