

# YT Gazette

ISSUE XVI  
MAY 2019



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



## WORDS FROM OUR CHAIRWOMAN

### A SPLENDID EVENING IN LONDON

A RECAP OF  
THE PREVIOUS  
CONVENTION

### SHOOT FOR THE STARS AT THE YOUNG TRADERS EVENING IN SINGAPORE

LEARN MORE  
ABOUT OUR  
UPCOMING EVENT

### SPOTLIGHT ON A YOUNG TRADER:

ALEXANDRA  
WEIBEL-NATAN  
OF PAN AMERICAN  
ZINC LLC



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## Words from our Chairwoman.

*A message from Sandra Vrielink of Global Metals Network Limited, our current BIR Young Traders Group Chairwoman.*



Welcome to the latest issue of the Young Traders Gazette, which is already the 16th edition! The Young Traders Group continues to grow in popularity with more and more young traders joining and seeing the benefits of BIR and Young Trader events.

In Singapore, our Young Traders Evening will take place in the famous CéLaVi bar, at the top of the Marina Bay Sands Hotel. A truly amazing venue!

At this event, we are introducing something new. During the evening, we will organize a networking game and the winner will get the unique opportunity to write an article about her-/himself and her/his company, including a photo, in the next Young Traders Gazette, which offers a great advertising opportunity. At the time of writing we had almost 80 registered young traders and I'm sure numbers will go up quite a bit over the next couple of weeks! If you haven't registered to the evening event yet, make sure you do as it is a great opportunity to meet other young traders in a more informal environment.

I'm looking forward to seeing you all there! Pack plenty of business cards, and let's have another great Young Traders Evening!

**Sandra Vrielink**  
**Global Metals Network Limited, Hong Kong, China**  
**Chairwoman, Young Traders Group**



# A splendid evening in London

*A recap of the networking evening at the Sway Bar in central London where BIR's Young Traders were able to enjoy a splendid night!*



The Young Traders networking event took place in one of the most fashionable places in London - the trendy Sway Bar. It was an exciting event with lots of people. We had a private room booked for ourselves, a finger-food buffet and an open bar that received plenty of orders!

The atmosphere was friendly and it was a good opportunity to meet new people and potentially create new business opportunities in a relaxed atmosphere.

These events remain one of the highlights of the BIR

Convention and are a fantastic opportunity not only to build strong relationships with business partners but also to meet great people from all over the world.

I hope to see you all for another top event in Singapore.

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

# Singapore Networking Evening

*Get your groove on with some world-class cocktails after a day of exhausting meetings as we will shoot for the stars again with our Young Traders networking evening.*



Strengthening relationships with industry peers, making new friends or simply dancing the night away during the course of a single evening? Yes, all of this is up for grabs while feasting on Asian finger food and enjoying panoramic vistas of Singapore!

Located on the rooftop of the Marina Bay Sands, CéLaVI Club will act as our meeting hub. We hope to welcome all

Young Traders on Tuesday May 21 as of 8.30pm. Shuttle buses will depart from the Shangri-La Hotel (Convention venue) at 8pm sharp. Available places are limited so make sure you are registered!

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

# Things to do in Singapore.

Singapore is an island city-state off southern Malaysia and is famed as being the cleanest city in the world. It is an exciting destination for tourists to explore its multi-culturalism set in a tropical climate. The city blends Malay, Chinese, Arabian, Indian and English cultures and religions, with tourists therefore glimpsing the past, present and future in one place. This city affords tourists a wide range of sightseeing and culinary options, as well as the chance to celebrate traditional festivals throughout the year. Not to forget, it also offers luxurious hotels and great shopping.

There are remarkable places that every tourist should visit and walk around.



**Sentosa Island**, with a beach-front resort, includes tourist attractions like Fort Siloso, its historical museum, the Marine Life Park and Tiger Sky Tower. It integrates two resorts: Marina Bay Sands and Resorts World Sentosa, a Universal Studios theme park and Gardens by the Bay.



**Marina Bay Sands** is architecturally interesting. Its dramatic building designs provide tourists with 360-degree views of the Singapore skyline. Tourists can also enjoy celebrity chef restaurants, theatres, a floating crystal pavilion, an ice-skating rink, a world-class casino and a large Convention-Exhibition Centre.



**Gardens by the Bay** is one of Singapore's newest attractions. Marvel at exotic plants, gigantic super trees and dazzling flower displays. It also includes three gardens, including entrance to the Cloud Forest and Flower Dome.



Those interested in rides and other attractions should definitely visit **Universal Studios Singapore** whose themes include Madagascar, Hollywood, Sci-Fi, New York, Ancient Egypt, Lost World and Far Far Away.

## 5 YTG TRAVEL TIPS



Singapore has three amazing zoos, namely **Singapore Zoo, Night Safari and River Safari**. Singapore Zoo features animals in “open”, naturalistic and spacious landscaped enclosures separated from visitors by hidden barriers, moats and glass, with various shows and events occurring throughout the day to allow visitors to interact with the animals. Night Safari is the world’s first nocturnal zoo, set in a humid tropical forest and divided into seven geographical zones, which can be explored either on foot via four walking trails or by tram. River Safari offers a tropical rainforest setting and features 10 different ecosystems, with 5000 animals of 300 species.



The **Singapore Cable Car** is basically two cable car lines soaring above Singapore, offering a “scenic highway” and a quick way to travel across the city.



Last but not least, **Orchard Road** is for anyone who loves to shop. It is part of the central region and also Singapore’s Central Business District. The road is filled with various shopping centres such as: ION Orchard, Ngee Ann City, Wisma Atria, Mandarin Gallery, Lucky Plaza, Far East Plaza, Plaza Singapura, and many more.



Singapore offers various destinations that satisfy all tastes, including **outdoor activities, exciting attractions, nature and parks**, cultural and theme **tours, shopping** and much more.

**Tarek Al Sharif**  
**Sharif Metals International**  
**United Arab Emirates**

## Scrap will always be in my blood.

*Josh Brough from JBMI Group Ltd is a third-generation scrap enthusiast. With great passion, he shares his exciting story, the steps and lessons taken over the years, and the influence of the BIR Young Traders Group on his career development and his business.*



I began working for JBMI Group in the summer of 2010 at the age of 18, straight after finishing high school. It was an unusually glorious British summer and I spent it outside on forklifts and JCB telehandlers binning up charges for the furnaces, unloading scrap and loading HGV wagons with ingot. I was immediately hooked. I enjoyed the buzz of the yard with incoming scrap deliveries and outgoing ingot despatches, and the dynamic industrial feel of the business. I am now in my ninth year at JBMI.

JBMI International is one of the largest, family-owned secondary aluminium smelters in the United Kingdom. The business specialises in the recovery of aluminium

across globally, the production of bespoke secondary aluminium ingot predominantly for the automotive industry, and more recently a salt slag recycling facility for total waste recovery. The business purchases 2500 tonnes of aluminium and non-ferrous scrap per month and produces 24,000 LME branded aluminium ingot per annum.

Jesse Brough Metals was set up by my grandfather in 1978. From humble beginnings, it has grown organically over the last 40 years of trading. After a life-changing illness at an early age, my grandfather was unable to continue and so his sons Miles (CEO) and Ashley

## 7 A YOUNG TRADER TALKS THE TALK



(Commercial Director) stepped in to actively manage the business. I am the third generation and it is therefore no surprise that I had aluminium running through my veins and that I was destined for a career in the metals industry. From a very young age, I can remember my father coming home covered in dross dust and carrying the scent of kerosene-fired furnaces. I can recall the endless conversations about the business, the countless difficulties and the occasional rewards.

I began my career with a 60-hour working week and subsequently spent time in all areas of the business. I became a furnaceman for a year in the foundry, charging furnaces, casting ingot and learning all about the melt cycles and scrap-handling techniques. I also spent two years in the scrap yard, in the laboratory, weighbridge, dross mill and waste facility. Through doing this, I gained valuable experience on the shop floor, got trained on all of the machinery and quickly learned the dynamics of the smelting business. I still provide cover when we are short of manpower in all divisions of the business.

I then moved into a commercial role where I learned that there was no 'How to' guide for the scrap business.

I became responsible for the sourcing of new scrap suppliers in the UK, Europe and internationally, and assisted in the purchasing of aluminium, copper and foundry additions whilst building my own trading book. Being a smelter can be tough, particularly when margins are squeezed from both sides; however, JBM has been a fantastic platform to learn about the Metal Bulletin and LME interactions within our market.

I love the commercial role and have travelled thousands of miles by land, sea and air to all corners of the world. Every day, I am learning more about the complexities of the metals business. No two days are ever the same. I have armed myself with a Business degree and have recently started a Masters in Real Estate, which I believe is my differentiator and is currently where I am focusing my time and energy. JBMI Properties Ltd was set up to develop and diversify the business' land and infrastructure.

I stumbled across the BIR and joined purely because of the large portfolio of businesses that it represents, as well as the Young Traders networking opportunities. I found it increasingly frustrating that there weren't really many young executives in the scrap industry. My first BIR was in Prague and I met a lot of other global delegates who all shared a mutual interest in scrap. I no longer feel alone in the industry and have met a lot of representatives who I can now also call business associates and friends. The BIR has made fantastic efforts in focusing on the future generation of young traders and is a fabulous platform for getting really involved with the powerful 'movers and shakers' of our industry.

At the start of 2018, my father had a horrific skiing accident which left the business without a CEO. It was like history repeating itself and meant I had to step up to the plate and take on a wider, hands-on managerial role, covering more macro aspects of the business. I realised that everything happens for a reason. A good friend once said to me: "Some people get lost in the flames, others are forged in them." I know now that I have found my place in the industry and that scrap will always be in my blood.

**Josh Brough**  
**JBMI Group Ltd, United Kingdom**

## The melting pot.

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



**Lorenz Dahmen**  
**Metallhandelsgesellschaft Schoof & Haslacher MbH & Co**  
**Kg, Germany**

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

Awe-inspiring. When I finished my degrees in law and management and started working full time, I did not know what to expect at my first Convention in Miami. The energy of the people, the eagerness to try to create something new together and, not least of all, the feeling of togetherness you get at BIR Conventions are what made me feel instantly at home in the world of recycling. I never regret not working as a lawyer.

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

Before my father joined our company, it was mainly focused on the Central European markets. Hardly

any trade was done outside of German-speaking countries. One of the first steps my father undertook to internationalise our company was to become a member of BIR and attend the Conventions. It was a kick-start to grow the business internationally and to this day the platform offered by BIR helps in finding new markets and new business opportunities with companies that you know you can rely on.

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

You can be at the forefront of new developments in the recycling industry, exchange your views and learn from like-minded young people. These discussions have helped me to better adapt to the changes in our industry which are reshaping the way the business is run. Lastly, I enjoy the format which allows you to get to know people better in a more relaxed way than the general Convention.

## The melting pot.

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



**Rami Shahrour**  
Sharmetal Trading Co. S.A.R.L., Lebanon

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

Attending my first BIR in Paris in 2014 was one of the most thrilling and highly anticipated moments in my life. At the age of only 20, I felt like I was the youngest person around. Being part of a third-generation family business, I was fortunate enough to have the second generation there to guide me. It is still one of the most memorable experiences I have ever had.

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

The BIR in my opinion is vital for every person in the recycling industry. It allows you to make universal connections and build bridges with people from different parts of the world.

Sharmetal Group is a highly reputable company with a long history in the ferrous and non-ferrous metals industry. Sharmetal has been a Gold Member of the BIR for several years, since way before I joined. Joining the BIR has made it possible to establish a networking platform and to keep up with the latest industry trends and developments.

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

Being a member of the Young Traders Group made me more comfortable and gave me the opportunity to bond with people of my age in different recycling fields. It gave me a broader insight into the world of recycling. The Young Traders evening is more of a casual setting where you can discuss more than business with attendees from different cultures and backgrounds. We, the Young Traders, are the future of this recycling industry and together we are stronger!



## Spotlight on a Young Trader.

*Alexandra Weibel-Natan of Pan American Zinc Llc in the USA and past Chairwoman of the Young Traders Group shares with us her journey to date in the world of scrap recycling and the impact of the Young Traders Committee on her career development.*



industry and seemed so confident and so enthusiastic about her job that, when I went home, I asked myself: “So why don’t I?”

I was already a shareholder in my father’s company, so I joined him in 2009 and became a trader just after the BIR Convention in Amsterdam that October. I learned it all from my father, but what made me the trader I am today is probably the BIR Young Traders Committee and the people I met via this group. I’ve been in the Young Traders Group since Amsterdam and have always been very involved. I even chaired the group for a couple of years, but I turned 35 and thus London in October 2018 was my last Convention as a Young Trader.

I would like to thank that other Alexandra, my father, all the friends I have made via this group and the people I have met in all of the committees I have attended as a result of my YTG status, because I really love my job and could not imagine doing anything else. I’m no longer a Young Trader but I will remain until I’m an Old Trader - a group that has yet to be created!

**Alexandra Weibel-Natan**  
**Pan American Zinc Llc, USA**

Non-Ferrous scrap trading.... What the hell is that? When I started 10 years ago, I did not know what a Bill of Lading was and today I export containers almost every day; I did not know what Honey was and today it’s my favourite commodity. When I was a student, I could definitely not have imagined that I would become a senior scrap trader one day. And yet, here I am....

I studied International Business in France and Spain, and then did my Master’s degree in Finance at the London School of Economics. My very little experience in that field was not bad but I did not really fit in. One day at a dinner organised by the French recycling federation, for which I was just accompanying my father, a woman (who was also called Alexandra) asked me: “Why don’t you join the non-ferrous trading business?” She was one of the very few ladies in the



## 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, Global Metals Network Limited, Hong Kong, China (Chairwoman, Young Traders Group)**

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#### Ferrous Division

Tarek Al-Sharif  
Sharif Metals Int'L LLC,  
United Arab Emirates

#### Non-Ferrous Metals Division

Martina Franceschi  
Fonderie Pandolfo SPA, Italy  
&  
Jose-Martin Neumann  
TSR Recycling, Germany

#### Paper Division

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

#### Textiles Division

Richard Lewis  
Avon Metals Ltd,  
United Kingdom

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#### Stainless Steel & Special Alloys Committee

Quint Feenstra  
Reukema Recycling,  
The Netherlands

#### International Trade Council (ITC)

Lorenz Dahmen  
Metallhandelsgesellschaft,  
Germany

#### E-Scrap Committee

Alexandre Torneberg  
Torec AB,  
Sweden

#### Plastics Committee

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

#### Membership Committee

Bashar Gadawala  
Ala Metals,  
United Arab Emirates

#### Latin America Committee (LAC)

Jose-Martin Neumann  
TSR Recycling,  
Germany

#### Convention Committee

Sandra Vrielink  
Global Metals Network Limited, Hong Kong,  
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

Josh Brough  
JBMI Group Ltd,  
United Kingdom

# Forged Together.

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

**Sandra Vrielink**

Global Metals Network Limited,  
Hong Kong, China

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

**Andrei Sofian**

Rematholding Co. S.R.L., Romania

*Representative to the Plastics  
Committee*

**Quint Feenstra**

Reukema, The Netherlands

*Representative to the Stainless  
Steel & Special Alloys Committee*

**Niels Keyaert**

Metallo Belgium N.V

*Vice-Chairman, Young Traders  
Group, Representative to the  
International Environment  
Council*

**Alexandre Torneberg**

Torec AB, Sweden

*Representative to the E-Scrap  
Committee*

**Josh Brough**

JBMI Group Ltd, United Kingdom

*Representative to the Tyres &  
Rubber Committee*

**Jose-Martin Neumann**

TSR Recycling, Germany

*Representative to the Non-  
Ferrous Metals Division &  
Latin America Committee*

**Romain Wagner**

Jean Goldschmidt International SA,  
Belgium

*Representative to the  
Communications Committee*

**Rami Shahrour**

Sharmetal Trading Co. S.A.R.L.,  
Lebanon

**Lorenz Dahmen**

Metallhandelsgesellschaft, Germany

*Representative to the International  
Trade Council*

**Nasser Al Sharif**

Sharif Metals International,  
United Arab Emirates

**Bashar Gadawala**

Ala Metals, United Arab Emirates

*Representative to the  
Membership Committee*

**Hashem Al-Sharif**

Metals Bank Co. Ltd, Jordan

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

**Abhijay Goenka**

Steelbro International Co. Inc.,  
USA

**Tarek Al Sharif**

Sharif Metals International,  
United Arab Emirates

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

**Martina Franceschi**

Fonderie Pandolfo SPA, Italy

*Representative to the Non-Ferrous  
Metals Division*

**Richard Lewis**

Avon Metals Ltd, United Kingdom

*Representative to the Textiles  
Division*

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## PAST CHAIRMEN/-WOMEN OF THE YTG

**Alexandra Weibel-Natan**

Pan American Zinc Llc, USA  
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

**Joen Jensen**

Scandscrap, Sweden - May 2002- May 2004

**Michael West**

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

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## HONORARY MEMBERS

**Paul Coyte**

Hayes Metals, New Zealand

**Mark Sellier**

Global Metals Network Limited, Hong Kong,  
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.



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# Forthcoming BIR Conventions

**2019**

October 2019

BIR WORLD RECYCLING CONVENTION (Round-Table Sessions)

**Budapest (Hungary)**

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



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

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