

YT Gazette

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



MARVELLOUS EVENING LOOKING OUT OVER SINGAPORE
A RECAP OF THE PREVIOUS CONVENTION

GET READY FOR AN "EXTRA"-SPECIAL YOUNG TRADERS EVENING IN BUDAPEST
LEARN MORE ABOUT OUR UPCOMING EVENT

SCRAP IS IN MY BLOOD
SANDRA VRIELINK FROM GLOBAL METALS NETWORK LIMITED SHARES HER STORY

SPOTLIGHT ON A YOUNG TRADER
JOSE-MARTIN NEUMANN OF TSR RECYCLING

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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.

Hi all,

Welcome to the 17th edition of the Young Traders Gazette. Unfortunately, this will be my last Convention as the Young Traders Chairwoman. Although (most of the time) I don't feel it, I am now 35 years old and no longer qualify as a Young Trader.

First of all, I would like to thank the BIR team for their continuous support over the past couple of years. Then, of course, a big thank-you goes to Young Traders Committee members for all the time and effort they put in. And last but not least, a huge thank-you to all of you - all the Young Traders who have continuously visited our networking events. Without you, the Young Traders Group wouldn't be where it is now. I am certain that our next Chairman will do a great job in making sure the Young Traders continue to be a great success.

This time BIR has chosen Budapest for its Convention, a beautiful city with an interesting history and culture, and many amazing places to visit. In this Gazette, you will find some sightseeing tips and more information about the city.

The Young Traders Networking Event will take place at Club Bar Garden "Extra". We are looking forward to welcoming all of you there and to having another great night together. Please don't forget to register in time; we have limited availability! As always, it is a great opportunity to meet like-minded young people in our business. Pack your business cards and let's make it another spectacular evening!

See you soon!

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



Marvellous evening looking out over Singapore.

A recap of the networking evening at the Cé La Vi Bar on top of the Marina Bay Sands Hotel where BIR's Young Traders were able to enjoy a marvellous evening!



The Young Traders evening was organized at the Cé La Vi Bar, located on top of the Marina Bay Sands. The venue allowed us to enjoy the warm evening, with one of the best views of Singapore. The place was perfect for the event, with small tables to facilitate exchanges, a lounge area and delicious finger food.

The bar, which was hired by BIR for the evening, provided a great variety of drinks in a friendly manner. A great networking game was organized and well managed by our Chairwoman Sandra Vrielink to improve the exchange between guests.

The whole evening achieved a beautiful mix of wonderful Young Traders at a heavenly venue.

We hope to see you all at the next event in Budapest.

Romain Wagner
Jean Goldschmidt International SA, Belgium

Budapest Networking Evening.

Get ready for an EXTRA-special Young Traders Networking Evening in one of Budapest's hottest bars!



With the BIR Convention on the horizon, we are eagerly looking forward to our traditional Young Traders Networking Event, to be held at the EXTRA Club. We have hired the entire ground floor to get our groove on, so there is no sound reason to hold back from registering!

Our Young Traders Evening promises to be EXTRA-special as we will be offered the chance to unwind in one of Budapest's hottest bars. Free top-class drinks will be served in a relaxed atmosphere. To make our Young Traders evening truly memorable, we are counting on you. It doesn't matter if you just want to reconnect with some friends & business partners. As long as you are open to connecting with other aspiring business peers, we will be happy to welcome you at our Young Traders Networking Event.

Shuttle buses will depart from the BIR Welcome evening (Museum of Fine Arts) at 21:00. Buses will take you back to the BIR hotel as of 23:30. However, with other well-known bars such as Szimpla Kert within walking distance, I am sure that a lot of you might opt for a detour...

If you have any questions or doubts, feel free to contact someone from the Young Traders Committee.

See you there!

Niels Keyaert
Metallo Belgium N.V., Belgium

10 things to do in Budapest.



1. Buda Castle

Buda Castle is the historic castle and palace complex of the Hungarian kings in Budapest. It was first completed in 1265, but the massive Baroque palace today occupying most of the site was built between 1749 and 1769. The complex in the past was referred to as either the Royal Palace or the Royal Castle.



2. Hungarian Parliament Building

The Hungarian Parliament Building, also known as the Parliament of Budapest after its location, is the seat of the National Assembly of Hungary, a notable national landmark and a popular tourist destination in Budapest. It is situated in Kossuth Square, on the Pest side of the city and on the banks of the Danube.



3. Heroes' Square

Hősök tere is one of the major squares in Budapest and is noted for its iconic statue complex featuring the Seven chieftains of the Magyars and other important Hungarian national leaders, as well as the Memorial Stone of Heroes, often erroneously referred to as the Tomb of the Unknown Soldier.



4. Matthias Church

The Church of the Assumption of the Buda Castle, more commonly known as the Matthias Church and less frequently as the Coronation Church of Buda, is a Roman Catholic church located in Budapest's Holy Trinity Square, in front of the Fisherman's Bastion at the heart of the Castle District.



5. Széchenyi Thermal Bath

The Széchenyi Medicinal Bath in Budapest is the largest in Europe. Its water is supplied by two thermal springs with temperatures of 74 °C and 77 °C. Construction of this famous thermal bath began in 1909 following designs by architect Eugene Schmitterer.



6. Central Market Hall

This is a restored neo-Gothic hall for traders in grocery produce on the ground floor & souvenirs on the first floor. The Great Market Hall or Central Market Hall is the largest and oldest indoor market in Budapest. The idea of building such a large market hall came from the first mayor of Budapest and it opened in 1897.



7. Margaret Island

Margaret Island is located in the middle of the Danube in central Budapest. The island is mostly covered by landscaped parks, and is a popular recreational area. Its medieval ruins are reminders of its importance in the Middle Ages as a religious centre.



8. Hungarian State Opera House

The Hungarian State Opera House is a neo-Renaissance building located in central Budapest, on Andrásy út. Originally known as the Hungarian Royal Opera House, it was designed by Miklós Ybl, a major figure of 19th century Hungarian architecture.



9. Gellért Hill

This hill measuring 235 metres (771 ft) in height overlooks the Danube in Budapest and forms part of the 1st and 11th Districts. Gellért Hill was named after Saint Gerard who was thrown to his death from the hill. In the 18th century, the slopes of Gellért Hill were covered with vineyards.



10. Vajdahunyad Castle

Vajdahunyad Castle is located in the City Park of Budapest. It was built in 1896 as part of the Millennium Exhibition which celebrated 1000 years of Hungary since the Hungarian Conquest of the Carpathian Basin in 895.

Alexandre Torneberg
Torec AB, Sweden

Scrap is in my blood.

Sandra Vrieling from Global Metals Network Limited in Hong Kong, China, takes us through her journey from getting lost in translation to finding her way in the international non-ferrous metals scrap business.



Scrap is in my blood. An interesting title, because until about 10 years ago I had never expected to end up buying and selling non-ferrous scrap around the globe.

Let me first tell you a little bit about myself. I was born 35 years ago in a little village in the east of the Netherlands, five minutes from the border with Germany. From a young age, my parents would already say: “Sandra isn’t going to stay here; she’s going to explore.” And they were right. When I turned 18, I moved to Brussels and then to Spain to go to university. Since the age of 13, I had it really clear in my head that I wanted to be an interpreter/translator. So I went to study Dutch, English and Spanish. After having

graduated and then worked for a couple of years in a translating agency, it became very clear that I didn’t want to do that for the rest of my life. I needed more action.

I moved to the north of the Netherlands and applied for a job selling recycling machinery in Spain and France. After a couple of years, my partner and I decided to move back to that little town where I was born. I had to find another job and duly joined Metal Radar, selling apps/ computer-based programs with real-time metal prices, internationally.

When visiting BIR in Miami I met Mark Sellier, current



Chairman of the BIR Communications Committee, who then told me they were searching for someone who could handle the purchasing of non-ferrous metals in Europe. I wasn't really looking for a new job at the time, and had no knowledge whatsoever about metals, but it sounded like (and worked out to be) a very interesting opportunity. And here we are, five years later in 2019, working at Global Metals Network Limited (GMN), still working with Mark (and of course the rest of our amazing team), buying and selling non-ferrous metals globally.

Global Metals Network Limited is a trading company that was founded in January of this year with its head office in Hong Kong; this is where our highly-experienced shipping and financial team is based. We also do the majority of sales from the Hong Kong office. We trade in over 30 countries worldwide. Our trading offices are located all over

the world: the USA (Los Angeles), Colombia, Chile, South Africa, the Netherlands, the UK and Australia. In this way, we can deal with our suppliers and buyers in every time zone, 24 hours per day and, most of the time, in their own language.

Fun fact: GMN currently consists of five men and 16(!) women.

Our main focus is copper, but we also trade other metals including aluminium, brass, zinc, lead, tin, stainless steel, etc.

One of our greatest assets is our reputation. We all love what we do, and we do it with honesty and integrity. We aim to provide a top-notch service for both our suppliers and buyers. Of course, we are a proud BIR Gold Member.

Joining the Young Traders has allowed me to meet up informally with like-minded people from all around the world. I was a bit nervous in the early days, especially at my first BIR in Munich, but the Young Traders have been a great help. I've opened up new business relationships and also made new friends. And let's be honest, in our business, relationships are the most important thing, so a business relationship can soon turn into a friendship.

At the beginning of this article, I said that "Scrap is my blood" is an interesting title. Scrap is not something I grew up with. Joining the metals industry has been the best decision of my life. It is a great environment with lots of passionate people; there is always the thrill of making a new deal, visiting new countries, meeting amazing people all around the world and, most importantly, learning something new every day. So yes, I can now truly say that scrap is in my blood.

Sandra Vrielink
Global Metals Network Limited, Hong Kong, China

The melting pot.

Discover more about the BIR Young Traders Group from a Committee member.



Josh Brough
JBMI Group Ltd, United Kingdom

What was it like to attend your first BIR Convention?

My first BIR Convention was in 2015 - in Prague in the Czech Republic. When I first arrived at the networking event to collect my registration badge, I was overwhelmed by the number of delegates that were in attendance and the buzz of the networking hall environment. Being younger than the average trader in the room, I was quite nervous about getting involved - but this soon turned to excitement as new business opportunities between international companies soon led to meetings, an exchange of business cards and eventually the exchange of contracts on future business deals.

Why did you join BIR?

I joined BIR purely because of the Young Traders Group as I often felt that there were no networking groups that represented the younger members of the international recycling market. The opportunity to meet like-minded traders all around the world with whom you can

discuss trade opportunities, initiate business and better understand international market dynamics is incredibly beneficial. All the events are hosted in the trendiest key cities, dotted across the globe, which gives you an excuse to explore in the evenings. Finally, at the Young Traders Networking Evening, you can drink in one of the city's top nightclubs & bars alongside your new international associates.

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

As a member of the Young Traders Group, the company you are representing will benefit immensely from your networking opportunities and you will gain business contacts that will be useful throughout your career in the international recycling industry. The Young Traders Group gives you a relaxed atmosphere in which to network and explore potential trading prospects with global traders of a similar age. At some point, these new contacts will become business partners, enhancing your global market knowledge and expanding your international trading portfolio.

Spotlight on a Young Trader.

José-Martin Neumann serves as Head of the International Trading Department of TSR Recycling in Hamburg, Germany, and talks here about his scrap business path and perspectives.



My name is José-Martin Neumann and I was born in the Hanseatic City of Hamburg, Germany. In 2006, I started my dual studies at the HSBA Hamburg School of Business Administration with TSR Recycling GmbH & Co. KG. During my studies, I got the chance to become acquainted with the scrap business and developed my passion for it. After graduating, I became the Head of the International Trading Department which today focuses on non-ferrous scraps.

The TSR group has about 80 scrap plants and over 150 business locations, and is one of Europe's leading recycling companies. Being a modern recycling company, we handle all tasks involving scrap metal and recycled raw materials - even for products that most people have not yet thought about. Why? Because heading down innovative routes and thinking of new ideas are becoming more and more important for the future of our world. TSR is well prepared for whatever recycling challenge may come its way. Bring on the future.

Today, I can proudly say that I have been a part of the Young Traders Group since my first steps into working life. I am widening my horizon each and every day and can call myself really lucky to have the opportunity to meet many engaged and professional people in the scrap business, especially at the BIR.

My first time at a BIR Convention was 2011 in Munich. I remember it as if it were yesterday because I enjoyed my first Convention so much. The BIR Young Traders Committee has created a great platform for committed and enthusiastic young traders who can share their experiences and build new business relations. I have met many new business partners and made many friends on my journey with the Committee.

Jose-Martin Neumann
TSR Recycling, Germany

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

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

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 Vrieling
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

**Bashar Gadawala**

Ala Metals, United Arab Emirates

*Representative to the
Membership Committee*

**Lorenz Dahmen**

Metallhandelsgesellschaft, Germany

*Representative to the International
Trade Council*

**Nasser Al Sharif**

Sharif Metals International,
United Arab Emirates

**Tarek Al Sharif**

Sharif Metals International,
United Arab Emirates

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

**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

**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*

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

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.



Forthcoming BIR Conventions

2020

(17) 18-20 May

BIR WORLD RECYCLING CONVENTION & EXHIBITION

Istanbul (Turkey)

Swissôtel The Bosphorus

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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