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7th Annual International Forum

SCRAP metals²⁰¹¹

ferrous and non-ferrous scrap metals

February 17-18
Moscow
Russia

2011

over
300
participants

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Scrap Metals Event



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Ferrous and Non-Ferrous Scrap Metals 2011

September 29-30, 2010, February 17-18, 2011

Agenda

February 17, Thursday

08:30–10:00 Registration

10:00–10:15 Welcome address

- The Ministry of Industry and Trade of Russia, Alexey Pinchuk, Deputy Director of basic industries Department
- Rusmet, Victor Kovshevny, CEO

Express-session

Should we expect the limitation of scrap export from Russian this year?

On Monday, Feb. 14 the information about significant changes in Russian market emerged, supported by the copies of the letters from the Russian Government...

10:00–12:00 Session 1. Prices analysis and forecast: ferrous and non-ferrous scrap

- Steel scrap prices forecast to the end of 2012
- Aluminium, copper, and nickel prices forecast
- Correlation with other raw materials markets: oil, coke, and iron ore
- Overview of finished products Global market

Speakers

- CRU Analysis (UK), John Kovacs, Principal Consultant
- Steel Business Briefing (UK), Mark Wiggett, Editor GMO
- Metal-Courier, Informational agency (Ukraine), Nikita Sukhonosenko, Ferrous Scrap Market Analyst
- Rusmet (Russia), Vadim Grinberg, Editor-in-Chief
- Sergey Kartashov, Starglobe Ltd. (Switzerland), Chief of Raw Materials
- Trimet (Switzerland), Alexey Alipchenko, Head of Representation Office in CIS, Central Asia, and Baltic Countries
- SibVtorMet, Concern (Russia) Vladimir Neyaskin, President
- Liebherr-Russland (Russia), Olga Zabolotova, Head of Reloading Equipment Sales
- Rusmet, Vasiliy Kislinskiy, Analyst

12:00–12:30 Coffee break

12:30–14:00 Session 2. Consumers' and suppliers' points of view at the market

Should we expect scrap shortage in Russian and Global market due to new electric arc furnace introduction?

- **Forecast of scrap balance in Russian to 2020. To ban new mini-mills introduction?**
Evraz Holding Managing Company (Russia), Kirill Zhilyaev, Chief Analyst of Analytical Center, Strategic Planning Department
- **Background of scrap procurement sector upgrade.**
Vtorchermet NLMK (Ekaterinburg, Russia), Alexander Korotaev, CEO
- Dependence of supply volume on metals consumption (on the basis of internal statistics data).
OMK-EkoMetal Ltd (Russia), Andrey Merzlyakov, CEO
- **Mini-mill construction project**
(by the example of Kaluga Scientific and Production Electric Metallurgical Plant).
Kaluga Scientific and Production Electric Metallurgical Plant (Russia), Sergey Shalyaev, CEO
- **Pricing strategy in marketing policy of metallurgical plant.**
Sibirsko-Amurskiy Metall, Ltd of Amurmetall Managing Company (Russia), Tatyana Andropova, Head of Marketing Department
- **Scrap market: consumer against manufacturer.**
Keramet (Ukraine), Vladimir Bubley, CEO
- **Tax administration of scrap procurement companies in Russia.**
Irina Proskurina, Deputy Head of Law Support and Consulting, Expert-Taxes-Audit-Consulting

14:00–15:00 Lunch

15.20-17:30 Session 3. Overview of global and regional scrap markets. Transportation

Markets monitoring by regions: Russia (by Federal districts), Ukraine, Kazakhstan, South East Asia, China, India, EU, Turkey, Middle East, Africa, USA.

Sea and railway shipments.

- **Steel prices in the European Market. Trends analysis and forecast in short/middle and long term.**
Cell-Data International SRL (Italy), Fabio Di Folco, Managing Director
- **Ferrous scrap — A bird's-eye view from EU and International Perspective.**
Gemini Corporation (Belgium), Ved Prakash Lata, Head of Steel
- **Middle East scrap market.**
Al Ghurair Iron & Steel (Dubai, UAE), Abu Bucker Husain, CEO
- **Trends in global ship recycling.**
International Ship Recycling Association (Netherlands), Arjen Uytendaal, Director
- **What is the price of Far East scrap?**
Irmita-Consult (Russia), Yuriy Kirillov, Head of Expert and Analytical Department
- **Turkish scrap market.**
Istanbul Mineral and Metals Exporters' Association (IMMIB) (Turkey), Ugur Dalbeler, Member of Board
- **Sea shipments of scrap.**
R.S. Platou ASA (Norway), Grunde Fjeldheim, Freight Department

18:30–19:00 Transfer from Radisson SAS Slavyanskaya hotel entrance to Imperia Lounge. (Admission to the club with invitation cards only.) Imperia Lounge address: 5/1, building 7, Mantuliskaya str., Moscow.

20:00–22:00 Evening reception

(Open bar from 20:00 to 22:00. After 22:00 drinks to be paid by the guests themselves.)

22:20 Transfer from Imperia Lounge to Radisson SAS Slavyanskaya

February 18

10:00–12:00 Session 4. Ferrous, non-ferrous, alloyed, and stainless scrap markets

- New markets
- Indexing the steel long product value chain
- Platts assessments adding transparency to relationship between ferrous scrap, billet and rebar
- Correlation between iron ore, coking coal and ferrous scrap
- First results of the State program on old cars recycling
- Alloyed and stainless scraps perspectives for 2011
- Foundation of the self-regulating organization of scrap procurement companies

Speakers

- Rusmet (Russia), Victor Tarnavskiy, Senior Analyst
- Platts, Francis Browne, Director Market Reporting, Metals Group
- Heinz H Pariser Alloy Metals & Steel Market Research (Germany), Dr Gerhard C. Pariser, Managing Director
- Prom Met (Russia), Nikolay Khodos, General Manager
- BIR (Bureau Recycling International), Ildar Neverov, Representative in Eastern Europe Countries
- Vtormet, Industrial company (Moscow, Russia), Yuriy Vorontsov, Deputy Director
- Recyclable Resources Association (Russia), Alexey Shevtsov, Executive Director

12:00–12:30 Coffee break

12:30–14:00 Session 5. Scrap procurement and recycling business efficiency. Risk management for manufacturers and traders

- UralMetCom, Alexey Chizhikov (Russia), Deputy Director
- The Shredder Co. (USA), Scott Newell, CEO & Chairman
- Akros (France), Fabien Terra, Deputy Head of Moscow Rep. Office
- Metso Lindemann (Germany), Sergey Babushkin, Head of Metso Lindemann, CIS
- AWARD Attachments (Russia), Andrey Martemyanov, CEO

14:00–15:00 Lunch

15:00–18:00 2 parallel sessions

Session 5, continued.

Scrap procurement and recycling business efficiency. Risk management for manufacturers and traders

- TCB Capital (Russia), Maxim Nikolaev, Vice-President
- Salem Ehitus Rusland (Russia), Andrey Kuznetsov, CEO
- Podyemnye Mashiny Holding (Russia), Nikolay Sidorenkov, CEO
- CCS Service (Russia), Vadim Verkhorubov, Deputy Director

16:00–18:00 Discussion. Two topics:

1. Do we need independent scrap procurement companies in Russia?
2. Methods for fraud revelation in scrap procurement sector — panel with Alexander Doronin (Independent expert) and Igor Vittel (RBC-TV Host)

- **Do we need independent scrap procurement companies in Russia?**

Ferrous and Non-Ferrous metals scrap and wastes procurement and processing Union, Vitaliy Nekrasov, Executive Director

- **Improvement of regulatory framework in non-ferrous recyclable metallurgy.**

Interregional Center for Non-Ferrous Recyclable Metals, Valeriy Fedorov, President

Discussion and expert estimations by Alexander Doronin and Igor Vittel

- Analytical technologies for fraud schemes monitoring
- Debt problems and legal solutions
- Use of special methods for fraud revelation
- Experience of scrap procurement business in other countries
- Whether expectations meet the reality in case of checking scrap weight at the procurement site?
- Is there economical ground for non-payments for delivered scrap by metallurgical plants. Efficiency of scrap procurement chains of metallurgical plants.
- Trade agents and atypical fraud schemes
- Theft at railway and at scrap reloading sites (ports)
- Scrap acceptance quality and corporate corruption: How quality scrap turns to rubbish
- Non-payments by metallurgical plants is still vital in Russia event in the situation of scrap shortage
- Thefts at scrap procurement sites. Methods of control over in other countries
- In Russia and other countries quality scrap can be accepted as rubbish or the grade can be decreased during the ship acceptance by the buyer. Losses as the result.
- Corporate raid in scrap procurement sector

15:00–19:00 Parallel session. Training for companies top managers.

Foreign trade management at modern metallurgical plant and scrap procurement company.

(The session will be held in Russian language only.)

For whom?

For businesses owners and top-managers, not lower than a commercial director level. The training is based on MBA course of the Russian Foreign Trade Academy. The training will consist of detailed analysis of business cases.

The listeners will receive detailed information about foreign trade in metallurgy and scrap procurement sector as well as foreign trade organization in their companies.

Program

- Classification principles and kinds of foreign trade operations
- Raw materials trade
- Finished products trade
- Methods of foreign trade
- Stock, auction, and international bids
- Commercial contracts
- Up-to-date foreign trade contract
- Specifics of price formula use in the situation of high volatility of raw materials markets
- Contracting deals in international trade
- System of foreign trade management at a modern Russian metallurgical plant
- Customs regulations

Author of the training and the lector is Alexey Alipchenko.

Currently Alexey Alipchenko is the Head of Representation Office in CIS, Central Asia, and Baltic countries of Trimet AG (Switzerland). From August 2004 to October 2007 he was the Head of Sales service at the Recyclable Metals and Alloys Plant in Moscow.

Main profile — trader in international metals market. Specialization — secondary aluminium.

Alexey Alipchenko has the competence of metals trade at the LME i.e. takes part in stock supplies of metals from CIS.

He has been working in international trade for more than 20 years including work abroad. Alexey Alipchenko has great experience of negotiations including the negotiations on plants construction in other countries.

ТЕХНОЛОГИЧЕСКИЕ РЕШЕНИЯ И ОБОРУДОВАНИЕ ДЛЯ ПЕРЕРАБОТКИ МЕТАЛЛОЛОМА И НЕМЕТАЛЛИЧЕСКИХ ОТХОДОВ



Современные технологии Lindemann по переработке металлического лома

Шредерные установки Lindemann серии ZZ позволяют экономично перерабатывать большие объемы лома легких металлов, смешанного лома средней тяжести, включая пакетированное сырье. Благодаря наличию гидравлических устройств, можно регулировать размер и плотность переработанного лома. Все установки разрабатываются с учетом национальных нормативов по пылеобразованию шумности и вибрации.



С помощью брикетировочных прессов Lindemann серии MUB может перерабатываться стружка черных и цветных металлов, чугунная крошка, а также смесь стружки и шлифовальной пыли. Технология Lindemann двухстороннего прессования позволяет формировать брикеты очень высокой плотности.



Пресс-ножницы Lindemann серии EC, LIS и LUC предназначены для резки самого широкого спектра металлолома, а также обладают функциями пакетирования, трамбовки и дробления чугунных изделий. Ножницы, в зависимости от выбранной модели, обладают производительностью от 6 до 97 тонн в час, снабжены высоконадежной конструкцией, интеллектуальными системами управления и контроля, изготовлены из износостойких материалов. Оборудование Lindemann серии LIS изготавливается также в полумобильном варианте, и могут быть оснащены дизельным двигателем, обеспечивающим полную автономность работы при отсутствии источника электроэнергии.



Под торговой маркой Lindemann (Германия), существующей на мировом рынке более 100 лет, предлагаются высокотехнологичные машины и оборудование для переработки вторичных черных и цветных металлов.

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The revolutionary shredder

The **Bano PREMACH** shredder is the most advanced solution for the metal scrap processing system. It represents a revolution in the way of working. It is going to change the market and the whole metal scrap sector.

Bano PREMACH shredder is used with incredible results in the processing of aluminum scrap and light ferrous scrap. It is the only single-shaft shredder that can convert the scrap in a secondary raw material in just one step.

The unique configuration is the result of engineering and continuous researches. In a constant pursuit of improving solu-

tions, we are always innovating our range of products.

Nowadays the market requires high quality materials for respecting the new environmental policy and for energy saving.

In addition there is a shortage of raw materials against an exponential rise of waste. It is imperative to recover secondary raw materials from waste by means of shredding and separation.

The **Bano PREMACH** shredder gives you the chance to obtain a high quality end-product with immediate benefits.



solutions for recycling

Participants

Company	Country	Representation
AEM Technology	Russia	Purchase Manager
Akademie der fuerenden Technologien	Germany	Project Manager for Russia, Ukraine, Kazakhstan
Akron Plus Group	Russia	CEO
Akron Plus Group	Russia	Deputy Director
Akron Plus Group	Russia	Deputy Director, Sales & Foreign Trade
Akros Henschel Russie	France	Deputy Head of Moscow Branch
Akros Henschel Russie	France	Head of Commerce
Akros Henschel Russie	France	Assistant to Head of Commerce
Akros Henschel Russie	France	Head of Service
Al Ghurair Iron & Steel	UAE	CEO
Alliance TransAsia	Russia	CEO
Alliance TransAsia	Russia	Deputy General Manager
Alpha	Russia	Production Director
Alpha	Russia	Head of Purchase Dept.
Alpha Metall	Russia	Deputy Director
Altayvavonsnab	Russia	Director
Altayvavonsnab	Russia	Deputy Director
Anamet	Greece	International Trade Manager
ANS Greifer	Russia	Commercial Director
Aria International	Germany	CEO
Asiaglobe Trade Consortium	Singapore	Director
Asian Star	Afghanistan	Director
AmurChermet	Russia	CEO
Avantek	Russia	Chairman
Avantek	Russia	Commercial Director
Award Attachments Russia	Russia	Director
Azimut	Russia	Director
Balt Met	Russia	Owner
Balt Met	Russia	CEO
BaltVtorResurs	Russia	CEO
BaltVtorResurs	Russia	Chief Production Officer
Bano Recycling	Italy	Sales & Marketing Manager
BIR	Russia	Representative in Russia & CIS
Blue Ocean Shipping	Korea	CEO
BMZ (Belarussian Steel Works)	Belarus	Commercial Director
BMZ, Saint Petersburg	Russia	Director
Canestrini Brothers	Italy	Owner
Carbofer Volga	Russia	CEO
Carbofer Ural	Russia	CEO
Carbomet	Turkey	Director
CCS Services	Russia	Deputy Director
Cell-Data International	Italy	Managing Director
Cell-Data International	Italy	Marketing Director
Chermet	Russia	President
Chermet-Volgograd	Russia	Deputy Director for Commerce
Chermet-Service	Russia	General Manager
Chermet-Service	Russia	Head of Marketing Division
Chermet-Service	Russia	Senior Procurement Manager
Chusovoi Steel Mill	Russia	Head of Scrap Shop

Company	Country	Representation
Chusovoi Steel Mill	Russia	Head of Material Support
Colmar	Italy	
Colmar Vostok	Russia	Sales Director
Copex	France	CEO
Credinform	Russia	Head of Analytics
CRU Analysis	UK	Principal Consultant
CRU Analysis	Russia	Interpreter
Danieli & C. Officine Meccaniche	Russia	Chief Specialist
Danieli & C. Officine Meccaniche	Russia	Marketing Manager
Danieli & C. Officine Meccaniche	Russia	Marketing Manager
Danieli Lynxs	UK	Area Manager
DonLom	Russia	Commercial Director
Dnepropetrovsk Vtormet	Ukraine	Director, Production Development
Dneprospetsstal	Ukraine	Commercial Director
DSS Global Trading	Ukraine	Analyst
Ecopress Group	Estonia	Area Manager
Eurochem	Russia	Administrative Director
Eurochem	Russia	Senior Manager, Property Relations
Euromec	Italy	Sales Manager
Euromec	Italy	Sales Manager
Euromec	Italy	Interpreter
Euromin	Russia	Representative in Russia
Euromodule	Russia	Deputy Director
Europe Aluminium	Lithuania	Director
Eurosteel	Italy	Commercial Agent
Eurosteel	Italy	Sales Manager
Evrast Holding	Russia	Chief Analyst
Gemini Corporation	Belgium	Head of Steel
Gescrap Kaluga	Russia	Plant Manager
Global Metal	Bulgaria	Director
Gostaresh Foolad Tabriz	Iran	Managing Director
Hamriyah Steel	UAE	CEO
Heinz H Pariser Alloy Metals & Steel Market Research	Germany	Market Research Director
Hydroservice	Russia	CEO
IICTS	Spain	Director
IMT Trading	Turkey	Managing Director
Independent Transportation Company	Russia	Deputy Director
Independent Transportation Company	Russia	Deputy Head of NLMK-Sort Relations
InteraUnit	Russia	CEO
International Ship Recycling Association	Netherlands	Director
Intersteel	Russia	Commercial Director
Intersteel	Russia	Financial Director
Intra Global Impex	Mauritius	Director
Irmita Consult	Russia	Head of Expertise and Analytics
Iron Castle	Switzerland	Director
Iron Castle	Switzerland	Export Manager
Irsteel	Iran	Director
Istanbul Mineral and Metals Exporters' Association (IMMIB)	Turkey	Member of Board
Jaernbruksfoernoedenheter	Sweden	Purchase Manager
Kazchermet	Kazakhstan	Vice President
Kazchermet	Kazakhstan	CEO
Kazvtorchermet	Kazakhstan	CEO

Company	Country	Representation
Kazvtorchermet	Kazakhstan	Head of Analytics
Keramet	Ukraine	CEO
Kirovchermet	Russia	Deputy Director, Licensing
Kirovchermet	Russia	Manager
KNPEMZ (Kaluga Steel Mill)	Russia	CEO
Konvest	Russia	CEO
Konvest	Russia	Deputy Director
Kostromskoi zavod avtokomponentov	Russia	Director of Logistics and Infrastructure
Krantechna	Lithuania	Director
Krantechna	Lithuania	Advisor to Director
Kronos	Russia	Deputy Director
Liebherr-Rusland	Russia	Head of Reloading Machines Sales
Liebherr-Rusland	Russia	Sales Manager
Liebherr-Rusland	Russia	Manager
Liepajas Metalurgs	Latvia	Deputy Head of Procurement
Liepajas Metalurgs	Latvia	Team Lead, Scrap Purchase
Lifting Machines Holding	Russia	CEO
LN Metals International	UK	Executive
Lomprom	Russia	CEO
M&T	Russia	Trader
Marmara Metal	Turkey	Owner
Maxi	Russia	Project Manager
Mechel, Teade House, Chelyabinsk	Russia	Director of Recycled Metals Department
Mechel, Teade House, Chelyabinsk	Russia	Head of Steel Scrap Procurement
Melytec	Russia	Project Coordinator
Meta Holding	Russia	Deputy Director
Meta Holding	Russia	Commercial Director
Meta, Moscow	Russia	CEO
Meta, Moscow	Russia	Deputy Director, Production
Meta, Moscow	Russia	Deputy Director, Collecting
Meta, Moscow	Russia	Deputy Director, Commerce
Metall Courier	Ukraine	Analyst, Ferrous Scrap Market
Metall Courier	Ukraine	Analyst
Metallica	Russia	
Metalloinvest	Russia	Head of Strategic Analysis
Metall Plus	Russia	CEO
Metall Prom	Russia	Director
MetallStil	Russia	General Manager
MetallStil	Russia	Managing Director
MetallStil	Russia	Technical Director
Metalltorg	Russia	CEO
Metalltorg	Russia	Deputy Director
Metallurgical Bulletin (journal)	Russia	
Metalsider 2	Italy	Commercial Director
Metinvest Holding	Ukraine	Head of Economic Security
Metmash	Russia	Commercial Director
Metmash	Russia	Business Development Director
Metresurs-S	Russia	Director
Metsnab, Yekaterinburg	Russia	CEO
Metso Lindemann	Germany	Vice President
Metso Lindemann	Russia	Head of CIS Branch
MeWa Recycling Maschinen und Anlagenbau	Germany	Business Development
Mezhregionvortsvetmet	Russia	President

Company	Country	Representation
Ministry of Industry and Science, Sverdlovsk region	Russia	Senior Expert, Licensing and Expo Activities
Ministry of Industry and Trade, RF	Russia	Deputy Director of Base Industries Department
Minskvtormet	Belarus	Head of Scrap Metals Collecting
Minskvtormet	Belarus	Deputy Head of Scrap Metals Recycling
Moldovan Steel Works	Moldova	Advisor to General Manager
Moldovan Steel Works	Moldova	Director, Analysis and Operations
Moldovan Steel Works	Moldova	Head of Quality
Motovilikha Plants	Russia	Deputy Procurement Director
MVS	Russia	Director for Commerce, Turnover and Processing of Ferrous Scrap
New Edge	UAE	Director, Metals
Nihon Ispat	India	Managing Director
NLMK-Sort	Russia	CEO
Nord Metal	Russia	CEO
Noreks	Russia	CEO
Novaya Perevozochная Company	Russia	Chief Operations Officer
NSMMZ (Nizhniye Sergi Steel & Metalware Mill)	Russia	Head of Raw Materials
Nucor Trading	Switzerland	Trader
Oblmetprom	Russia	CEO
OMK	Russia	Head of Division
OMK Ecometal	Russia	CEO
OMK Ecometal	Russia	Commercial Director
Ortas	Kazakhstan	CEO
Ortas	Kazakhstan	Director
Oskol Electrometallurgical Plant	Russia	Head of Scrap and Energy Resources Procurement
Our Metals	UK	Managing Director
Ozkan Demir Celik	Turkey	Member of Board
Ozkan Demir Celik	Turkey	Manager, Raw Materials Purchase
Ozkan Demir Celik	Turkey	
Pabot	USA	Global Industrial Marketing
Palfinger Kran Rus	Russia	Business Development Director
Penza Regional Association of Recycled Metals Processors	Russia	President
Petrostal	Russia	Purchase Director
Petrostal	Russia	Team Lead at Scrap Purchase Department
PhosAgro	Russia	CEO
PhosAgro	Russia	Head of Recycled Resources Operations
Platts		Director Market Reporting, Platts Metals Group
Port of Sillamae	Estonia	Commercial Manager
PPZM Segromet	Poland	Advisor
Primorsky Metallo Export	Russia	Managing Director
Profit Co.	Russia	Director
Profit Udmurtia	Russia	Deputy Director
Prometey	Ukraine	CEO
Prom Met	Russia	CEO
Prommet	Russia	CEO
Promtechnoset	Russia	Owner
Promtechnoset	Russia	Owner
Promtechnoset	Russia	Owner
Promtrade	Russia	Director

Company	Country	Representation
Promtrade	Russia	Deputy Director
Promtrade	Russia	
PT. Ispat Indo	Indonesia	Director of Raw Materials
R. S. Platou ASA	Russia	Head of Cargo Freight
Recycled Metals (journal)	Russia	Commercial Director
Recycling International	Netherlands	Deputy Editor
Red October (steel works)	Russia	Head of Incoming Quality Control
Reiffeisen Leasing	Russia	Team Lead
Renaissance Capital	Russia	VP, metallurgic sector analysis
RosMet, Saint Petersburg	Russia	Director
Ruschermet	Russia	CEO
Rusmet	Russia	CEO
Rusmet	Russia	Senior Analyst
Russian Scrap	Russia	
Salem Ehitus	Russia	CEO
Salem Ehitus	Russia	Product Manager
Samlo & Sons	Mauritius	Chairman
Scholz Recycling	Germany	Purchasing Agent
Scholz Recycling	Germany	Purchasing Agent
Sever	Russia	Commercial Director
Sever	Russia	Trader Team Lead
Sever	Russia	
Severo-Zapad Vtormet	Russia	General Manager
Severo-Zapad Vtormet	Russia	Managing Director
Severstal	Russia	Head of Strategic Marketing
Severstal	Russia	Manager, Corporate Strategy
SGMK	Russia	Managing Director
SGMK	Russia	Commercial Director
SGMK	Russia	Head of Commercial Dept.
SGMK	Russia	Head of Marketing
SGS Vostok	Russia	Head of Metals Department
Shri Gopal & Sons	India	Senior Manager
Shrott	Russia	Owner
Sibirsko-Amurski Metall	Russia	Head of Marketing
Sibmetcom	Russia	CEO
Sibvtormet	Russia	President
Sibvtormet	Russia	Commercial Director
Siegfried Jacob Metallwerke	Germany	Manager
Soyuz	Russia	Director
Soyuzlom	Russia	Managing Director
Spectr	Russia	Director
Spectr	Russia	Deputy Director
Starglobe	Switzerland	Chief of raw materials
StavStal	Russia	CFO
StavStal	Russia	Head of Procurement
Steel Business Briefing	UK	Editor GMO
Steel Business Briefing	UK	Head of Sales, CIS market
Steel Products Market (magazine)	Russia	Editor-in-Chief
Steel & Wood Trading	Russia	CEO
Swiss Singapore Overseas Enterprises	Russia	Country Manager, Russia
TCB Capital	Russia	Vice President
Terex Deutschland, BS Fuchs-Terex	Germany	Business Manager
The David J. Joseph Company	USA	

Company	Country	Representation
The Shredder Co.	USA	CEO/Chairman
TMK Trade House	Russia	Head of Scrap Procurement
Tomsk Electronic Company	Russia	Project Manager, Representative in Moscow
Torlina	Lithuania	Owner
Torlina	Lithuania	Manager
TradeAktivResurs	Russia	CEO
Transmet	Turkey	General Manager
Trimet, Moscow	Russia	Representative in CIS & Baltic
Truck Engineering	Russia	Sales Team Lead
TSR Recycling	Germany	Trader Non-Ferrous Metals
TSR Recycling	Germany	Manager of Non-Ferrous Metals and Scrap Alloys
TUDAM Donusebilen Ambalaj Malzemeleri Toplayici ve Ayiricilari Dernegi	Turkey	General Secretary
Tung Tai Group	USA	Sales Manager
UBT-Ecology	Russia	Manager
UGMK-Holding	Russia	Head of Analytics
UGMK-Steel	Russia	Head of Branch Control
UGMK-Vtortsvetmet	Russia	Head of Business Development
Ukrmet	Ukraine	Commercial Director
Ukrmet	Ukraine	
Ukrmet	Ukraine	
Ukrslavresurs	Ukraine	Owner
Ukrslavresurs	Ukraine	Owner
Ukrslavresurs	Ukraine	Director
UMG	Russia	Deputy Director
Ural Metal Recycling Co.	Russia	Commercial Director
UralMetCom	Russia	Deputy Commercial Director
UralMetCom, Oskol	Russia	Commercial Director
Uzmetkombinat	Uzbekistan	Deputy Head of Tolling
Uzmetkombinat	Uzbekistan	Purchase Manager of Tolling dept.
VC Baltic	Lithuania	Owner
VC Baltic	Lithuania	
Volgogradvtormet	Russia	Commercial Director
Volgometallosbyt	Russia	Commercial Director
Volgometallosbyt	Russia	Head of Scrap Department
Vologdavtormet	Russia	CEO
Voronezh Steel Works	Russia	Owner
Voronezh Steel Works	Russia	CEO
Vostoktranzitscrap	Russia	Director
Vtorchermet, Nakhodka	Russia	Commercial Director
Vtorchermet, Nakhodka	Russia	Deputy Commercial Director
Vtorchermet, Nakhodka	Russia	Head of Sales
Vtorchermet NLMK, Yekaterinburg	Russia	CEO
Vtormet	Russia	Deputy Managing Director
Vtormet	Russia	Deputy Head of Ferrous Metals Dept.
Vtormet	Russia	Head of Ferrous Metals Dept.
Vtormet	Russia	
Vtormet-Noyabrsk	Russia	Head of Scrap Sales
Vtormet-Service	Russia	Commercial Director
Vtormet, Tver	Russia	Director
Ward Howell International	Russia	Consultant
Wox Impex	India	Managing Partner

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55 лет
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Индустриальный портал Metaprom.ru – межотраслевой промышленный интернет-портал, занимает лидирующие позиции на информационном промышленном рынке России и стран СНГ.

Основные показатели

- Дата основания портала – 2004 год
- Среднемесячная аудитория портала – 210 000 пользователей
- Посещаемость в рабочие дни – 12 000 - 13 000 пользователей
- Тематический индекс цитируемости (ТИЦ) – 2400
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210 000 уникальных посетителей в месяц – это много или мало? Практически для любого сайта много, а для индустриального портала Metaprom.ru – мало. Ведь промышленников в стране гораздо больше, чем 210 000. Эти специалисты удалены друг от друга тысячами километров, несколькими часовыми поясами и стенами офисов. Каждый день предлагает им решить очередную сотню задач и ... они знают, что в трудную минуту получают ответ на непростой вопрос на страницах Metaprom.ru.



Индустриальный портал за 6 лет успел добиться многого. Занять прочные лидирующие позиции в сегменте отраслевых промышленных порталов, сформировать ядро постоянных посетителей (более 13 000 в сутки или 210 000 в месяц), 30% которых приходит на страницы сайта из закладок.



При этом администрация портала не останавливается на достигнутом, ведь промышленников в стране гораздо больше. Мы стремимся сделать сайт полезным и интересным для всех. Некоторое время назад была переработана структура — теперь буквально за один клик можно с главной страницы попасть в любой интересующий раздел. Регулярно обновляются каталоги, появляются новые сервисы.

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