# SPRING COPPER COLLEGE 2024









WESTIN KIERLAND RESORT & SPA SCOTTSDALE, ARIZONA



# SPRING COPPER COLLEGE 2024

MARCH 12 – 15, 2024 WESTIN KIERLAND RESORT & SPA SCOTTSDALE, ARIZONA

AMERICAN COPPER COUNCIL PO Box 10242, Prescott, AZ 86304 ~ 518.871.1062 WWW.AMERICANCOPPER.ORG

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# SPRING COPPER COLLEGE 2024 PRESENTERS

### Economic Outlook



Erik Norland
Executive Director
and Senior
Economist
CME Group

Erik Norland is responsible for generating economic analysis on global financial markets by identifying emerging trends, evaluating economic factors and forecasting their impact on CME Group and the company's business strategy, and upon those who trade in its various markets. He is also one of CME Group's spokespeople on global economic, financial, and geopolitical conditions. Prior to joining CME Group, Norland gained more than 15 years of experience in the financial services industry working for investment banks and hedge funds both in the United States and in France. He most recently served in sales and research at BEAM LLC, and previously as Director of Research at EQA Partners, both global macro hedge funds. He also worked for IXIS Corporate & Investment Bank in Paris (now called Natixis), covering central banks and supranationals for the fixed income sales business, and also worked as a market economist and strategist. He began his career at Bankers Trust, Global Investment Management in New York, working with the tactical asset allocation group. Norland holds a bachelor's degree in economics and political science from St. Mary's College of Maryland and an M.A. in statistics from Columbia University. He is also a CFA Charterholder.

### Transportation Security Panel Discussion - Moderator



**Kyle Brady**President
Midwest Cargo
Security Council

Kyle Brady graduated from the University of Wisconsin-Madison with Bachelor of Arts in Political Science and began his career with Travelers Investigative Services (TIS) in 2007. He has been an investigator with Travelers Special Investigations Group (SIG) for thirteen (13) years. Kyle currently serves as President of the Midwest Cargo Security Council and is member of TAPA, CargoNet, HDA Pharmaceutical Cargo Security Coalition, Cook County Regional Organized Crime Task Force, Southwest Transportation Security Council and Georgia Cargo Theft Intelligence Group. Kyle works closely with Inland Marine underwriting to provide theft prevention services to Travelers insured's and has presented and provided training to both private sector and law enforcement nationwide in the fields of Cargo Theft, Inland and Ocean Marine Investigations, Cyber Investigation, Social Media and Open Source Investigations. Was the recipient of both the National Insurance Crime Bureau Award of Excellence and Travelers In Sync Award.

### Transportation Security Panel Discussion - Panelist



Howell Barbee Vice President, Southwire Corporate Security Southwire

Howell Barbee joined Southwire in 2019 and currently serves as the leader for Southwire's Corporate Security Department. His mission is to leverage 28 years of experience to improve the department's service offerings around loss prevention, risk management, executive protection, and journey management. Throughout Howell's career, he's ensured regulatory compliance with multiple Department of Homeland Security Programs such as the Chemical Facility Anti-Terrorism Standards, the Maritime Transportation Security Act, and the Customs Trade Partnership Against Terrorism. Prior to joining Southwire, Howell Barbee spent nearly two decades protecting the interests of other privately held companies at the regional and national levels such as Koch Industries, Tishman-Speyer, and Day & Zimmerman - as well as utility providers Bell South and Georgia Power. Howell is a native of Nashville, Tennessee and father to both middle-schoolers and college graduates. His passions include traveling, music, and youth athletics.

### Transportation Security Panel Discussion - Panelist



Ben Ferber Vice President Business Development PLS Logistics

With over a decade of expertise in the logistics industry, Ben Ferber has emerged as a driving force for exceptional client results at PLS Logistics Services. His journey began with PLS in 2013 as an Account Executive in the Greater Philadelphia Area, specializing in metals transportation. Progressing through various roles, Ben now holds the esteemed position of Vice President of Business Development.

Ben's impact on PLS goes beyond titles, as he plays a pivotal role in the company's growth. Demonstrating an outstanding ability to proactively cultivate and manage a diverse client portfolio, Ben has been a driving force behind his team's ability to move over 38,000 loads in 2023. His unwavering commitment to excellence, coupled with a decade of industry knowledge, consistently propels the success of clients within the logistics landscape.

## Transportation Security Panel Discussion - Panelist



Jerry Hack General Manager (North America) Henry Bath & Son Ltd

Jerry joined the Henry Bath Group in 2019 after 32 years in the metals warehousing and transportation sectors. For most of his career, he served as President and COO at Dearborn Steel Center and played a significant role in the transformation of just-in-time supply-chains for metals over three decades in multiple industries including automotive. For the last ten years, Jerry led an expansion into handling base metals, with sheds for LME, CME and private store, and in-house end-to-end logistics support. Henry Bath customers will benefit from his history of working on behalf of both producers and consumers to craft innovative and sustainable multi-modal logistics solutions. Jerry has served in council and scholarship roles with the Fabricators and Manufacturers Association since 2001.

# Transportation Security Panel Discussion - Panelist



Joel Squadrito
Corporate Security
Director
Steel Dynamics Inc.

Joel Squadrito is the Corporate Security Director for Steel Dynamics, Inc. based in Fort Wayne, Indiana. He and his team oversee the internal and external theft/fraud investigations, special investigations, and workplace violence issues for all of SDI's facilities and subsidiaries in the US and Mexico. Prior to joining SDI in a full-time roll, he spent 27 years in Law Enforcement, retiring from the Fort Wayne, Indiana Police Dept. During his law enforcement career, he supervised multiple specialty investigative units. In 2003, Joel created training programs for OmniSource employees to prevent metal scrap thefts and to prevent the purchase of stolen metal. This training still takes place today with every employee that works in the retail scrap yards and marketing. This training became very popular with law enforcement and as a result an entire certified training program was designed and implemented for conducting scrap metal theft investigations for law enforcement in the US. The state of Indiana made this a mandated training for all law enforcement. During the surge of metal thefts, Joel testified as a subject matter expert during legislation updates in multiple cities and states to curb the thefts. He was on the original team that created the ISRI- Scrap Theft Alert tool and was instrumental in promoting the use of LeadsOnline for law enforcement. Joel sits on the Midwest Cargo Security Council Board of Directors and the Greater Fort Wayne Crime Stoppers Board of Directors. He is a former member of the CargoNet Advisory Committee. Joel's objective is to network and communicate with law makers, law enforcement, private sector partners and SDI leadership and employees. This team approach has proven, successful in reducing the risk of loss and the successful prosecution of those that are involved in theft.

### Electric Vehicles and Charging Infrastructure



Mark Seddon
Principal (Analytics
and Consulting,
Metals)
Argus Consulting
Services

Mark Seddon is Principal (Analytics and Consulting, Metals), Argus Consulting Services, based in London. He is responsible for Argus' battery materials, rare earths, tungsten and copper analytics services, and for developing the company's wider metals consulting services. With over 30 years of experience in the commodities industry as a trader, researcher, consultant and company executive, Mark has a wealth of experience in the metals sector.

Mark initially spent three years as a sugar trader with Louis Dreyfus, a leading global soft commodities company. The next 20 years were spent at Roskill Information Services, a leader in international metals and minerals research. In January 2001, Mark was appointed a director at Roskill and in December 2010 became the Managing Director of the company. Prior to joining Argus, Mark ran his own metals consulting company, Tungsten Market Research. Mark has a BA (Hons) degree in European Business Administration, as well as a Diplôme d'Études Supérieures Européennes de Management.

### Copper Market Outlook



**Ibrahim Yucel** *Principle Consultant*CRU

Ibrahim joined CRU in 2017, and currently leads CRU's consulting practice for nonferrous metals in the United States. Throughout his career, Ibrahim has been focused on work spanning multiple metals & mining sectors across North America and Europe, but with a particular focus on secondary production and the economics of end-of-life scrap collection and processing. His team specializes in demand modelling and flows for end-of-life scrap, tracking regional and interstate flows of aluminum, copper, and steel within the United States, and understanding the impacts of decarbonization/electrification trends on regional emissions competitiveness and long-term demand for copper, aluminum and steel.

# Introduction to Copper Fundamentals



Juan Sanchez
Director Customer
Technical Marketing
Freeport-McMoRan

Juan Sanchez is the Director of Customer Technical Marketing at Freeport McMoRan based in El Paso, TX. He graduated from the University of Texas at El Paso with a bachelor's and a master's degree in Metallurgical and Materials Engineering. As Director he oversees the QA, Metallurgy and Chemistry labs for the Rod and Refinery facilities as well as providing technical support to rod customers. He is also an active member of the University of Texas at El Paso's Metallurgical Engineering Academic Advisory Council and serves on the ASTM B05 Committee on Copper standards for cathode and rod.

### How Copper is Mined and Processed



**David Illington**Principal Market
Analyst
Rio Tinto

David has spent the past nine years with Rio Tinto in a variety of analysis roles supporting the company's copper business. Most recently he moved to Chicago as a Principal Market Analyst to support copper commercial teams in North America.

Prior to joining Rio Tinto, David worked at CRU as a Nickel & Stainless Steel market analyst. He holds a Masters in Metals and Energy Finance from Imperial College in London and an undergraduate degree in Chemistry. He is currently serving as Chair of the International Copper Association's Market Intelligence and Outreach Committee.

### Scrap Recycling



David Schilberg
Executive Vice
President
Prime Materials
Recovery

David graduated from Northeastern University in 2003 with a Bachelor of Science degree in Accounting. He moved to Charlotte, NC, to work for Ingersoll-Rand in their After-Market Finance Department after graduation. In 2006, David returned to Connecticut to join Prime Materials Recovery, currently serving as Executive Vice President. He is also the current Chairman of the American Copper Council.

He is the proud father of a 10 year old daughter and 8 year old son.

# Production of Copper Rod



Carlos Sanchez

VP & GM

Nexans Canada Inc.

Carlos Sanchez is currently General Manager and Vice President of Metallurgy division in Nexans North America since 2015. Carlos began his career with Canada Wire and Cable as process engineer in 1989, then held several roles in the organization in quality, engineering and technical services. In 1999, he moved to France as plant manager of Nexans Societe de Coulée continue de Cuivre company. In 2003, he returned to Canada as General Manager of the Montreal Rod Mill operation. From 2005 to 2008, he was responsible for both the magnet wire and metallurgy business divisions. From 2010 to 2015, he was Vice President of Human resources for Nexans Americas.

Carlos graduated from McGill University in 1982 with a Bachelor in Metallurgical and from Ecole Polytechnique with Master in Applied Science in 1988. He also serves on the board of the Nexans Canada Inc and previously board member of AIEM, ACC and WCMA. In 2016, he received the Charles D. Scott's award from Wire & Cable Manufacturers' Alliance (WCMA) .

# Copper Mining Challenges and Innovations



Justin Cross
Vice President of
Operational
Improvement
Freeport McMoRan

Justin currently works with Freeport McMoRan as the Vice President of Operational Improvement. He assumed this role in April 2022 following 6 years as the General Manager of the Bagdad operation. He began his career as a shift supervisor at the Sierrita rhenium plant in 2006 and has assumed several operations roles at Climax, Sierrita, Morenci and Bagdad. Justin has BS and MS degrees from the Colorado School of Mines.

While not working, Justin and his wife Shawna love to explore the outdoors with their 3 daughters Audrey, Payton and Rileigh. Personal hobbies include mountain biking, woodworking and fabrication.

### Wire Production



**Derick Hutchins**Vice President of
Procurement
Encore Wire

Derick Hutchins joined Encore Wire as the Vice President of Procurement in July, 2021. Prior to Encore, Derick worked in public accounting, predominantly for EY, for 24 years, with 9 of those as an Audit Partner. He attended the University of Oklahoma, obtaining Bachelors and Masters degrees in Accounting in 1998. He is also a CPA. He has four children ages 21 -14. Derick and Stacy, his wife of 25 years, live in Lucas, Texas.

# The Copper Ecosystem and a Novel Development in Recycling



Joshua Werner, PhD., P.E. Assistant Professor University of Kentucky Mining Engineering – Institute of Sustainable Manufacturing

A professional engineer with 19 years of deep expertise, Dr. Joshua Werner has worked across the spectrum of metallurgical engineering as both an academic and industrial engineer. He served as a process engineer for seven years at Honeywell Electronic Materials before embarking on an academic career in extractive metallurgy at the University of Kentucky. Dr. Werner is currently the CEO of Recyera a deep tech startup which is passionate about the development and design of advanced green technologies for the recovery of copper and other critical and valuable elements.

Dr. Werner's experience spans the entire spectrum of technology advancement, from theoretical frameworks to laboratory-scale experimentation and the design and commissioning of pilot plants. His current endeavors at Recyera involve spearheading initiatives to transition innovative technologies from development stages to full-fledged commercialization, marking a pivotal phase in developing sustainable industrial practices.

# Commodity Exchange



**Albert Ng** Senior Director CME Group

Albert Ng oversees metals options globally for CME Group. Prior to joining CME group in early 2017, Albert was a market maker in gold options. Over the course of his career, Albert has traded options as a market maker in both open-outcry and electronic venues. Prior to trading metals, Albert started his career in 2006 in the sugar and cotton option rings on the New York Board of Trade. Albert lives in New York with his wife Michelle and their 3 children.

# Hedging Price Risk Management



Dustin Baker
Director, Education
and Research
Commodity &
Ingredient Hedging

Dustin Baker serves as Director, Education and Research at Commodity & Ingredient Hedging (CIH). Prior to joining CIH, he spent five years in Washington, D.C., working for agricultural trade associations representing the dairy and pork industries. He holds a Bachelor of Science in Agribusiness Management from Michigan State University and a Masters of Science in Applied Economics and Management from Cornell University.

### Brass Mill Operations



Bob Keener
Director of Sales
and Business
Development
Revere Copper
Products, Inc.

Bob received his undergraduate degree and MBA from Ohio University. He has 12 years of experience within the red metals and has held various roles within supply chain and sales while working for an ingot maker, OEM and now Revere. During that time, he has had the opportunity to visit numerous scrap yards, foundries, OEM operations and mills. Bob currently lives in North Carolina and when he is not at the office, he is typically trying to find a golf course.

# WELCOME NEW ACC MEMBERS

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### **Gold Star Metals**

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# **Impact Transportation**

Ron Cancilla

### **Metal Conversions**

Andy Cohen Rob Wise

# Ningbo KBE Electrical Technology Co., Ltd

Kevin Lin Guangyao Lin Xiaoqiao Xu

### Rabobank North America

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# COMPANIES IN ATTENDANCE

**ATTENDEE COMPANY ADM Investor Services** Steve Lyons Mark Woehnker AmRod Corp **AmRod Corp** Craig Woehnker Argus Media Ltd. Mark Seddon Argus Media, Inc. **Desiree Gaston** ARZYZ METALS Rosalinda Tenorio ARZYZ SERVICIOS Antonieta Cantu Garcia ARZYZ SERVICIOS Daniel Garza Montero **ARZYZ SERVICIOS** Brandon Kernan ARZYZ SERVICIOS Victor Manuel Ramirez Lopez **Aurubis Buffalo** Bill Phillips **Bison Metal Technologies Brandy Tyner Bison Metals Technologies** Dale Smith Cabmat, Inc. Dave Friedrich Cabmat, Inc. Amanda LeRoy Cal-Chem Metals, Inc. Richard Nickerson Cal-Chem Metals, Inc. Jacob Nickerson Carlisle Interconnect Technologies Jimmy Provenza Carolina Metals Group Joe Cerda Carolina Metals Group Chase Panitz Carolina Metals Group Mike Sordi Cerrowire **Daniel South CME Group** Joann Arena **CME** Group Joe Grider Albert Ng **CME** Group Erik Norland **CME Group** Commodity & Ingredient Hedging (CIH) Mike Heinold Commodity & Ingredient Hedging, LLC (CIH) **Dustin Baker** Logan Davis Commodity & Ingredient Hedging, LLC (CIH) Commodity & Ingredient Hedging, LLC (CIH) Josh Pankratz Condumex, Inc Alex Sanchez **COPPERWORKS** Mike Baxter **COPPERWORKS Kurt Breischaft COPPERWORKS** Myra Rinker **COPPERWORKS** Devon Rush **COPPERWORKS** Kandy White Craig Wire Products, LLC **Jason Craig** Craig Wire Products, LLC Jack E. Craig Craig Wire Products, LLC Alex Gonzalez

Ibrahim Yucel

Radhika Ojha

**CRU** 

**Davis Index** 

**COMPANY** ATTENDEE

DeReeltech Michael Jaap

Direct Wire & Cable, Inc Manish Jhunjhunwala
Direct Wire & Cable, Inc. Jacob Right

Emil A. Schroth, Inc.

EMR (USA Holdings) Inc.

Elliott Asher

Encore Wire Corporation

Freeport McMoRan

Yvonne Silva

Freeport McMoRan Yvonne Silva Freeport-McMoRan Patrick Dooley Freeport-McMoRan David Elliott Freeport-McMoRan Randy Nickle

Freeport-McMoRan Randy Nickle
Freeport-McMoRan Juan Sanchez
Freeport-McMoRan Kyle Simpson

Freeport-McMoRan Sales Co
Gateway Recovery
Gerald Group
Gerald Group
Gerald Group
Glencore Ltd.
Devin Hanrahan

Gold Star Metals

Gold Star Metals

Henry Bath, LLC

Henry Bath, LLC

Don Nichols

Impact TransportationRon CancillaImperial GroupAllison CoonsImperial GroupMarc SpellmanIngot Metal Co LtdAaron Rosenthal

Interco Trading Company
Interco Trading Company
Interco Trading Company
International Wire Group
Istim Metals
IXM Trading LLC
Simin Chui

IXM Trading LLCSimin ChuiIXM Trading LLCLeo ValadaresKalas Manufacturing Inc.Mark Ell

Kataman Metals LLC David Kramer

Michelle Hilligoss

Kataman Metals, LLC Michelle Hilligoss KBI Group Kyu Jong Choi

KBI Group TJ Lim
Lake Cable LLC Julio Perez
Lake Cable LLC Lorenzo Rios
Lake Cable LLC Cooper Runzel
Macquarie Henry Coaker

Macquarie Rook Sahu

**COMPANY** 

Macquarie

Macquarie Bank Ltd

Manitoba Corp.

Marex Capital Markets, Inc. Marex Capital Markets, Inc.

Marmon Electrical

Marmon Plumbing & Refrigeration

Metal Conversions Metal Conversions

Metallic Recovery Group, Inc. Metallic Recovery Group, Inc. Metallic Recovery Group, Inc. Metallurgical Products Company

Metro International Trade Services LLC

Midwest Cargo Security Council Mitsubishi International Corp

Mitsubishi International Corporation Mitsubishi International Corporation

Nexans Canada Inc. Nexans Canada Inc.

Ningbo KBE Electrical Technology Co., Ltd Ningbo KBE Electrical Technology Co., Ltd Ningbo KBE Electrical Technology Co., Ltd

Old Bridge Chemicals Old Bridge Minerals

OmniSource OmniSource PADNOS PGS

**PLS Logistics** 

Prime Materials Recovery Prime Materials Recovery Rabobank North America Rabobank North America

Rea

Rea Magnet Wire Company, Inc.
Recovered Asset Management
Recovered Asset Management
Recovered Asset Management
Recovered Asset Management, Inc.

Regen Recycling Revere Copper

Revere Copper Products, Inc.

Rio Tinto

**ATTENDEE** 

Nick Sarro-Waite Edward Schonfeld

Adam Shine Will Copp Keith Gwozdz

Jeff Kot Rob Leda

Andy Cohen Rob Wise

Adam Schwab Daniel Schwab Emily Schwab Frank Mancuso Doris Brayo

Kyle Brady
Jose M Aleman
Michael Franko
Naoya Saito
Frederic Fafard
Juan Carlos Sanchez

Kevin Lin Guangyao Lin Xiaoqiao Xu Bruce Bzura Adam Bzura Chad Frederick Julie Meyers Derek Dyke Mario Casciano

Ben Ferber
David Schilberg
Bernard Schilberg
Paul Moisselin
Daniel Salvador
Eric Foster

Kirk Allen
Jake Hickey
Jack Leahy
Joe Leahy
Ted Lowery
Lorne Kalisky
Bob Keener

Gretchen Daniels-Donnenwirth

David Illingworth

**COMPANY** 

Rio Tinto/Kennecott Copper Rio Tinto/Kennecott Copper

SA Recycling Sark-Wire Corp. Sark-Wire Corp.

Service Wire Company, Inc.

ShawFlex ShawFlex ShawFlex

Southwire Company
Southwire Company
Southwire Company
Southwire Company
Southwire Company LLC

Spectrum Alloys LLC Steel Dynamics, Inc.

StoneX StoneX

Sumitomo Corporation of Americas Sumitomo Metal Mining America, Inc.

Sumitomo Metal Mining America, Inc. Sumitomo Metal Mining America, Inc.

Superior Essex

THE METALS AGENCY

Trafigura PTE Ltd Trafigura Trading LLC

Trafigura Trading LLC

Trafigura Trading LLC Trafigura Trading LLC

Triple M Metal

Tucson Port Authority United Scrap Metal

United Scrap Metal

University of Kentucky

Utah Commodity Storage, Inc.

Utah Metal Works, Inc. Venture Metals +

Wieland Group

Wieland Metal Recycling

Windy City Wire Windy City Wire

Zhejiang Hailiang Co., LTD.

**ATTENDEE** 

Russell Standridge Matthew Wonnacott

Isidro Lopez Serdar Akin

Akif Uskuplu Shane Berry

Andre Araujo Patrick Arbour

Emma Sexton

Howell Barbee Chris Caldwell Jeff Turner

Colby Wilson

Michael E. Gallagher

Ben Zager
Joel Squadrito
Chris Lorenz
John Peiser
Tyler Thessin

Erika Ii

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Sherteen Hernandez

Zac Scott

Chris Valentine Tim Wilson Bryan Slagle Lizzy Dombroski

Joe Smith

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Jerremy Wahl