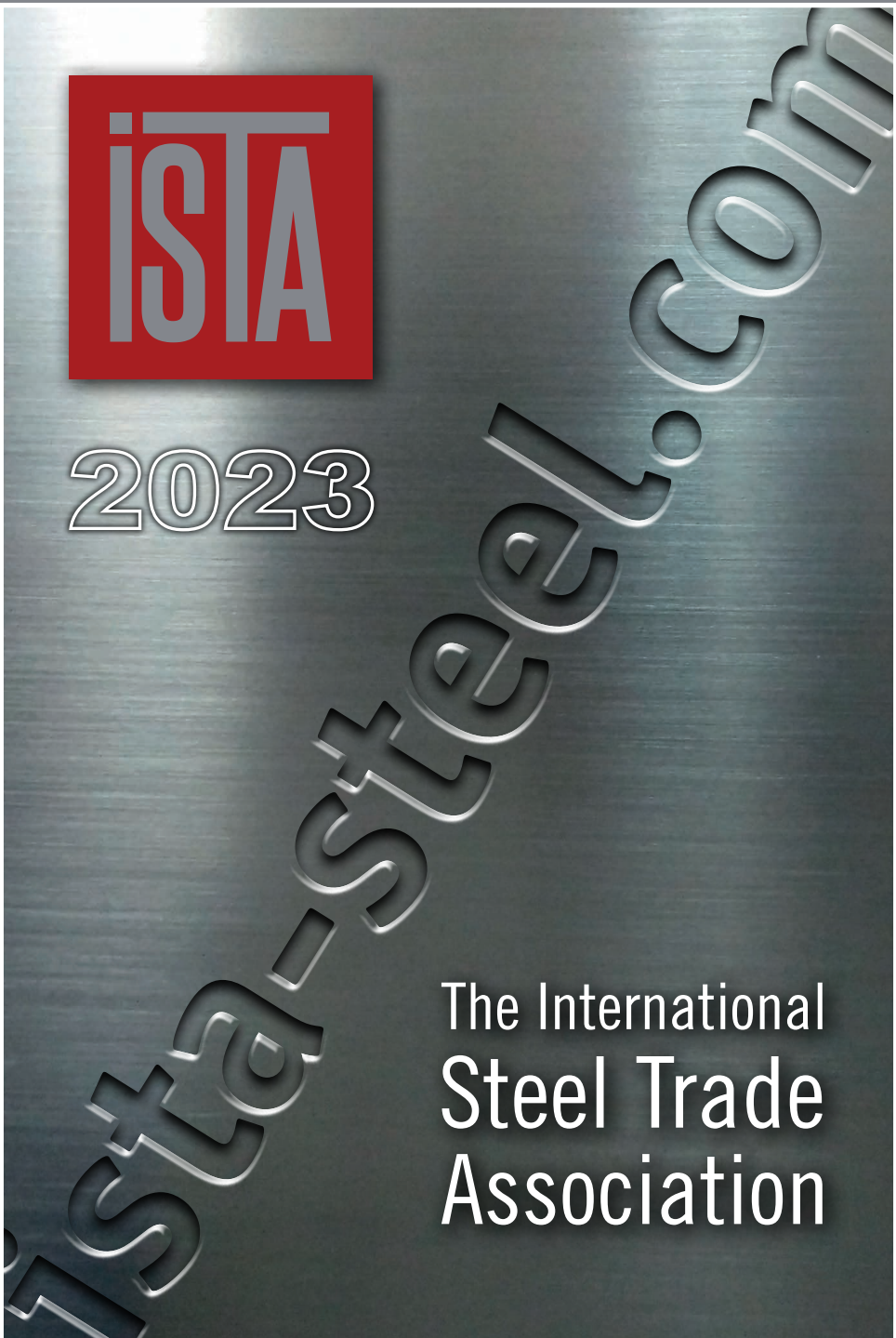




2023

The International  
Steel Trade  
Association



# The International Steel Trade Association

Announcing the launch of  
the new ISTA website.

Cutting edge information  
about our activities and  
events is now available at

[ista-steel.com](http://ista-steel.com)

**2024 READY!**

# ISTA Handbook 2023

Chairman - Tony Feek

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international steel trade association



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## WHAT IS ISTA, THE INTERNATIONAL STEEL TRADE ASSOCIATION?

ISTA was formed in London in 1969 by some 20 UK-based steel trading companies. Whilst being competitors, those companies realised that they had certain commercial challenges in common, which could be better faced as a body, rather than as individuals.

This was in no way a cartel, quite the reverse, as traders jealously guarded their customer and supply sources then, as much as they do now.

Today, ISTA has a membership in the region of 90 companies from UK and Europe.

### WHO ARE ISTA'S MEMBERS?

ISTA membership has grown and broadened over the years, and today includes companies in the derivatives sector as well as shipping companies, marine and credit insurers, law firms and financial institutions. In fact, just about every area in the transactional life of any trading deal.

### WHAT ARE THE CHALLENGES FACING ISTA MEMBERS?

In 2023 the British economy still operates under the shadow of Covid and the consequences of Brexit. In addition, trade has to take account of sanctions arising from the Russian invasion of Ukraine. These were revised in September 2023 to curtail the import of certain steel products derived from Russian steel. The impact of the Middle East conflict remains to be seen. Matters relating to an anticipated Carbon Border Adjustment Mechanism (CBAM) are being followed by ISTA. The EU introduced a transitional period reporting requirement operative from 1st October 2023.

There are also the ongoing trade challenges relating to such areas as contractual disputes, increased international protectionism and government policies, both at home and abroad.

One of ISTA's early achievements was the preparation of harmonised Contract Conditions of Sale, incorporating terms relating specifically to the steel trade, taking account of traders' past experiences. Many companies use that basic format today.

Today, members have to come to terms with European Commission and UK anti-dumping measures and safeguard measures incorporating 25% tariffs when import quotas are exceeded.

### WHAT DOES ISTA DO?

Over the years, ISTA has developed a dialogue with the British government's trade department and with the European Commission. ISTA has also engaged in discussions with the UK Trade Remedies Authority, established on 1st June 2021.

In recent years the Association has participated in the work of organisations which determine steel specifications, notably CARES and the British Standards Institution.

ISTA continues to hold training workshops on trade practices and procedures. Our annual President's Award, gives recognition to capable, generally young, traders and those providing trade support services.

### ISTA'S SOCIAL ACTIVITY

ISTA's Annual Lunch, the pre-eminent such event in Europe, is held at the Brewery, Chiswell Street, London. The 2022 event attracted 550 members and guests and a raffle for the British Heart Foundation collected £6,623. This year's lunch is being held on 1st December 2023.

Our social activities have also included a membership reception and a Next Gen reception both held in Birmingham in co-operation with NASS; and a Reception at the Ironmongers' Hall, London. A joint-event with the North Eastern Association of Steel Stockholders was held in Leeds in November.

### CORE FUNCTION – FREE TRADE

ISTA's core function is still to advocate the principle of free trade, which is central to our members' businesses, and to that of the steel consumer and producer. With their knowledge of steel and expertise in trading and logistics, members complement mills by providing users with a choice of supply ensuring that their specific requirements are met in a timely manner and at a competitive price.



## HONORARY OFFICERS AND EXECUTIVE COMMITTEE 2023

Elected at the AGM on 16th February 2023, with subsequent changes

<b>PRESIDENT:</b>	Godfrey Watt	
<b>CHAIRMAN:</b>	Tony Feek	DNT Company Ltd
<b>DEPUTY CHAIRMAN:</b>	Neil Fitzpatrick	Parkstone Hills Ltd
<b>TREASURER:</b>	Alan Fowle	Fowle & Co Ltd
<b>EXECUTIVE COMMITTEE:</b>	Nathan Barlow	Nucor
	Clive Davies	W E Dowds (Shipping) Ltd
	Jason Davies	Kocaer Steel UK Ltd
	Simone Draper	Conares
	Steve Dickens	Servosteel (resigned September 2023)
	Dan Handley (from Sept. 2023)	Trasteel International S.A
	Dan Handley (until Sept. 2023)	Marcegaglia
	Nick Haycock (from Sept. 2023)	Marcegaglia
	Jeff Kabel	Jeffrey M. Kabel
	Nick Lally	Steel Traders (Midlands) Ltd
	Brian Paterson	Duferco UK Ltd
	Yaso Ratnaike	Brisko Metal Resources
	Ralf Reintjes	Primex Steel Trading GmbH
	Alternate: Maruan El Daghma	
	Tara Smith	Clyde & Co
	Julian Thompson	Salzgitter Mannesmann UK Ltd
	Julian Verden	Stemcor
<b>HON. ISTA MEMBER:</b>	Tony Singer	
<b>ACCOUNTANTS:</b>	Oculus Accountancy	
<b>DIRECTOR:</b>	Hugh Bailey	



*ISTA Executive Committee meeting at Ironmongers' Hall.*

## Chairman's Review

Dear Members,

As 2023 draws to a close in what has been another challenging year for the steel industry it is an opportunity for me to reflect on my first 12 months as your Chairman.

ISTA continues to flourish and grow as an organisation. We have around 100 companies represented in the association from Steel Traders, producers, through to shipping agents, ports insurances companies and many more industries all feeding into the steel supply chain.

Throughout 2023 ISTA's Executive Committee has worked hard to support its members, meeting regularly and promoting its fundamental principles of free Trade in the Steel Industry. Despite the challenges navigating the ever-changing quota restrictions we have lobbied the Government and the TRA to highlight the unjust manipulation of imports by national producers. It remains unclear if and when the changes will be made but following meetings with the International Trade Minister, Nigel Huddleston, and MP Marco Longhi, we believe our voice is now being heard.

During the year ISTA has put on a series of successful functions including two joint ISTA NASS events in Birmingham and an ISTA NEASS event in Leeds, all culminating in our Annual Lunch at the Brewery on 1st December 2023.

ISTA has also put on successful training days for its members on trade procedures. A more detailed list of the activities and events carried out during the year is set out in this Annual Report handbook.

We have also worked hard to improve our social media presence by launching our LinkedIn Page and bringing our website up to date.

None of this would have been possible without the hard work put in by our Director Hugh Bailey to whom I am very grateful

Looking forward, I think 2024 will finally see improved demand and increased pricing following a tough twelve months.

Finally, I would like to wish all our members a very Happy Christmas and look forward to seeing you in 2024.



Tony Feek, ISTA Chairman

## ISSUES OF CONCERN TO MEMBERS

### CBAM: Carbon Border Adjustment Mechanism

Concern at reports of a possible Carbon Tax on steel imports was an issue discussed by ISTA representatives – the President, Julian Verden, the Director – at a meeting with Fergus Harradence (from the newly-named Department for Business & Trade, DBT) on 28th February. ISTA thought that it would be difficult to implement in a fair way; and wondered whether the ends (reducing carbon emissions) might be achieved without a tax as customers would demand a good carbon position and would only buy from mills able to provide such material. Subsequently, the Government announced a consultation 'on domestic measures to mitigate carbon leakage risk' and ISTA submitted a paper. The text of the paper is reproduced on page 7 of this Annual Report. Receipt of this paper was acknowledged on 22nd June. ISTA was represented at a Government Teams meeting on the matter held on 26th June. There have been no further developments. The EU introduced a transitional period reporting requirement from 1st October 2023.

### Russian Sanctions

In last year's Annual Report reference was made to action taken by the EU and UK following Russia's invasion of Ukraine.

On 21st April the Russia (Sanctions) (EU Exit) (Amendment) Regulations 2023 [Statutory Instrument 2023 No. 440] amended the Russian Sanctions Regulations. In particular, the import of certain iron and steel products processed in a third country was prohibited with effect from 30 September 2023.

A member commented that the timeline was too short. The September date might not allow sufficient time for Russian semi-finished product (slab and HRC) to have exited the supply chain for products destined for the UK and guidance on Customs Clearance procedures was required in good time.

Government advice to ISTA (2 August) was that traders should carry out their own due diligence and seek independent legal advice if unsure. Advice was provided in GOV.UK 'Guidance on third country processed iron and steel measures, updated 8 September'. ISTA submitted one or two questions to DBT Trade on matters not covered by GOV.UK. Their response is awaited.

The EU provided clear guidance for EU importers in a fact sheet dated 2nd October 2023: from page 9 onwards: [https://finance.ec.europa.eu/system/files/2023-10/faqs-sanctions-russia-listed-goods\\_en.pdf](https://finance.ec.europa.eu/system/files/2023-10/faqs-sanctions-russia-listed-goods_en.pdf).

The position as at 30th September 2023 was that "the UK and EU implemented additional controls on iron and steel products under the Russian Sanctions legislation. The Regulations apply to all imports, though the focus is on establishing if the iron/steel used in manufacturing products within Chapters 72 and 73 of the tariff originated or was processed in Russia. This means UK and EU importers will need to hold evidence from their overseas suppliers on production information of items such as steel screws" Strong & Herd, Import & Export Services, report 3rd October.

### **CE MARK/UKCA MARK**

Following Brexit, the British Government proposed replacing CE marking with a UKCA mark by 31st December 2024. On 1st August 2023 the Government announced 'it intends to extend recognition of the CE marking for placing most goods on the market in Great Britain', indefinitely, beyond December 2024. In clarification, DBT advised ISTA that firms can continue to use the CE Mark, as well as the UKCA Mark, 'for products covered by 18 regulations for which the DBT was responsible, so automotive, other consumer goods, machinery, etc' and there was now effectively no timetable for the adoption of the UKCA Mark in relation to these products.

However, the announcement did not apply to construction products for which the Department for Levelling Up, Housing and Communities was responsible. For these, firms have to adopt the UKCA Mark by 30th June 2025 after which the CE Mark will not be recognised.

### **TRA Review: TQ0030 – Developing Countries Exceptions from Safeguard Measures**

Under the WTO's Safeguard Agreement, imports from developing countries are excepted from the safeguard measures if goods imported are 3% or less of total imports of that product and if, collectively, these low volume exporters account for no more than 9% of total imports of that product. On 28 February the Trade Remedies Authority initiated a Tariff Rate Quota review to assess whether the exceptions for imports from developing countries should be amended on the basis of updated import data.

On 13 February 2023 ISTA registered interest in this case and subsequently submitted a paper. ISTA (the President and Simone Draper) discussed ISTA's views at a meeting with the TRA in their Reading office on 20th April.

On 17th April 2023 the TRA issued a Statement of Intended Final Determination (SIFD). The Authority found the 3% import share threshold for the developing country exception was exceeded in 37 instances in 2022, covering imports from ten countries across 16 categories of steel. The countries were Bahrain, Brazil, Egypt, India, Malaysia, People's Republic of China, Tunisia, Turkey, UAE and Vietnam.

The TRA's Final Recommendation was submitted to the Secretary of State for Business & Trade on 12th May 2023. It was not changed from the SIFD. The Secretary of State accepted the TRA's recommendation on 30th June with effect from 1st July. The updated tariff-rate quotas apply from 1 July 2023 to 30 June 2024.

### **TRA Review: SE0041 – Review of Extension of Safeguard Measures beyond 30 June 2024**

On 4th September 2023, the TRA initiated a steel safeguard extension review on 15 categories of steel products to determine whether the current safeguard measures should be extended beyond their 30 June 2024 expiry date. Interested parties had 14 days to register their interest. ISTA registered.

The Association expressed a particular interest in Safeguard Measure category one: non-alloy and other alloy hot rolled sheets and strips, 'other countries' quota.



# Department for Business & Trade

**The Rt Hon Kemi Badenoch MP**  
**Secretary of State for Business & Trade**  
**President of the Board of Trade**  
**Minister for Women & Equalities**  
Department for Business and Trade  
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Email: [hughbailey@steeltrade.co.uk](mailto:hughbailey@steeltrade.co.uk)

16 June 2023

Dear Tony,

Thank you for your letter of 28 April in which you raised concerns about issues impacting the steel trade. I appreciate the engagement my Department receives from important organisations like yours, and the British businesses you represent and please accept my sincerest apologies for the delay in my response.

It is important that we balance supporting our domestic industry and enabling free access to the global steel market. Regarding our steel safeguard in particular, the Trade Remedies Authority (TRA) will review the measure before the end of June 2024, and you will be able to send evidence to the TRA to consider as part of their assessment.

Under the existing regime, less than 1% of steel products being imported into the UK have paid a tariff. Where there have been challenges, we have also liberalised our tariffs, notably for the UK Steel Safeguard, where we have removed several categories and significantly liberalised category 12, recognising the inherent challenges. Furthermore, we have safeguarded tariff-free movements of all types of steel into Northern Ireland – dealing with the problems that emerged with categories 7 and 17 in the summer of 2022 and providing certainty and stability for the sector.

Concerning a Carbon Border Adjustment Mechanism, on 30 March the government published an exploratory consultation considering a range of potential policy measures (including a CBAM) to mitigate carbon leakage risk in the future and ensure UK industry has the optimal policy environment to decarbonise.

Thank you once again for writing, my department and the wider Government will continue engaging with all parts of the steel sector to ensure we provide a fair playing field for all. On this note, Nigel Huddleston, my International Trade minister would be pleased to meet with you to discuss these issues further and his Private Office will be in contact in due course.

Best wishes,

**THE RT HON KEMI BADENOCH MP**  
Secretary of State for Business & Trade and President of the Board of Trade  
Minister for Women & Equalities



## **ISTA Representations regarding Safeguard Measure category one: non-alloy and other alloy hot rolled sheets and strips, 'other countries' quota**

Under category 1, specific quantities of HRC can be imported from the EU, Turkey, Taiwan and 'other countries'. ISTA considered that the quota allocation for 'other countries', was insufficient. A UK national producer was utilising the available quota so that, unless they were prepared to pay 25% duty, there was insufficient availability for historic importers. Category 1 included certain steel not produced in the UK such as 2000mm wide material, over 16mm tick coil and HRC under 1.5mm thickness. Shipments were en route for arrival at the start of the new quota quarter, 1st October 2023.

Following up a letter dated 27th July 2023 from ISTA, a meeting was held with Mr. Nigel Huddleston MP, Minister for International Trade, on 5th September. ISTA was represented by the Chairman, Brian Paterson (Duferco UK), Steve Hill (Sebden Steel Service Centres Ltd), Julian Verden (Stemcor) and the Director.

ISTA considered that one way of resolving the matter would be to introduce a separate category for the mill concerned.

ISTA referred to revisions to the 'trade remedies framework' being implemented through schedule 19 of the Finance (No. 2) Act 2023 and wondered whether these would, on an exceptional basis, enable the Secretary of State for Business & Trade to take speedy decisions on changes to the Safeguard Measures.

The Minister stressed the all-important role of the Trade Remedies Authority on such matters and urged ISTA to participate in the recently announced TRA Review on the extension of the safeguard measures. (As suggested by the Minister in a letter dated 21st August, ISTA had written to the TRA on 25th August calling for a review/increased quota for the category in question).

In addition, ISTA discussed its concerns with Marco Longhi MP (Dudley North) on 13th September. He offered to assist through an approach to the TRA and in Parliament. ISTA was represented by the Chairman, President, Nick Haycock (Margegaglia) and the Director. One point made by ISTA was that Marcegaglia was engaged in a £32m West Midlands investment programme creating 70 new jobs. The company relied on imported raw material partly supplied by traders and independent service centres: no UK mill produced certain steel of the required specifications.

ISTA was also in touch with the Rt. Hon. Sir Jeffrey Donaldson MP (Lagan Valley) on this matter. The Financial Times published an article on 29th September referring to the views of 'industry body the International Steel Trade Association.'

### **Another Shortcoming of Category 1**

ISTA endorsed a member's request for a review of category 1. The ISTA member considered that, in so far as it included Wide Flats, the Category 1 product definition was wrong. Wide Flats were produced through a totally different process from HRC. For quota purposes, the supplying country, Switzerland, came under 'other countries', for which the quota was fully utilised for reasons given in the previous section of this Annual Report.

## **ASSOCIATION ROUND-UP**

### **New ISTA Website**

ISTA is preparing a Linked-In presence and a re-launch of its website to coincide with the Annual Lunch on 1st December 2023.

The Executive Committee is grateful for input received from the Chairman and Deputy Chairman. The new website is being designed in co-operation with Francesca Douka Ltd.



### **Executive Committee Meetings**

Meetings were held in February, May, and September 2023 at the Ironmongers' Hall. They were held in compliance with Competition Law requirements set out in ISTA's Antitrust compliance statements. Typically, about a dozen members attend these meetings.

### **ISTA Membership**

ISTA has a membership of some 85 companies, of whom 50 are members and 35 are associate members. ISTA Dusseldorf was disbanded during the year as interest had declined since Brexit.

ISTA's annual subscription is £650 + VAT.

## **ISTA Rules**

At a Special General Meeting held on 13th September 2023, Rule 9 A was amended by increasing the number of Executive Committee members from up to 12 to up to 15. A new Rule 9 A(1) was introduced formally permitting the appointment of alternates to members of the Executive Committee.

Rule 17 was amended by changing ISTA's financial year-end date from 30th September to 31st December.

## **EU Transparency Register**

ISTA updated its entry in this register as an entity carrying out activities 'to influence the EU policy and decision-making process'.

## **Information Commissioner's Office (ICO)**

As a data controller under the GDPR/Data Protection Act 2018, ISTA paid an annual data protection fee to the ICO.

## **ISTA EVENTS & ACTIVITIES**

### **Circulation of ISSB steel import statistics**

Under an arrangement between ISTA and ISSB certain steel import statistics issued monthly between January and June 2023 were available to members. Nine members signed up to receive this information from ISSB direct. The future of the arrangement is under review.

### **Annual Lunch**

ISTA's 2022 lunch was held on Friday, 2nd December, at The Brewery, Chiswell Street, London EC1.

Our entertainer was Hugh Dennis. It attracted an attendance of 550.

The Executive Committee is grateful for support from the following sponsors: Aon, Brisko Metal Resources, Clyde & Co., Fowle & Co., Heuvelman Stahl, Kocaer Steel UK, SteelBuy, Peel Ports, Stemcor and W.E. Dowds (Shipping) Ltd.

The Lunch raffle was held in aid of the British Heart Foundation for which £5,632 was collected.

### **Other Social Activities**

ISTA's Midlands Reception was held on 23rd March 2023. This year it was held in co-operation with NASS, which arranged a number of afternoon presentations at the Hilton Gardens Hotel. Afterwards, ISTA's evening reception was held at the Pitcher & Piano, Brindley Place, Birmingham.

The Executive Committee is grateful for sponsorship support received from Duferco UK, Fowle & Co., Servosteel, Stemcor and W.E. Dowds (Shipping) Ltd.

On Wednesday, 13th September, an evening reception was held at the Ironmongers' Hall.

On 26th October, ISTA's second NextGen reception – jointly organised with NASS – was held at the Jam House, Birmingham. It was sponsored by Trasteel and W.E. Dowds (Shipping) Ltd.

On 2nd November ISTA and NEASS (North Eastern Association of Steel Stockholders) held a joint-event, including presentations and a reception, at the Leeds Marriott Hotel. Sponsors included ISTA members PD Ports, All Steels Trading Ltd., Sebden Steel Service Centres; and Trasteel.

### **President's Award**

The 2022 Winner of the Trader Award was Harry Busbridge (Duferco UK Ltd).

### **Steel Derivatives Trader Award (sponsored by the London Metal Exchange)**

The first such award is being held in 2023. The Winner will be announced at the Annual Lunch.

### **Merit Award**

The 2022 Merit Award was won by Jayne Millard (Ronly Ltd).

### **Training**

ISTA courses on trade practices & procedures in 2023 were held on 20/21 April and 7/8 December 2023. They were presented by Jon Walden MBE and were held at the City premises of Clyde & Co.

## **CITHA – the Confederation of International Trading Houses Associations**

The Director represented ISTA at the annual CITHA meeting, which was held in Tallinn, Estonia.

## **The Ironmongers’ Company Dinner**

The Chairman and Director attended the Ironmonger’s Company City Dinner held on 6th February 2023.

## **Appreciation**

In conclusion, I would like to thank fellow Officers, Executive Committee members and the Director for their support during the past year.

## **Tony Feek**

Chairman

**CBAM: Carbon Border Adjustment Mechanism:** ISTA Submission to Government Consultation on ‘Domestic Measures to Mitigate Carbon Leakage Risk, June 2023’.

### **ADDRESSING CARBON LEAKAGE RISK TO SUPPORT DECARBONISATION**

This note is submitted on behalf of the THE INTERNATIONAL STEEL TRADE ASSOCIATION. We primarily represent international steel traders, the majority of whom are importers into the UK.

We have studied the paper dated March 2023 on the above matter issued by the Department for Energy Security and Net Zero and HM Treasury and appreciate the desirability of reducing UK carbon emissions by at least 68% by 2030 and to net zero by 2050.

Notice of your paper was received at the same time as we were giving initial consideration to submitting our own note in respect of concerns arising from a possible carbon border adjustment tax/mechanism.

Having reviewed your paper, we feel that, we can make a more useful contribution by highlighting a number of ‘observations’ of interest to the international steel trade.

We hope these are of help and will be taken into account. Representatives of ISTA would be happy to discuss our observations with Katie Doubleday International Group, HM Treasury, and Josh Watts International Net Zero, Department for Energy Security and Net Zero or other representatives of your departments.

### **ISTA OBSERVATIONS**

1. We look forward to learning how any policy relating to imports of steel will be policed/monitored.
2. Any emission measurements must operate on the basis of individual producers and not by country of origin. These measurements should take into account such elements as whether Producer A uses renewable energy in their production processes compared to Producer B.
3. Any policy must allow for a fair adjustment for products imported from producers who have lower carbon emissions than domestic UK producers. We note that the ‘addressing carbon leakage risk’ paper says that if the effective price in the country of origin is greater or equal to the effective UK price then no CBAM liability will arise, but if it were greater, this would be a price disadvantage to the importer.
4. There are already many overseas mills spending millions of Euros on upgrading their production facilities in order to reduce carbon emissions – more than domestic UK producers – but this is an ongoing process, so any policy would need to be flexible enough to allow for subsequent changes in emissions after the start-up date.
5. There has to be a published list showing carbon prices of the various domestic producers so that importers can evaluate their costs at the time of order negotiation.
6. With reference to pages 59/60 of the Consultation paper (International context and trade implications) and the paragraph commencing ‘There are two other important international questions ...’, we would comment: First: there has to be common agreement on methodology otherwise any policy is open to the charge of protectionism; second: we would stress that any policy outcome must comply with WTO rules in terms of fairness to developing nations.

### Ralph Reintjes Retirement Photo

Ralf Reintjes (Primex Steel Trading GmbH) attended his last Executive Committee meeting at the Ironmongers' Hall, in September 2023. This meeting was followed by ISTA's London Reception.

For many years, Ralf travelled to London from Düsseldorf to attend these meetings. His wide knowledge of the European market has been much appreciated.

Members wish him well on his retirement and are delighted to welcome Maruan El Daghma as Ralf's successor.



*Ralf Reintjes (right) with Godfrey Watt, ISTA President, and Hugh Bailey, Director.*



## ISTA CIRCULARS 2023

ISTA issues circulars to members throughout the year

1/23	<b>January</b>	19th	ISTA AGM Notice: 16 February 2023
2/23		19th	Forthcoming ISTA activities
3/23		19th	Trade Remedies Authority Review of quotas on steel exports from developing countries TQ0030
4/23	<b>February</b>	9th	TQ0040 ISTA's submission to TRA
5/23		9th	Joint ISTA/NASS events, Birmingham, on 23rd March: NASS presentations followed by ISTA Reception
6/23	<b>March</b>	10th	Minutes of AGM and Executive Committee meetings, 16 February 2023
7/23		10th	Next ISTA Training course – import processes & procedures, 20 & 21 April
8/23	<b>May</b>	9th	Provision of ISSB Steel import statistics
9/23		22nd	President's Awards 2023 – applications invited
10/23		22nd	Merit Award – applications invited
11/23	<b>June</b>	1st	ISSB Steel statistics
12/23		23rd	Minutes of Executive Committee meeting held on 25 May 2023.
13/23	<b>July</b>	6th	Steel Derivatives Trader Award (sponsored by the LME) - applications invited
14/23		19th	ISTA Cocktail Reception at the Ironmongers' Hall on 13 September – booking details
15/23		19th	Notice of Special General Meeting to amend certain ISTA Rules
16/23	<b>August</b>	3rd	Letter to Mr Nigel Huddleston MP, International Trade Minister re. Safeguard Measures and certain imports from India
17/23		21st	ISTA – NASS Joint 'Next Gen' Reception, Birmingham on 26 October 2023
18/23		24th	Joint ISTA – NEASS event, including evening Reception, Leeds, 2 November 2023
19/23	<b>September</b>	12th	ISTA Annual Lunch, 1 December 2023, The Brewery, London – bookings accepted

**ISTA meeting with Nigel Huddleston MP, Minister for International Trade, held in his office on 5th September 2023.**



*From left to right: Julian Verden (Stemcor); Tony Feek, ISTA Chairman (DNT Co. Ltd); the Minister; Steve Hill (Sebden Steel Service Centres Ltd); Hugh Bailey (Director, ISTA); Brian Paterson (Duferco UK Ltd).*





## ISTA LUNCH 2022

**ISTA Annual Lunch, The Brewery, London EC1, 2nd December 2022**

1. Entertainment was provided by Hugh Dennis.
2. The President, Godfrey Watt, congratulates the Winner of the President's Award (Trader), Harry Busbridge (Duferco UK).
3. Presentation of the Merit Award to Jayne Millard (Ronly Ltd).



Chairman's 2022 charity raffle prize winner's hamper has been recycled!



4. Brian Paterson, Chairman at the time, addresses the Lunch.
5. Left to right: Julian Verden, Sanjay Doshi (Kubach & Sambrook Metals) and Tony Feek, then Deputy Chairman.
6. Left to right: Jon Walden (Jon presents ISTA training courses in international trade), Hugh Bailey, Director, and Col. Charlie Knaggs OBE, Clerk of The Ironmongers' Company.

## ISTA NEASS EVENT 2023

On 2nd November 2023, for the first time, ISTA and the North Eastern Association of Steel Stockholders held a series of presentations followed by a reception in Leeds.



The ISTA/NEASS presentations were jointly chaired by Godfrey Watt (President, ISTA) and Howard Todd (Chairman, NEASS). They discussed 'State of Trade'; there was a presentation on port activity level by Roy Merryweather (P.D. Ports) and a market analysis by MEPS. This was followed by a well-received reception.



From right to left: Godfrey Watt (President, ISTA), Tom McDougall (All Steels) and Andy Gough (Kromat Trading Ltd).

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**Mark Powell**

Executive Director - Credit Solutions  
mark.s.powell@aon.co.uk

## PAST HONORARY OFFICERS

		<b>President</b>			
1979	H A Oppenheimer	1996	H Edmonds	2019	Godfrey Watt
1981	A A Lazarus	1999	M Verden	2020	Godfrey Watt
1983	J L Cognet	2002	A Clasen	2021	Godfrey Watt
1985	R N M Ward	2004	D J Walster	2022	Godfrey Watt
1987	A A Lazarus	2006	Tony Ward	2023	Godfrey Watt
1989	G L Sinclair	2008	Tony Singer		
	<b>Chairman</b>		<b>Deputy</b>		<b>Treasurer</b>
1969	H A Oppenheimer		A A Lazarus		
1970	A A Lazarus		J L Cognet		
1971	T Obaditch		A A Lazarus		
1972	G Reece-Smith		W A Morris		
1973	G Reece-Smith		G J Keen		R N M Ward
1974	G J Keen		H Edmonds		R N M Ward
1975	R N M Ward		A A Lazarus		H Edmonds
1976	A A Lazarus		J L Cognet		H Edmonds
1977	J L Cognet		H Edmonds		R N M Ward
1978	H Edmonds		A J Littler		R N M Ward
1979	A J Littler		A A Lazarus		R N M Ward
1980	A A Lazarus		R H Lethbridge		R N M Ward
1981	R H Lethbridge		G L Sinclair		R N M Ward
1983	G L Sinclair		M H Nash		H Edmonds
1984	M H Nash		A M D Lewis		H Edmonds
1985	A M D Lewis		F Clayton		H Edmonds
1986	F Clayton		D J Walster		H Edmonds
1987	D J Walster		G L Sinclair		H Edmonds
1988	G L Sinclair				H Edmonds
1989	G L Sinclair		J Verden		D J Walster
1990	J Verden		R H Lever		D J Walster
1991	R H Lever		M L Smith		D J Walster
1992	M L Smith		A Ward		M H Nash
1993	A Ward		J Verden		M H Nash
1994	J Verden		A Clasen		M H Nash
1995	A Clasen		E A Elgar		M H Nash
1996	E A Elgar		R Sands		M H Nash
1997	R Sands		A Baldwin		J Verden
1998	A Baldwin		J Bishop		J Verden
1999	J Bishop		P Leadbeater		J Verden
2000	J Bishop		P Leadbeater		J Verden
2001	R Sands		R Krieger		J Verden
2002	P Edmonds		K Beckett		J Verden
2003	K Beckett		I Sherwin		J Verden
2004	I Sherwin		S Davies		J Verden
2005	S Davies		M Wilde		J Verden
2006	Ian Sherwin		Mel Wilde		Alan Fowle
2007	Ian Sherwin		Mel Wilde		Alan Fowle
2008	Mel Wilde		Toby Gladstone		Alan Fowle
2009	Mel Wilde		Ian Sherwin		Alan Fowle
2010	Godfrey Watt		Derek James		Alan Fowle
2011	Godfrey Watt		Derek James		Alan Fowle
2012	Godfrey Watt		Derek James		Alan Fowle
2013	Derek James		Jeff Kabel		Alan Fowle
2014	Jeff Kabel		Tony Feek		Alan Fowle
2015	Jeff Kabel		Tony Feek		Alan Fowle
2016	Jeff Kabel		Simone Jordan		Alan Fowle
2017	Simone Jordan		Brian Paterson		Alan Fowle
2018	Simone Jordan		Brian Paterson		Alan Fowle
2019	Brian Paterson		Michael Swangard		Alan Fowle
2020	Brian Paterson		Michael Swangard		Alan Fowle
2021	Brian Paterson		Michael Swangard		Alan Fowle
2022	Brian Paterson		Tony Feek		Alan Fowle
2023	Tony Feek		Neil Fitzpatrick		Alan Fowle



## PRESIDENT'S AWARD WINNERS

- |      |  |      |   |
|------|--|------|---|
| 1987 | Sara Davies  | 2010 | Rebecca Boardman ( <i>logistics</i> )<br>& Julianne Hicks ( <i>trading</i> )      |
| 1989 | Julie Jones  | 2011 | Jonathan Braham-Everett ( <i>logistics</i> )<br>& Timo Hobusch ( <i>trading</i> ) |
| 1990 | John Short   | 2012 | Tara Smith ( <i>logistics</i> )<br>& Shahnawaz Islam ( <i>trader</i> )            |
| 1991 | Gaynor Bissell   | 2013 | Emma Barlow ( <i>logistics</i> )<br>& Nicolas Miño ( <i>trader</i> )              |
| 1992 | Mark Landon  | 2014 | Mick Wittich ( <i>trader</i> )<br>& Phillip Price ( <i>trader</i> )               |
| 1993 | Minal Shah   | 2015 | Rosanna Whittaker ( <i>trader</i> )   |
| 1994 | Laraine Beaney   | 2016 | Karim Chafia ( <i>trade support</i> )<br>& Luke French ( <i>trader</i> )          |
| 1995 | Siobhan Wood   | 2018 | Matt Holmes ( <i>trade support</i> )<br>& Nathan Barlow ( <i>trader</i> )         |
| 1997 | Harriet Spooner  | 2019 | Oliver Collyear ( <i>trader</i> )   |
| 1998 | Corinna Kingston   | 2020 | No award held due to Covid-19<br>lockdown   |
| 1999 | Franck Nadel   | 2021 | Ross Walker ( <i>trader</i> )<br>Alexander Galilov ( <i>trade support</i> )       |
| 2000 | Jason Green  | 2022 | Harry Busbridge ( <i>trader</i> )   |
| 2001 | Alex Gordjenko   |      |   |
| 2002 | Michael Bienz  |      |   |
| 2003 | Steven Porter  |      |   |
| 2004 | Lara Marshall & Kaysha Stopps  |      |   |
| 2005 | Elena Nikolaeva & Neelu Dattani  |      |   |
| 2006 | Richard Shelley & Abigail Croucamp   |      |   |
| 2007 | Michael Taylor   |      |   |
| 2008 | Melissa Bullen ( <i>logistics</i> )<br>& Warren Ruhomon ( <i>trading</i> ) |      |   |
| 2009 | Jamie Jeffrey ( <i>logistics</i> )<br>& Enrico Glausch ( <i>trading</i> )  |      |   |

## ISTA ANNUAL LUNCH ENTERTAINERS & SPEAKERS

ISTA's first Annual Lunch was held on 4th December 1970 at the Tallow Chandlers Hall. In excess of 25 tickets were sold.

### More Recent Speakers

- |             |   |             |   |
|-------------|---|-------------|---|
| <b>1998</b> | Speaker: Norman Lamont (former Chancellor of the Exchequer). (Attendance: 816)  | <b>2008</b> | John Culshaw (Deadringers) (Industry speaker: Scott MacDonald, Corus)                                 |
| <b>1999</b> | Speaker: Graham Mackenzie, ASW Holdings plc (Held at the Grosvenor House, Park Lane)  | <b>2009</b> | Quentin Wilson (Top Gear) (Industry speaker: Mr Antonio Marcegaglia, Chairman & CEO, Marcegaglia SpA) |
| <b>2000</b> | Speaker: Bob Shannon (National Officer, Amalgamated Engineering & Electrical Union (AEEU)) (Last of a series of lunches held at the Grosvenor House, Park Lane) | <b>2010</b> | Rory Bremner (Industry speaker: Ralph Oppenheimer, Executive Chairman, Stemcor Holdings)              |
| <b>2001</b> | Speaker: Michael Portillo MP (former Minister of Defence) (Since this date, lunches have, again, been held at The Brewery)                                      | <b>2011</b> | Rory Bremner (Industry speaker: Martin Abbott, Chief Executive, London Metal Exchange)                |
| <b>2002</b> | Industry speaker: Bill Scotting, ISPAT  | <b>2012</b> | Jo Brand  |
| <b>2003</b> | Industry speaker: Simon Heale, Chief Executive, London Metal Exchange   | <b>2013</b> | Michael Portillo  |
| <b>2004</b> | Entertainer: Kevin Connelly (Deadringers)   | <b>2014</b> | Gyles Brandreth   |
| <b>2005</b> | Industry speaker: Guy Dolle   | <b>2015</b> | Alistair McGowan  |
| <b>2006</b> | Gary Richardson (ISTA SBB Lifetime Achievement Award: Mohanlal Mittal)  | <b>2016</b> | Marcus Brigstocke   |
| <b>2007</b> | Barry Cryer OBE (Industry speaker: Mike Hutchinson, Chairman, Sempra Metals; Board Member, LME)   | <b>2017</b> | Lee Hurst (Industry speaker: Mr Antonio Marcegaglia, Chairman & CEO, Marcegaglia SpA)                 |
|             |   | <b>2018</b> | Marcus Brigstocke   |
|             |   | <b>2019</b> | Dr Phil Hammond   |
|             |   | <b>2020</b> | No lunch due to Covid-19  |
|             |   | <b>2021</b> | Matt Forde  |
|             |   | <b>2022</b> | Hugh Dennis   |





**Annual gathering of CITHA in Tallinn, Estonia, 19th – 22nd October. Digitalisation was the theme of the presentations.**



*Hugh Bailey, Director ISTA, 2nd row down. Photo shows representatives of Trade Associations from Spain, Germany, Bulgaria, Switzerland, Italy and, centre, Estonia.*



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### **Interested in joining ISTA?**

For further information please visit our website

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9.2 MW capacity  
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24MW capacity (equivalent to  
120MW solar energy system)  
Geothermal Power Plant feasibility study



6,508 tons of greenhouse  
gas emission reduction  
equivalent to planting 271,167 trees



64,455 tons of water  
savings through sustainable  
water management

800,000 Tons/Year  
Capacity  
3 Steel Profile  
Factory

100,000 Tons/Year Capacity  
Galvanizing Factory

120,000 Tons/Year  
Capacity  
Service Center

Kocaer Steel UK LTD

United Kingdom  
Cardiff Warehouse

Northern Ireland  
Warrenpoint Warehouse



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