

## MMTA launches new website

Recent visitors to the MMTA's web page, [www.mmta.co.uk](http://www.mmta.co.uk) (or [www.mmta.eu](http://www.mmta.eu)) will have noticed a dynamic, new appearance to the site, appropriate for a professional global trade body in its 35<sup>th</sup> year.

The new site is a major step in the MMTA's development and provides dramatic improvements in navigation, information accessibility and our ability to promote minor metals and our membership.

Each MMTA member has a unique page on the new website dedicated to promoting their business (<http://www.mmta.co.uk/members/>). Please contact the Executive to amend your company details.

The screenshot displays the MMTA website homepage. At the top left is the MMTA logo and name. A navigation menu includes links for Home, About MMTA, Minor Metals, Trade Regulations, REACH, Arbitration Procedures, Warehouse & Assay, Metal & Assaying Norms, Members Directory, MMTA News, Event Listing, Links, and Contact. A search bar is located at the top right. The main content area features a large image of a silver sports car. Below this are several content blocks: 'Welcome to the Minor Metals Trade Association' with introductory text and a 'More >' link; 'Minor Metals in the Periodic Table' with a diagram and a 'More >' link; 'International Minor Metals Conferences 27-29 April 2009 Istanbul, Turkey' featuring the Ceylan Intercontinental Hotel and a 'More >' link; 'Warehouses Approved for Minor Metals' with a photo of a warehouse and a 'More >' link; 'Events' listing 'MMTA Christmas Lunch' (Dec 4, 2008), 'New York Dinner' (Dec 9, 2008), and 'International Minor Me...' (Apr 27, 2009) with a 'More >' link; 'MMTA News' listing three news items from 08/09/08 with 'More' links; and 'Join Us' with a family icon and a 'More >' link. The footer contains copyright information and links to terms & conditions and legal statement.

The site is organized to provide fast and direct access for a wide audience, from the experienced professional looking for new suppliers of vanadium or an approved MMTA warehouse, to the student researcher looking for an introduction to minor metals.

The MMTA directors welcomed the new developments as a positive step forward for anyone involved in the global minor metals industry. The MMTA's new website was made possible by the efforts of Anders Axson of [Aura Metals Ltd](#) and Michael Husakiewicz of [Lipmann Walton & Co Ltd](#).

## NEW MEMBERS:

Since the last edition of *The Crucible* the following new companies have joined the MMTA community:

**BenMet NY** is a metal commodity trading company supplying customers in the steel, metal alloying and chemical industries with a range of primary metals, ferro-alloys and chemical products. Minor metals traded include Sb, Cd, Co, cobalt oxide and sulphate, Mn, Mo, Yttrium oxide, Lanthanum oxide, copper master alloys, ferro-vanadium, and nickel. Contact Derek Benham on +1 212 972 8800, [derek.benham@benmet.com](mailto:derek.benham@benmet.com), [www.benmet.com](http://www.benmet.com).

**Cometox Srl** is a trading company with market involvement including abrasives, ceramics, electroplating, paints, glass production, dental alloys. Cometox trades a wide range of minor metals including Sb, Bi, Be, Ce, Cr, Co, In, Li, Mg, Mo, Nb, Re, Se, Ta, Te, Ti, W, V, Zr. Contact Roberto Capra on +39 (02) 9000 3777, [info@cometox.it](mailto:info@cometox.it), [www.cometox.it](http://www.cometox.it).

**EAC Corporation** is a buyer and seller of primary metals, high temperature scrap, noble alloys and bulk alloys, including manganese, cobalt, chromium, molybdenum oxide, Fe-Cr, Fe-Si, Fe-Mn, Fe-V, Si-Mn, Fe-W, Fe-Ti, Fe-Mo, Fe-P, nickel and iron. Contact Christian Berkholtz on +1 (772) 220 2116, [christian@eac-corp.com](mailto:christian@eac-corp.com), [www.eac-corp.com](http://www.eac-corp.com).

**Engelhard Metals Ltd** trades ruthenium, rhodium and rhenium and base metals. Engelhard is a wholly owned subsidiary of BASF Catalysts, a major consumer of many different minor metals and one of the world's largest users of platinum group metals. Contact Richard Lowish on +44 (0)207 456 7337, [richard.lowish@engelhard.com](mailto:richard.lowish@engelhard.com), [www.catalysts.basf.com](http://www.catalysts.basf.com).

**Jayesh Industries Ltd** is involved in the manufacture, processing and supply of ferro-alloys, base and minor metals, minerals and chemicals. Their product list includes: Cr, Co (powder), Mg, Mn, Mo (pure and oxide), Si, W, Fe-Cr, Fe-Nb, Fe-Mn, Fe-Mo, Fe-Si, Fe-Ti, Fe-V, Fe-W. Contact Mr Utpal D Shah on +91 22 4074 9990 / 4011 9991, [utpal@jayeshgroup.com](mailto:utpal@jayeshgroup.com), [www.jayeshgroup.com](http://www.jayeshgroup.com).

**Macquarie Bank Ltd** is a major Australian bank. Macquarie provides cash-settled swaps on minor metals such as molybdenum and cobalt. They are also involved in project finance and base metals. For further information contact Matthew Forgham and Brandon Macdonald on +44 (0)20 3037 4615, [matthew.forgham@macquarie.com](mailto:matthew.forgham@macquarie.com), [www.macquarie.com.au](http://www.macquarie.com.au).

**Mitsubishi Corporation (UK) Plc's** trading includes ruthenium, rhodium, iridium, rhenium and base metals. Mitsubishi Corporation (UK) Plc is a wholly owned subsidiary of Mitsubishi Corporation - Japan's largest general trading company, with over 200 bases of operations in over seventy countries worldwide. Contact Kevin Crisp on +44 (0)20 7025 3103, [kevin.crisp@mitsubishicorp.com](mailto:kevin.crisp@mitsubishicorp.com), [www.mitsubishicorp-uk.com](http://www.mitsubishicorp-uk.com).

**Tranzact, Inc.** is a physical trader and recycler of molybdenum, tungsten, tantalum, chromium and rhenium. Tranzact was founded in 1984 to focus on the sale of refractory metals and alloys to the foundry, steel, high-alloy, and other industries. Tranzact operates its own warehouse and processing center. Contact Brandon Stetser on +1 717 284 0843, [info@tranzactinc.com](mailto:info@tranzactinc.com), [www.tranzactinc.com](http://www.tranzactinc.com).

**Who do you recommend to join the MMTA?**

## NEW YORK DINNER

on 9th December



The speakers at this event will be Bruce Magid, the dean of Brandeis International Business School and Anthony Lipmann of metal trader Lipmann Walton & Co., Ltd.

The club is at 6 East 44<sup>th</sup> Street, between 5th Avenue and Madison, close to Grand Central Station. Details at [www.cornellclubnyc.com](http://www.cornellclubnyc.com).

Our thanks to Hudson Metals Corporation for their assistance ([www.hudsonmetals.com](http://www.hudsonmetals.com)).

## GENERAL MEETING CHRISTMAS LUNCH

on 4th December in London



This year our festive lunch will be at the Savile Club in Mayfair, central London ([www.savileclub.co.uk](http://www.savileclub.co.uk)).

The general meeting will take place at 12.00 (noon) and Christmas lunch is 12.30pm for 1.30pm.

The wine has been generously sponsored by [Minormetals.com](http://Minormetals.com). 

## MMTA's 35<sup>th</sup> Anniversary Dinner



The MMTA's 2008 London Metals Week dinner saw a change from our traditional hosts, the Royal Automobile Club, to the larger Institute of Directors (IoD) a few doors down Pall Mall. Following the association's recent growth 2008's dinner was the largest ever, with over 230 attendees from 30 countries.

In another break with years past there was no after-dinner speaker which had been a contentious issue for many years due to the international nature and tastes of our membership. However, judging by the rocking and rolling witnessed on the dance-floor, the addition of a late-bar and live music appeared to be popular with those present!

No MMTA Anniversary Dinner is ever complete without a charity raffle and this year's beneficiary was the Cary-Mufulira Community Partnership Trust, a charity with strong links with the town of Mufulira at the heart of the Copperbelt in Zambia, a major metal producing region.

The raffle, for ten 1kg silver ingots kindly donated by [Lipmann Walton & Co Ltd](#), raised a significant amount, but it was when several winners donated their ingots for auction the serious money appeared. Stapleford Trading, Commexim and Metal Events bought bullion and the final amount raised for charity was in excess of £4500.



Special thanks to Mrs Nicholson for a spectacular birthday cake and our sponsors [London Chemicals & Resources](#) and [The Royal Bank of Scotland](#).



## Arbitration and Mediation through MMTA

It is a sad fact of a rapidly changing market that contract defaults often increase in number. So, in recognition of the troubled nature of the current market, here is a reminder of the MMTA's facilities and rules for arbitration and mediation forms of alternative dispute resolution (ADR).

Please note that MMTA must remain impartial at all times during ADR and so cannot offer legal advice to either party. Two association members are specialist law firms: [Jacobs Allen Hammond](#) and [Penningtons](#).

**Mediation** is essentially a supervised negotiation. Mediations are run by a Mediator, who preferably has both a good knowledge of both industry and ADR. The mediator's goal is for both parties to agree on an amicable settlement. It is consensual and the non-binding settlement relies on both parties acceptance.

Experience has shown that MMTA disputes usually turn on the practicalities of trading in physical metals, and complex legal arguments are rarely involved. Hence the informal mediation process is intentionally very flexible and, if parties are both willing, can settle disputes quickly and agreeably. The whole process is designed to be simpler, faster and more cost-effective than arbitration or litigation.

Mediation is recommended to any party contemplating arbitration and encouraged by the Association as an essential and advised first step when a dispute occurs. However, the parties are not legally bound to the Mediator's decisions and since proceedings are confidential any concessions cannot be referred to later in arbitration, courts or open correspondence, even on the question of costs.

**Arbitration** is a more serious legal procedure and under the provisions of the New York Convention (1958), arbitration awards can usually be enforced in other countries' courts. However, to be honoured in court an arbitration must be shown to have rigidly adhered to an association's rules since a legal or procedural irregularity can give grounds for a court to nullify or overturn any rulings reached by the Arbitrator(s).

Under English law the 1996 Arbitration Act (and an association's rules) governs arbitration procedures. The MMTA requires conciliation or mediation procedures to be attempted before an arbitration is commenced. Arbitrations are run by either 1 or 3 Arbitrators (to be agreed by beforehand) and can be either based on documents alone or include oral hearings. Most cases can be settled on documents alone, significantly reducing costs for both parties.

The MMTA Arbitration and Mediation sub-committee is chaired by John Price of [Trident Traders](#) and full lists of approved arbitrators and mediators are available from the Executive. The full rules of MMTA arbitration and mediation procedures can be found on the association's website at <http://www.mmta.co.uk/arbitration/>.

## Do you have what it takes to join the MMTA Committee?

Do you know minor metals? Are you enthusiastic and a team player? Will you help build our industry's future? The MMTA's next Annual General Meeting (AGM) will take place on 28<sup>th</sup> April 2009 in Istanbul (during the International Minor Metals Conference) and it could be your opportunity to join the energetic team who oversee the daily running of the association.

From the Chairman (elected from and by the directors) to the consultants who sit on the specialist sub-committees there is always room for enthusiastic people to get involved and help develop the MMTA.

Any employee from an MMTA member company can ask to become a director at any time (at the current directors' discretion) or offer themselves for election at AGMs.

The work is interesting and relevant to the minor metals industry. Positions are voluntary and the workload is not excessive. Please contact any office or director for more information on how to get involved.

### Officers:

Chairman Charles Swindon, RJH Trading  
 Vice-Chairman David Craik, AMC Group  
 Treasurer Roy Walton, Darton Commodities  
 Executive Roland Chavasse, MMTA

### Directors:

David Brown, Lambert Metals International Ltd.  
 Sarah Frigot, Wogen Resources  
 Michael Ihlenfeld, F. W. Hempel Metallurgical GmbH  
 Anthony Lipmann, Lipmann Walton & Co. Ltd  
 Steven Munnoch, Avon Metals Ltd  
 Peter Nicholson, London Chemicals & Resources Ltd  
 Gladys Smith, SANAB Ltd

## Dates for your Diary:

General Meeting and Christmas Lunch, Savile Club, London	4 <sup>th</sup> December 2008
New York Dinner, Cornell Club	9 <sup>th</sup> December 2008
Informal lunch, London	(tbc) February 2009
The MMTA's International Minor Metals Conference, Istanbul, Turkey	27-29th April 2009
Annual General Meeting 2009, Istanbul, Turkey	28 <sup>th</sup> April 2009
Open day at Jean Goldschmidt International SA, Belgium	4 <sup>th</sup> June 2009
36 <sup>th</sup> Anniversary Dinner, London	13 <sup>th</sup> October 2009

## THE MMTA'S INTERNATIONAL MINOR METALS CONFERENCE®

**Ceylan Intercontinental Hotel, Istanbul, Turkey, April 27-29 2009**  
*Organised by Metal Events Ltd on behalf of the Minor Metals Trade Association.*

**Don't forget to book your place at the premier event for the minor metals industry!**

Contact [sales@metalevents.com](mailto:sales@metalevents.com) or call +44 (0) 20 7659 2276 for more information and details of group rates.

**Book by 9<sup>th</sup> January and save  
15% on the full delegate fee!**



The ancient Roman church of Hagia Sophia dominates old Istanbul. Over 1500 years old, today it is a national museum.

### **Companies presenting include:**

- Johnson Matthey Plc., UK
- Cezus-Areva, France
- Kennecott Molybdenum Co., Rio Tinto, USA
- Talison Minerals Pty Ltd., Australia
- London Metal Exchange, UK
- AIM Specialty Materials, USA
- CRI-Criterion Catalysts, UK
- Sidech SA, Belgium
- Credit Suisse, Switzerland
- Vital Chemicals Co Ltd., China