

## International Minor Metals Conference

April 25-27th 2007, Radisson SAS Hotel, Tallinn, Estonia

Welcome,

It is a great pleasure to welcome a record number of delegates to the beautiful city of Tallinn for the MMTA's 2007 Minor Metals Conference. The programme includes fascinating speakers from the leading edges of our industry, the MMTA's AGM and, of course, the Gala Dinner.

This is the MMTA's biggest ever conference and is indicative of how important minor metals are in the world today. Moreover, we are facing new challenges, and want to work closely with all of you to rise to them, and respond with a stronger and more focused MMTA. We are here to be heard, and ensure that the Minor Metals industry remains firmly in control of its own destiny.

I hope you enjoy the conference and please feel free to approach a committee member should you have any questions about the MMTA and its work.

I look forward to meeting all of you personally during the course of the Conference,  
Charles Swindon, MMTA Chairman

### Tallinn: A city full of quirky charms



Tallinn's Coat of Arms

Tallinn is well worth a visit even for an experienced traveller, providing as it does medieval castles, Tsarist palaces, Soviet edifices and modern business centres, all within a short walk of each other.

The centrepiece of any Tallinn experience is undoubtedly the Old Town, a UNESCO World Heritage site and set to be European Capital of Culture in 2011. Tallinn's tightly packed collection of cobbled streets, café-filled squares and half-hidden courtyards isn't just Tallinn's biggest tourist draw, it's also the heart and soul of the city.

The entire Old Town is enclosed by medieval city walls and can easily be explored on foot. Climbing the steep Toompea Hill can be a challenge but one is rewarded by stunning views of the Old Town, the port, and the steel and glass buildings of the new Tallinn. *(Continued on page 2)*

### CONFERENCE SCHEDULE:

#### Wednesday April 25 2007

11.30 Visit to Toma Inc (pre-booking strictly required).

18:00 Registration & Welcome Reception.



#### Thursday April 26 2007

09:00 Session 1 – Challenges facing the minor and special industrial metals.

10:45 Session 2 – Minor metals power the future.

12:30 Luncheon kindly sponsored by Alfred H Knight.

14:15 Session 3 – Environment and Technology.

16:00 MMTA Annual General Meeting (AGM).

19:15 MMTA Gala Dinner kindly sponsored by C. Steinweg-Handelsveem B.V. at *The Teachers' House*, Old Town Square, Tallinn (pre-booking strictly required).



#### Friday April 27 2007

09:00 Session 4 – Electronics: driving demand for minor metals.

11:00 Session 5 – New technologies and competing materials.

12:15 Luncheon & Close.



(Please note that the schedule may be subject to change)

## Tallinn: A city full of quirky charms

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### Jazz fan?

Then you are in luck as the MMTA '07 conference has coincided with Estonia's International Jazz Festival "Jazzkaar". Archie Shepp & other musicians will be playing in Tallinn until April 28<sup>th</sup>.

For details call +372 611 4405



Old Tallinn is culturally and physically split into two parts: Toompea Hill, traditional home to the rich and powerful, and Lower Town (All-Linn), an autonomous Hanseatic trading city populated by merchants and craftsmen. Anyone venturing up Toompea Hill's steep slopes will appreciate its natural defences and commanding view over the town and nearby port. Visitors to the hill are also rewarded by two of the most spectacular churches in Estonia: Toomkirik (the Dome Church) and Alexander Nevsky Cathedral.

In Lower Town, surrounded on all sides by thick medieval town walls, there are a host of gems to discover. It is said that the best way to get to know this area is to simply follow your nose through the labyrinth of winding lanes and let the city surprise you. Particular highlights include the view from St Olav's Church tower, the gothic Town Hall dating from 1404, and the guild houses of Pikk Street which runs north from the main square.

### Estonia Fact File:

Population: 1.3 million (UN, 2005)  
 Capital: Tallinn  
 Area: 45,227 sq km  
 Languages: Estonian, Russian  
 Main religion: Christianity  
 Life expectancy: 65 years (men), 77 years (women) (UN)  
 Money: 1 kroon (EEK) = 100 cents.  
 Monetary rate: 15.646 EEK to €1  
 International dialling code: + 372

The Teachers' House, host to the MMTA Gala Dinner is directly on the main square.

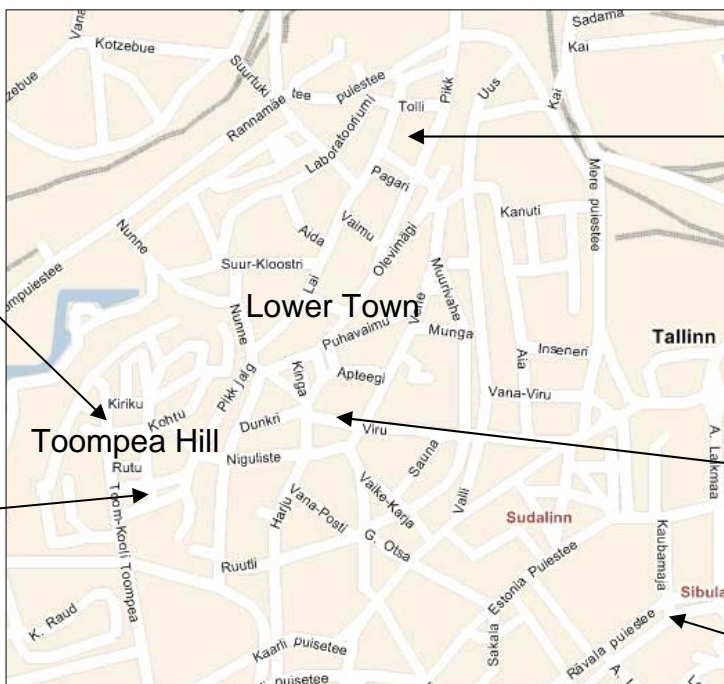
Classic Estonian crafts can be bought at the Estonian Handicraft House on Pikk Street and also in the workshops on Katariina Passageway, where artisans make glassworks, ceramics, and leather goods. For modern fare the city's design boutiques stock the latest from Estonian & international designers.



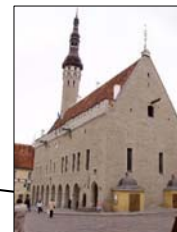
Toomkirik (Dome Church)



Alexander Nevsky Cathedral



St Olav's Church



Town hall & Teachers' House



### Essentials:

- Airport:** Tallinn's airport is about 2 miles from the conference hotel and a taxi should take around ten minutes. Alternatively there is a bus service from the Viru shopping mall in the city centre.
- Bathrooms:** In Estonia sometimes bathrooms are marked with triangles pointing up (for women) or down (for men), otherwise they are indicated Naiste or N for women and Meeste or M for men.
- Currency:** The Estonian currency is the Kroon (kr or EEK) and is kept fixed at 15.646 to €1. Currently (April 2007) this exchanges as roughly 23.00 kr to £1 and 11.50 kr to US\$1.
- Health:** In an emergency paramedics can be called by dialling 112 from any phone.
- Police:** Police in central Tallinn wear dark blue jumpsuits with "Politsei" written across the back. The police can be reached in an emergency by dialling 110 from any phone.
- Toasts:** When Estonians toast they clink glasses and say "Terviseks!" (Your Health!). It is considered the height of bad manners if eye contact is not made when you are clinking glasses.

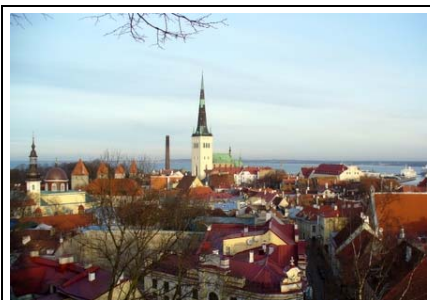


## The Baltic Tiger begins to Purr

*Anthony Lipmann looks back to 1991 as Estonia emerged from the Soviet Union. Then, it was on the East-West front line; today it is a strange mixture of medieval theme-park and electronic wizardry.*



Sixteen years ago, the small Baltic Republic of Estonia – and its sister states of Latvia and Lithuania – became, briefly, the frontline for the East-West clash. The Estonians had declared independence and the Soviets had replied by sending in the tanks. Bloody terror seemed likely, but, as suddenly as it had arisen, the conflagration subsided. Within months the three republics had re-emerged from the political night, caused through their annexation by the Soviet State in 1944, and resumed their narrative as sovereign nations. Britain played its role by returning the gold that had lain in the Bank of England and thus assisted the re-launch of their currencies, the Litas, the Lats and the Kroon.



Tallinn's historic skyline

One of my first views of Tallinn was of the famous Hanseatic marine port over a pure white seascape as our ice-class vessel moved across the Gulf of Finland. On one of those first trips I decided to visit the Maritime Museum. There I met an elderly woman with her head deep in a book about Churchill. 'Oh, so you are interested in Churchill', I remarked, noting that she had probably been around at the time of the annexation 'Not really', she replied, 'I am just trying to find out what happened.' That sense of re-awakening was palpable everywhere.

This was the new Estonia that was about to become such a critical entrepôt for the new trade emerging from the hinterlands of Russia & the old Soviet states. Tallinn's role was logical for a combination of reasons. Firstly, access to the sea. Secondly - a technicality - the old Soviet Union was temporarily blind to the fact that the country was not its own and thus allowed free movement of goods from inner Russian plants direct to the Baltic coast without regulation. (As far as the Soviet Union was concerned, the goods hadn't left the country. As far as we were concerned they had.) Thirdly, the same width of rail gauge. Fourthly - the Hanseatic ability to trade. Fifthly, a large Russian-speaking minority who regarded Estonia as home, who from their Estonian base would ensure free passage of goods and trust between intermediaries.

Metal traders, like myself, who witnessed the dismantling of Soviet hardware soon found better uses for tanks and submarines – such as having them cut up and sent to Sheffield to be turned into knives and forks. And it wasn't long before a host of other metals, minor ones, once stockpiled from Volgograd to Dnieperpetrovsk, for future military use, began to find their way to the coast like ancient amber uncovered from pre-historic forests and carried along by the Neva river.



A Hanseatic tower on Old Tallinn's city walls

Arriving at my Hotel for the first time, I was surprised to find an unsigned note in my pigeon-hole which read: 'If you want Cobalt, come to the Sky Bar.' Putting my bags in the room, I ascended to the top floor and announced my arrival: 'My name is Anthony Lipmann, and I have come to buy Cobalt'. A short tussle occurred in the dim light of the bar, and I soon found myself in a candle-lit alcove, about breast-height with a number of examples of Estonian, or post-Soviet, female architecture. When I looked up, it turned out I was being welcomed by the languid features of a chap by the name of Shakespeare, cigarette in one hand, whisky in another, hair over his collar, who claimed to have gone to the same school as me, and have at that very moment a chartered plane standing-by to fly us who-knows-where from one of Tallinn's military airports. 'You bloody fool', he said, 'Don't you realize that asking for Cobalt is like asking for crack cocaine?'



Shakespeare: "Co or no Co, anyone?"

Shakey was one of the delights of this twilight, *Casablanca*-like, world of traders bringing in everything from chocolate to margarine and taking out anything from wood to diamonds. Ultimately, I saw how countries survive by trade. It wasn't white-gloved - but what had preceded it had not been that good-looking either. There is much revisionist nonsense written today about Oligarchs having pocketed oil fields or metals Kombinats by simply changing the name over the door, but people tend to forget that there were few takers for ex-Soviet assets in those early days. In fact, the flow of metals was so great that once-balanced markets were wrecked as prices collapsed under the weight of released Soviet stocks.

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## The Baltic Tiger begins to Purr

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Minor metals, by-products, scrap such as germanium gun-sights, unused titanium reactor-shields, alnico magnets, neodymium-magnesium ingots, tantalum anodes, gallium bars – all were part of a general conversion of Soviet swords into free-market plough-shares.

Today, we re-convene in a very different world. One in which the Baltics have taken their place as members of the European Union with 16 years of self-determining political stability behind them of which they can be justly proud. Estonia is allegedly the most electronically wired economy in Europe, a nation with a young Prime Minister, and one which had, until recently, a novelist and film producer as President. One which has some of the most beautiful choral music in the northern hemisphere and also retains a strong currency. The MMTA is most fortunate to be here to celebrate this success story – a perfect setting in which to explore the ever changing world of minor metals, their fascinating hi-tech applications and their effect on changing the world in which we live.



Prime Minister  
Andrus Ansip

### MMTA Dates for your Diary:

Plant open day at Avon Metals, Gloucester, UK	16 <sup>th</sup> May 2007
MMTA London Office open day	14 <sup>th</sup> June 2007
MMTA Summer event	(tbc) July 2007
Quarterly lunch, London	(tbc) July 2007
Anniversary Dinner, London	9 <sup>th</sup> October 2007
Quarterly lunch, Düsseldorf, Germany	(tbc) November 2007
General Meeting & Christmas Lunch (venue to be confirmed)	7 <sup>th</sup> December 2007

# AVON

## CONGRATULATIONS TO AVON METALS



Congratulations to new MMTA member Avon Metals who have been award a Queen's Award for Enterprise 2007: International Trade. In announcing the award Avon said that over the past 3 years the company's export earnings have doubled and over £500,000 has been invested in the company's plant to enhance productivity and protect the environment.

### OPEN DAY AT AVON METALS 16th May 2007

The MMTA is now taking bookings for its open day at Avon Metals. MMTA members are invited to view Avon Metal's plant and meet their staff at the company's headquarters in Gloucester. Avon manufacture aluminium hardeners and secondary ingots, including a range of high-grade alloys and superalloys.

Minor metals used & traded by Avon include titanium, chromium, magnesium, manganese flake, silicon, strontium, niobium, rhenium, vanadium & zirconium. To reserve your place please contact the MMTA.

- [Chairman@mmta.co.uk](mailto:Chairman@mmta.co.uk)
- [ViceChairman@mmta.co.uk](mailto:ViceChairman@mmta.co.uk)
- [Treasury@mmta.co.uk](mailto:Treasury@mmta.co.uk)
- [Executive@mmta.co.uk](mailto:Executive@mmta.co.uk)
- [Arbitration@mmta.co.uk](mailto:Arbitration@mmta.co.uk)
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- [Social@mmta.co.uk](mailto:Social@mmta.co.uk)
- [Strategy@mmta.co.uk](mailto:Strategy@mmta.co.uk)
- [Warehousing@mmta.co.uk](mailto:Warehousing@mmta.co.uk)
- [Website@mmta.co.uk](http://www.mmta.co.uk)

- Charles Swindon, RJH Trading
- Tom Abrahams, Wogen Resources
- Roy Walton, Darton Commodities
- Roland Chavasse, MMTA
- John Price, Trident Traders
- David Craik, AMC Group
- Steven Munnoch, Avon Metals (tbc)
- Charles Swindon, RJH Trading
- Gladys Smith, SANAB Ltd
- (to be confirmed)
- Michael Ihlenfeld, Hempel Metallurgical (tbc)
- Tom Abrahams, Wogen Resources
- Anthony Lipmann, Lipmann Walton & Co., Ltd.

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