



# All-Met Recycling Allegheny Iron and Metal Co. Philadelphia / Lancaster

## Maximizing the value of your scrap metal

Why wouldn't you want to maximize the value of your scrap material? There is a cost associated with unusable scrap that few companies can afford to ignore. Whether you are focused on keeping your pricing competitive, increasing a project's profitability, or maintaining control of your inventory virtually every aspect of your business is impacted by the effectiveness of your scrap recycling program. Here are some key factors that you can use to maximize the value of your scrap. At All-Met Recycling and Allegheny Iron we ensure our customers are taking advantage of every item on this list because we know that your success is also our success.

**Know your material:** What kind of scrap metal do you produce? Are there different alloys that you use? Is your scrap pure metal or contaminated? Are you mixing solid material with machine turnings, and less valuable alloys with expensive ones? Failing to properly sort your scrap can greatly reduce its recycling value. We will evaluate the type of scrap you produce and make recommendations on how it should be packaged so you receive the best return possible.

**Know the volume of scrap that you produce:** For example, do you know the average weight of scrap that you produce in a given month? Volume is a great metric for recycling companies to use when providing pricing and considering what type of container will be the best fit for your operation. Having the wrong type or size of container decreases efficiency, leads to safety concerns, and can cost your company money. Your container should be small enough that it doesn't encumber your daily workflow but large enough that it's not overflowing every time you want to dump material in it. The right size container also reduces the frequency of service and interruptions to your business. We have container options to fit every type of operation and we'll make sure that your container matches your needs.

**Know the value of your scrap:** Do your payments reflect the true value of your scrap? Do you receive competitive market-based pricing from a reliable source? Most scrap metal has a market value that periodically fluctuates up and down. Whether your pricing is based on a formula or quoted to you when you schedule a pick up, we will use current market conditions to accurately reflect the value of your scrap.

**Know who you are dealing with:** Every recycling company will insist that they are the best and that their service is second-to-none but you shouldn't have to just take their word for it. We've been creating satisfied customers for over 100 years and we're happy to prove it. We can provide you with references from customers in your industry so you can make sure that you'll be in good hands.

**Match payment terms to your business needs:** Are you waiting too long to receive payments? Are you still waiting on payment for your last shipment when the next one is picked up? Payment terms should match your company's needs and not the needs of your scrap vendor. We will make sure you are paid using terms that you're comfortable with and we will never keep you waiting for your settlement.

