

Continuous Improvement Shapiro Metal Recycling

Project Scope: The scope of this project was to partner with a Metal Recycler that provided full disclosure of all information pertaining to scrap sold by Hughes Parker. The supplier of the recycling partnership was chosen on the basis of being trustworthy and providing superior services along with educating Hughes Parker in the business of professional and honest scrap sales.

Project findings: The things discovered in the investigation of our scrap sales were that we had been under a seven-year contract with our previous dealer and it would be to our advantage to not contract our scrap sales. The previous dealer provided little detail and no guidance to improve our scrap revenue. With the search for a new company to provide the needed services, Shapiro Metal Recyclers came to our attention and has been chosen as the Hughes Parker newly implemented scrap dealer.

Project Improvements:

1. Shapiro Metals has a very high profile representative that services our business.
2. Shapiro Metals requires no contracts and shares information on their service charges.
3. Shapiro Metals is very unique in being ISO9000 certified.
4. Shapiro Metals provides hard copy information on all transactions with independent documentation.
5. Shapiro Metals provide containers and custom labels them to fit their contents. (See below).
6. Shapiro Metals presence in our plant has added to the professional look of our shop.
7. Shapiro Metals educates their customer to maximize scrap value by proper sorting of scrap material.

Expected Results: The results Hughes Parker Industries expects from this project are continuous improvements in scrap revenue based on market facts and shared on a monthly basis by Shapiro Metals. Prompt and professional resolution to issues that might occur in the daily management of our scrap. Shapiro Metal Recyclers is expected to be a true partner on an ongoing basis by showing Hughes Parker ways to continuously improve our scrap sales program.



