

August 2011

Shapiro Metals Improves Processes and Brings More Revenue for Franke

Scrap metal recycling could be a good source of revenue or a headache for manufacturers. Shapiro Metals, a Prime Advantage Endorsed Supplier, understands the challenges of metals recycling and offers a solution that is lean, transparent and efficient. Soon after switching its scrap metal recycling to Shapiro Metals, Franke was able to improve its internal processes and increase revenues.

As a progressive company, Franke is always looking to improve in the areas of lean manufacturing and this includes implementing new processes and documenting them appropriately, and Shapiro is great at that! Shapiro Metals' in-house efficiency experts develop a comprehensive recycling plan tailored to a customer's facility. Shapiro Metals designs a custom solution that merges seamlessly with customer's current manufacturing operation, maximizing scrap revenue without disruption.

On the top of overall improved processes, Shapiro offered Franke an opportunity to realize additional scrap revenue on items within its manufacturing processes that Franke wasn't previously capturing, such as plastics, copper, and the service of breaking down freezers to the component level. Shapiro Metals also provided Franke with some equipment that made it easier for the customer to transport scrap within its facility.

Not only was Shapiro Metals able to increase Franke's scrap revenue by capturing new items, but they also provided detailed reports on scrap pickups and rates, and kept the customer informed with regular market information updates.

"We were using a different partner before switching to Shapiro Metals", says David Morris, Purchasing Manager with Franke Foodservice Systems in the recent interview he gave to Prime Advantage. "The previous partner was doing a good job for us, but didn't offer certain services we were looking to move towards. For Franke, Shapiro has improved our handling of scrap within our facility and has offered the service that we need to move forward as a company. I would offer this advice to other Members within Prime Advantage: If you are looking to improve your processes and scrap handling and documentation, then Shapiro is a Prime Advantage option that could offer everything you need. "