

What's the Real Value of Your Zorba?

Mixed metal commodities such as Zorba are facing numerous challenges in today's market. Inconsistent demand, volatile prices, discounted metallic valuations based on content, claims when markets decline, and international import regulations are giving scrap metal processors major heartburn.

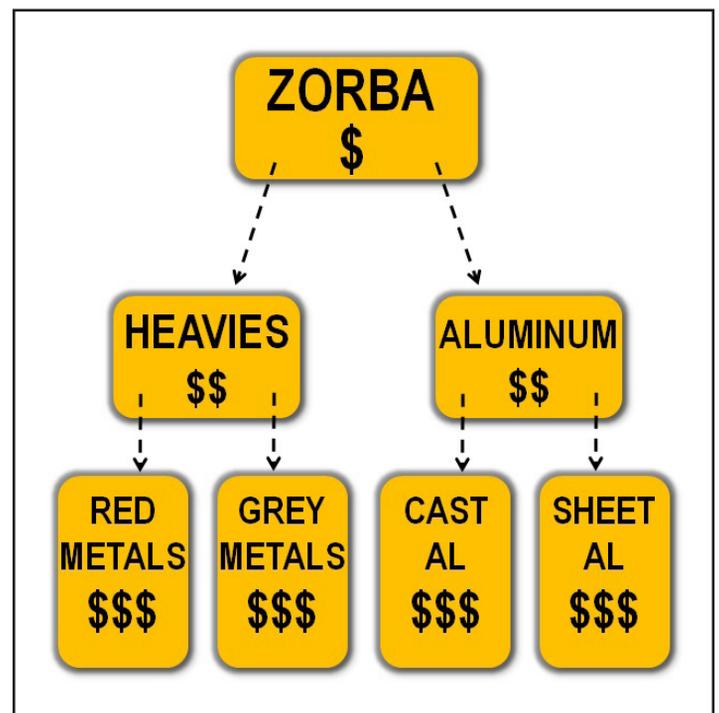
Declining export markets are causing tight competition in the scrap industry. With steel export market prices declining as scrap yards are forced to pay higher prices for feedstock, many scrap yards are reporting paying more for feedstock than the sales price of steel shred. Processors who cannot adapt to the changing market conditions will either have to merge with larger companies, or seek ways to improve their bottom line.

How can you as a scrap metal processor compete in this market? By finding the real value in your feedstock, the non-ferrous metals. Higher margins can be gained by further refining your Zorba.

Mixed Zorba prices have recently averaged about \$0.72 per pound on the open market. But by sorting and separating out twitch, copper, brass, zinc, grey metals, PCB and residue, scrap metals processors can increase the value of their Zorba by as much as 20% (pricing info is based on current market values of those materials as of the posting of this information).*

Separating Zorba into new commodities gives many scrap yards a competitive edge in this highly competitive market. Just by using existing feedstock, Zorba refinement opens up domestic markets, diversifies your product offering, and allows a yard to quickly adapt to changing market conditions.

U.S. EXPORTS OF NONFERROUS SCRAP HAS DECREASED ALMOST 10% OVER THE PAST TWO YEARS, REQUIRING SCRAP PROCESSORS TO EVOLVE AND IDENTIFY NEW WAYS TO INCREASE REVENUE AND MARGIN.



*Individual results may vary based on processing methods and current pricing of materials. Although STEINERT cannot affect pricing, we certainly can help you increase efficiencies in processing!

The automotive industry is becoming one of the highest users of recycled aluminum and copper. In response, major aluminum sheet producers are calling for 70% or more recycled content utilization by 2020. Many new secondary aluminum processors are looking to purchase twitch so they can meet the specs set by the aluminum producers. Are you ready to meet this new demand?

FIND THE REAL VALUE OF YOUR ZORBA

Talk with STEINERT US to learn how. Meet our team at Platts Aluminum Symposium this January, and ISRI in April – we are setting up appointments now.

STEINERT US - MEET THE TEAM

Platts Aluminum Symposium January 18-20, 2015

ISRI 2015, April 21-25, 2015

Make an appointment now: sales@steinertus.com



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