

David vs Goliath

In 2011, the largest wiper blade manufacturer in North America called Exim, and several other recyclers to provide recycling solutions for several plants located in two separate countries. Exim provided a comprehensive proposal which involved new equipment, better processes, on site management, aggressive formula pricing, and quick pay options to support the large international manufacturer. The international manufacturer reviewed several proposals and narrowed the final companies to a large publicly traded recycling corporation that was the incumbent service provider for two decades and Exim. The international manufacturer of wiper blades was very impressed that Exim's proposal to recycle Ferrous, Non-Ferrous, Plastic, & Cardbord material would yield them \$100,000 more per month in income than their current provider. Exim's walk thru of the plant discovered different processes could be implemented, as well as equipment (roll off containers, balers, compactors, self dumping hoppers, granulators, etc) to provide better service, and allow the wiper blade manufacturer to yield a higher return on their obsolete assets. Exim to this date is the current recycler for this company and has grown with them as they have added additional facilities online. The partnership continues and is strengthened day by day.

The moral of the story is BIGGER isn't always better!

Let Exim provide you a assessment for your scrap. We guarantee to share our knowledge to help you yield the highest value for your scrap metal.

