



“LSMI” Initial New Client Analysis

LSMI wants to know what our clients’ needs are and what we can do to improve the flow of their scrap while maximizing their yield.

Step One: Visit each plant to ascertain what types of scrap they produce:

- How is it sorted and classified?(ID # & Name) Our field experts visit each plant and production line , collecting samples and noting collection and storage methods used.
- How is it captured for transport? (Boxes, Bins, Baskets)
- What is the best combination of equipment required? (Trailers, Gondolas, Bins , Hoppers)
- Can we suggest a better way to handle the scrap?
- List of equipment and if multiple plants for which plant needed.
- Contacts established for each plant and/or department.

Step Two: Produce a mutually agreed upon outline of services and creation of contract or service agreement.

- Identifying availability of equipment needed and lead time required to begin service.
- Establishing Start Date and length of contract.
- Establishing payment terms.
- Ascertaining any special needs

Step Three: Initiating Service

- Review all aspects of client’s service & equipment requirements.
- Once all in place and mutually agreed upon begin service.

We have found that often a plant has been doing things a certain way and they continue without benefit of fresh vision. We want to share our many collective years of scrap sorting and handling with our clients so that you have alternatives that you can choose that may increase your efficiency, reduce your costs, and increase your scrap yields.