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To: Facility Coordinators/Scrap Metal Contract Users  
From:  Deirdre Darley, OCA Purchaser  
Subject: TC76615 Scrap Metal Pick Up/Disposal for Recycling Contract  
Tips for Maximizing Revenue

### TIPS FOR MAXIMIZING REVENUE

**Maximizing Revenue:** While the prices for scrap metal will fluctuate, doing the following can help us to optimize scrap metal revenues:

- **Separate metal types in their own container:** Each type of metal has its own market price. The buying price for copper is almost four times as much as aluminum, and steel is considerably less than aluminum. While the Contractor will sort and separate mixed loads, it would be most advantageous to the City to separate the different metal types in their own containers.
- **Do not throw non-metal items into the scrap metal containers:** Concrete, plastic, wood, and garbage will reduce the price paid by the contractor. The contract allows for a maximum percentage of non-metal items or unrelated metal types in each load before the price paid is adversely affected. This cushion, however, is to maximize the need for separating non-metal or unrelated materials attached to the item and not for the disposal of non-attached metal items. (See the Scrap Metal Pick Up/Delivery Form for the categories of metals and allowable %.)
- **Load containers as fully and safety as possible:** The contractor pays the City for the net weight of the scrap metal in the container and not the empty space inside. Conversely, a container that is overloaded to the point where it is unsafe for transport will not be picked up.
- **Do not dump hazardous materials in scrap metal containers:** The Contractor will not pick up scrap metal items containing or containers contaminated with waste oil and other toxics. In accordance with Federal, State and local regulations, the generating department is responsible for its own hazardous material disposal.