

# When one size doesn't fit all: Buying a recycling system

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Since one size doesn't fit all, what do executives of small, medium and large companies need to know in order to make a good purchase decision?

Regardless of size, company executives need to know that air system vendors will be able to provide a basic level of support which at minimum should include online monitoring, quick access to spare parts, a customer service representative and a warranty on system performance after start-up.

Small companies weighing the pros and cons of installing their first air systems often need reassurance that the benefits will offset the costs. A qualified air system vendor will be able to help you perform this important analysis, which will typically include a look at the revenue forfeited when scrap is given away at un-baled prices. It may also include an analysis of the workers' compensation costs associated with manual material handling tasks. In many cases, the cost of a single back injury can exceed the capital outlay for a small trim system.

For medium size operations, there has never been a better time to be in the market for a new or updated system. Recent plant closures have increased the availability of remanufactured equipment, which costs far less than new and often comes with the same warranty as new equipment.

Large manufacturers can leverage scale to drive down costs. Now is the time to evaluate where you might combine multiple machines on a trim collection system in order to consume less energy. If your system is set up for segregation and your scrap contract does not pay a premium for segregated waste, it may be worth looking at un-segregating the system to group waste systems and reduce energy consumption.

For more information, give G.F. Puhl a call at 615.230.9500 or email us at [sales@gfpuhl.com](mailto:sales@gfpuhl.com).