

Scrap Metal Business Plan

Turning Waste into Worth



Prepared By

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	Problem worth Solving
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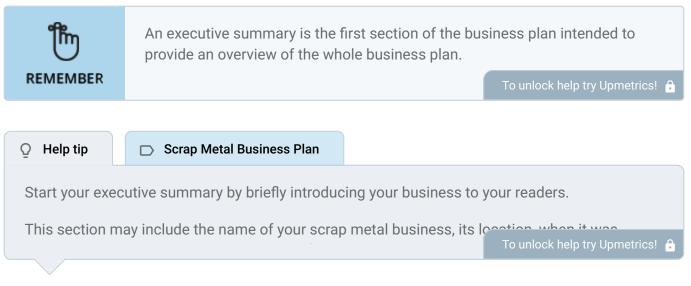
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Executive Summary

Market opportunity Services Offered Marketing & Sales Strategies Financial Highlights

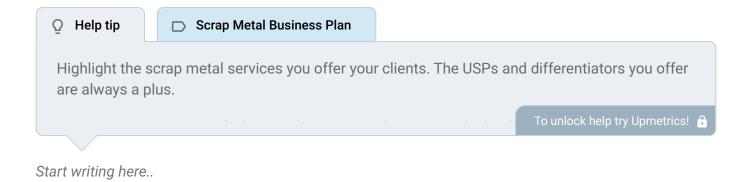


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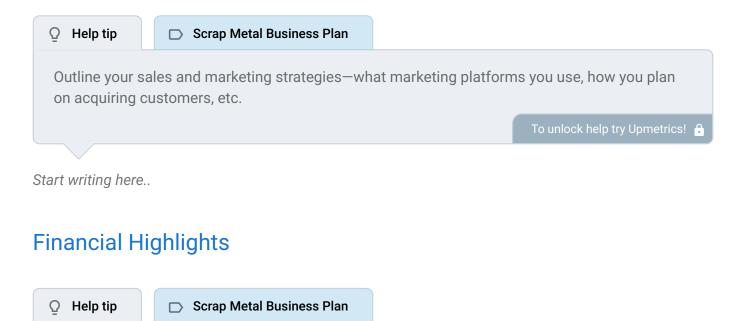
Market opportunity

Q Help tip	Scrap Metal Business Plan	
		ket size, growth potential, and marketing and how your business will fit in to fill the gap.
		To unlock help try Upmetrics! 🔒
Start writing here.		

Services Offered

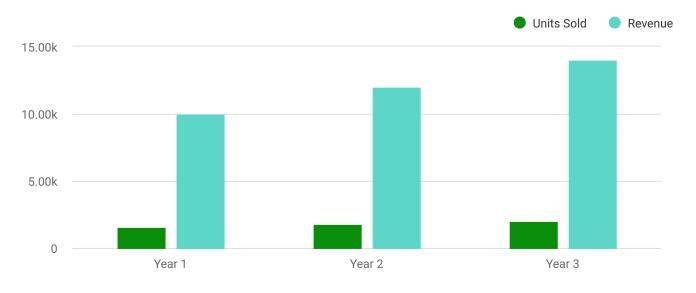


Marketing & Sales Strategies

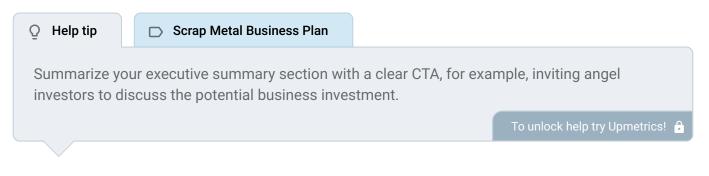


Briefly summarize your financial projections for the initial years of business operations. Include any capital or investment requirements, associated startup costs, projected revenues, and profit forecasts.

Units Sold v/s Revenue



Financial Year	Units Sold	Revenue
Year 1	1,550	\$10,000
Year 2	1,800	\$12,000
Year 3	2,050	\$14,000

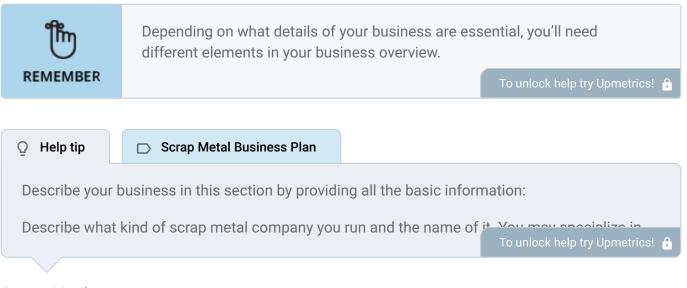


Write a call to action for your business plan.



Company Overview

Ownership Mission statement Business history Future goals

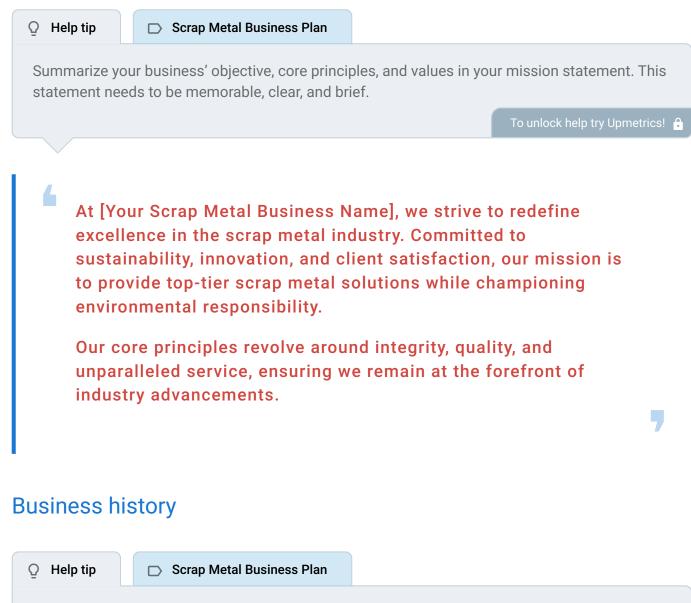


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Ownership

Q Help tip	Scrap Metal Business Plan	
	s of your scrap metal company's founders or owners. Describe what shares responsibilities for efficiently managing the business.	s they
	To unlock help try Up	pmetrics! 🔒

Mission statement



If you're an established scrap metal service provider, briefly describe your business history, like —when it was founded, how it evolved over time, etc.

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Future goals

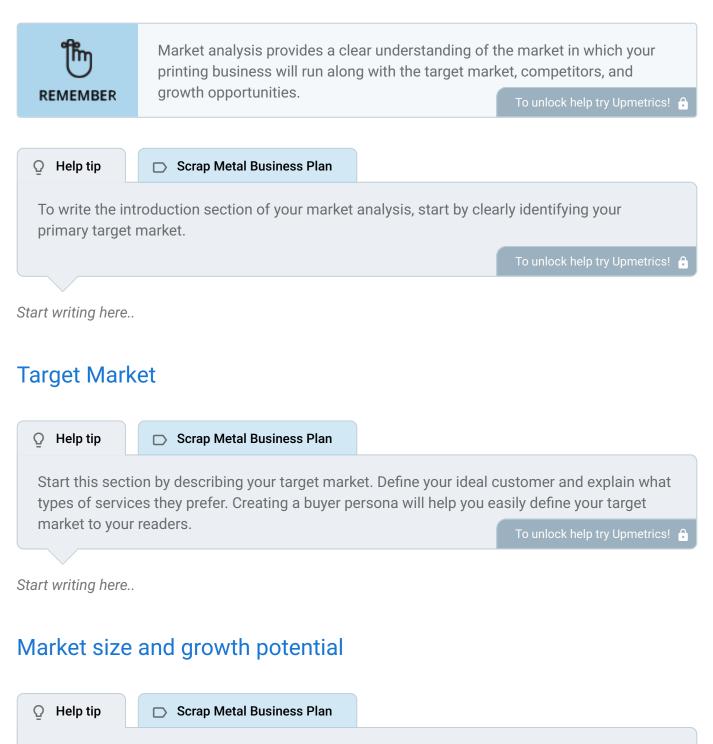
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 Help tip
 D
 Scrap Metal Business Plan

 It's crucial to convey your aspirations and vision. Mention your short-term and long-term goals; they can be specific targets for revenue, market share, or expanding your services
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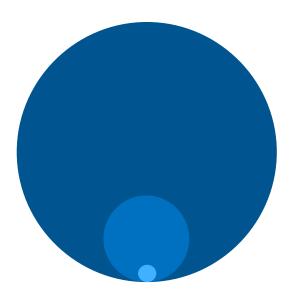
Market Analysis

Target Market Market size and growth potential Competitive analysis Market trends Regulatory environment



Describe your market size and growth potential and whether you will target a niche or a much broader market.

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Available Market Total global market for scrap metal services.

Served Market Portion of the market our services cater to. 50M

150M

Target Market Our primary focus within the served market.

10M

O Help tip

Scrap Metal Business Plan

Identify and analyze your direct and indirect competitors. Identify their strengths and weaknesses, and describe what differentiates your scrap metal services from them.

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Competitive analysis

Schnitzer Steel Industries

Schnitzer Steel Industries is a global leader in the metal recycling industry, with extensive operations that include collecting, processing, and selling ferrous and non-ferrous scrap metal. They have a strong network of recycling facilities and export terminals across North America and Asia.

Features

Collection and processing of both ferrous and non-ferrous scrap metal.

Sale of recycled metal to steel mills and foundries globally.

Auto recycling business that provides used auto parts to retail and wholesale customers.

Strengths

Strong global presence with well-established infrastructure.

Diverse range of services catering to various customer needs.

Robust environmental compliance and sustainability initiatives.

Weaknesses

Reliance on global market conditions, which can be volatile.

Challenges in managing operational costs due to fluctuating commodity prices.

Sims Limited

Sims Limited is a global leader in metal recycling, with a focus on providing sustainable solutions for the recovery and recycling of scrap metal. They have a significant presence in North America, Europe, and Asia, offering a wide range of recycling services.

Features

Metal recycling services for ferrous and non-ferrous metals.

E-waste recycling and IT asset disposal services.

Circular economy solutions for various industries.

Strengths

Strong global network and industry presence.

Comprehensive range of services catering to diverse markets.

Commitment to sustainability and circular economy principles.

Weaknesses

Vulnerability to fluctuations in global commodity prices.

Dependence on regulatory compliance in multiple jurisdictions.

Commercial Metals Company

Commercial Metals Company (CMC) specializes in recycling ferrous and non-ferrous metals and manufacturing steel products. They have a significant presence in the United States and Europe, with a focus on providing innovative and sustainable solutions.

Features

Recycling of ferrous and nonferrous scrap metal.

Manufacturing of steel products, including rebar and wire rod.

Sustainable practices and environmental compliance.

Strengths

Strong manufacturing capabilities with a focus on innovation.

Comprehensive range of products and services.

Commitment to environmental sustainability and compliance.

Weaknesses

Limited global presence compared to competitors.

Exposure to fluctuations in steel prices and market demand.

Market trends

O Help tip

Scrap Metal Business Plan

Analyze emerging trends in the industry, such as technology disruptions, changes in customer behavior or preferences, etc. Explain how your business will cope with all the trends.

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Regulatory environment

Q Help tip

Scrap Metal Business Plan

List regulations and licensing requirements that may affect your scrap metal company, such as licensing & permits, environmental regulations, theft prevention & compliance, health & safety regulations, export & import regulations, etc.

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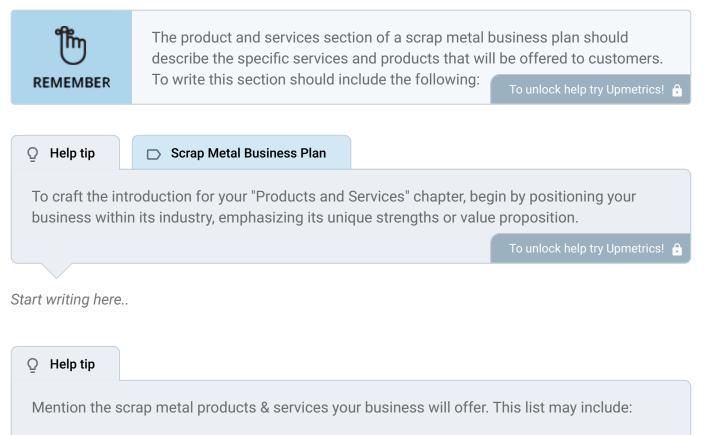


Products and Services

Scrap metal products & services

Quality measures

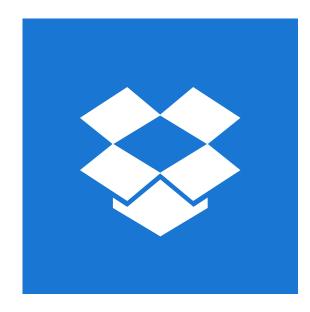
Additional Services



Sorted & processed scrap metal

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Scrap metal products & services



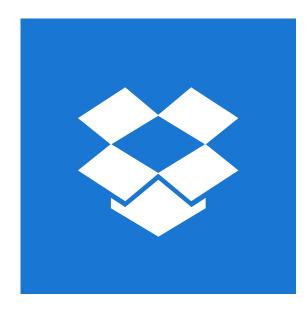
Sorted & Processed Scrap Metal

Price: [\$150] per ton

Our sorted and processed scrap metal is meticulously separated and cleaned, ensuring you receive only the highest quality metal, ready for manufacturing or recycling.

Specifications

- Types of metals included: Iron, Copper, Aluminum, and Brass
- Cleanliness: 99% free from contaminants
- Size specifications: Pieces range from 2 to 5 inches in length



Shredded Scrap Metal

Price: [\$100] per ton

Utilizing state-of-the-art machinery, our shredded scrap metal service breaks down large metal items into manageable pieces, facilitating easier transportation and recycling.

Specifications

- Shred size: 1 to 3 inches in length
- Types of metals accepted: All types, excluding hazardous materials
- Maximum item size for shredding: 6 feet in length and 2 feet in width

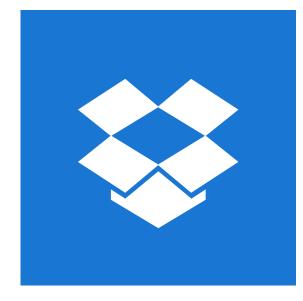
Scrap Metal Collection

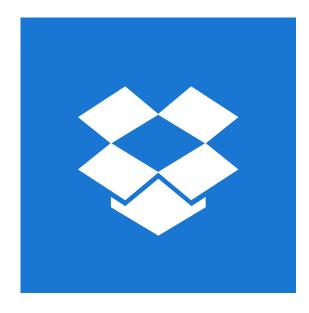
Price: [\$50] per pickup

Our comprehensive scrap metal collection service ensures timely and efficient removal of all your scrap metal, with the convenience of scheduled pickups.

Specifications

- Maximum weight per pickup: 2 tons
- Service area: Within 50 miles of [Your Business Location]
- Collection frequency: Weekly, bi-weekly, or monthly options available





Metal Recycling

Price: Prices vary based on the type and amount of metal to be recycled; contact us for a quote.

Our eco-friendly metal recycling service transforms your scrap metal into valuable resources, contributing to environmental sustainability.

Specifications

- Acceptable metals: Iron, Copper, Aluminum, Brass, and Stainless Steel
- Non-acceptable items: Electronics, batteries, and hazardous materials
- Recycling process: Sorting, cleaning, shredding, and melting

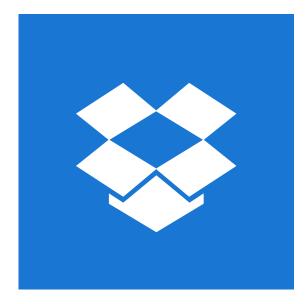
Metal Testing Analysis

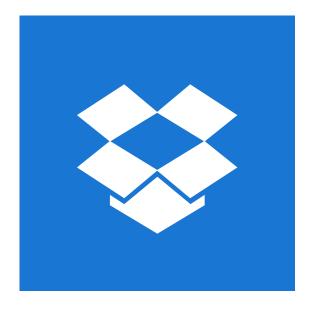
Price: [\$30] per analysis

Our metal testing analysis service provides detailed insights into the quality and type of metal, empowering you to make informed decisions.

Specifications

- Analysis includes: Composition, purity, and grade
- Report delivery: Within 48 hours of testing
- Sample size required: At least 500 grams of metal





Scrap Metal Management Consulting

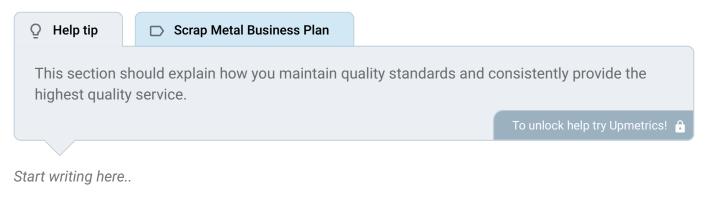
Price: [\$100] per hour

Leverage the expertise of our industry professionals to optimize your scrap metal management processes and boost efficiency.

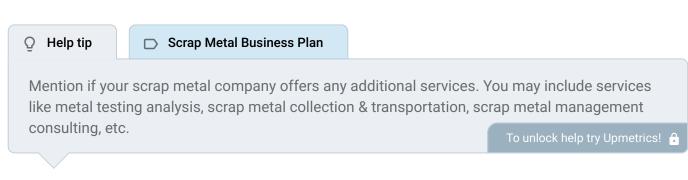
Specifications

- Consultation areas: Process optimization, cost reduction, and compliance
- Available formats: In-person or virtual consultations
- Minimum consultation time: 1 hour

Quality measures



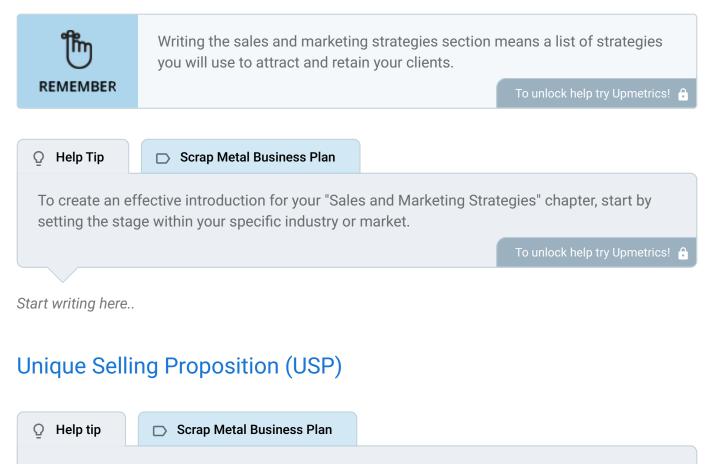
Additional Services



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Sales And Marketing Strategies

Unique Selling Proposition (USP) Pricing Strategy Marketing strategies Sales strategies Customer retention

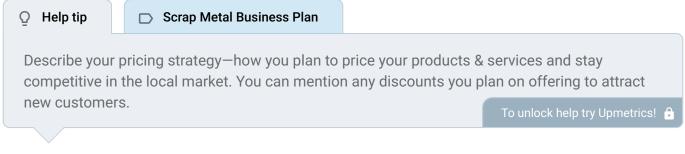


Define your business's USPs depending on the market you serve, the equipment you use, and the unique services you provide. Identifying USPs will help you plan your marketing strategies.

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Start writing here ..

Pricing Strategy



Q Help tip

Scrap Metal Business Plan

Discuss your marketing strategies to market your services. You may include some of these marketing strategies in your business plan—Google ads, brochures, email marketing, content marketing, etc.

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Marketing strategies

Online



Google Ads

Utilizing targeted Google Ads campaigns to capture the attention of potential customers actively searching for scrap metal services.



Email Marketing

Engaging our existing customer base and potential leads through regular email newsletters highlighting our services, promotions, and industry news.



Content Marketing

Developing valuable content such as blog posts and infographics to educate our audience and establish [Your Scrap Metal Business Name] as an industry authority.

Offline



Brochures

Distributing informative brochures at local businesses and community centers to increase local awareness.

Q Help tip

Outline the strategies you'll implement to maximize your sales. Your sales strategies may include partnering with other businesses, offering referral programs, etc.

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Sales strategies



Partner with Businesses

Establishing partnerships with local businesses to expand our customer base.



Engage with Universities

Establishing programs with [specific universities or institutes, e.g., "XYZ University's Engineering Department"] to cater to academic projects and research.



Referral Programs

Implementing referral programs that reward existing customers for bringing in new business.

Q Help tip

Describe your customer retention strategies and how you plan to execute them. For instance, introducing loyalty programs, discounts & offers, personalized service, etc.

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Customer retention



Loyalty Programs

Offering loyalty programs that provide discounts and exclusive offers to repeat customers.



Discounts and Offers

Regularly introducing discounts and special offers to encourage repeat business.



Personalized Service

Providing personalized services tailored to meet the unique needs of each customer, ensuring satisfaction and repeat business.



Operations Plan

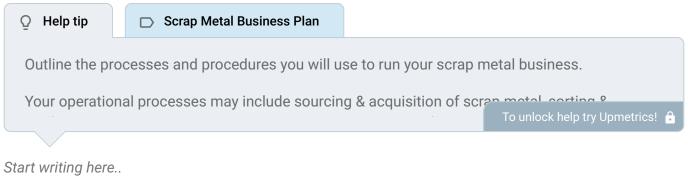
Staffing & Training Operational Process Equipment & Machinery

REMEMBER	When writing the operations plan section, it's important to consider the various aspects of your business operations. To unlock help try Upmetrics!	
Q Help tip	Scrap Metal Business Plan	
To create an effective introduction for your "Operational Plan" chapter, start by emphasizing the pivotal role of efficient operations in the success of your business, underscoring how they directly impact the quality of services delivered.		
Start writing here		

Staffing & Training

Q Help tip	Scrap Metal Business Plan		
Mention your business's staffing requirements, including the number of employees or warehouse personnel needed.			
		To unlock help try Upmetrics! 🔒	
Start writing here			

Operational Process



Equipment & Machinery

Q Help tip

Scrap Metal Business Plan

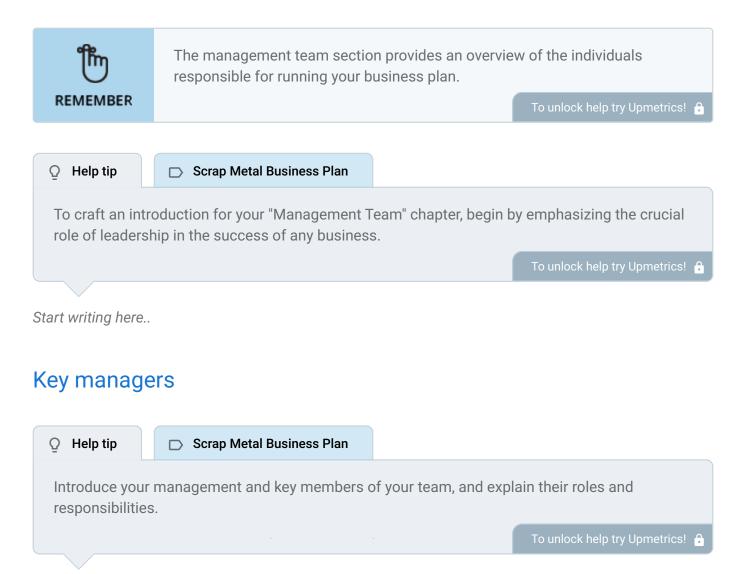
Include the list of equipment and machinery required for scrap metal, such as sorting & grading equipment, scrap metal collection equipment, processing equipment, safety & environmental equipment, etc.

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Management Team

Key managers Organizational structure Compensation plan Advisors/Consultants



Start writing here..



John Doe

Founder and CEO - john.doe@example.com

With over 15 years of experience in the scrap metal industry, John is the visionary behind [Your Scrap Metal Business Name].

He holds a Bachelor's degree in Business Administration and a Master's degree in Environmental Management.



Jane Doe

Chief Operating Officer (COO) - jane.doe@example.com

Jane brings over 10 years of operational excellence to [Your Scrap Metal Business Name]. She holds a Bachelor's degree in Industrial Engineering and an MBA.

Her experience spans various industries, providing her with a versatile approach to operational management.



Alice Brown CMO - alice.brown@example.com

With a keen eye for market trends, Alice is the creative force behind the marketing initiatives at [Your Scrap Metal Business Name].

She has a Bachelor's degree in Marketing and over 8 years of industry experience, providing a solid foundation for strategic marketing planning.



Robert Brown

Operations Manager - robert.brown@example.com

Robert is dedicated to ensuring the smooth operation of all business processes. He has a Bachelor's degree in Operations Management and 10 years of experience in the industry.

His keen attention to detail and process optimization skills are pivotal to the company's success.

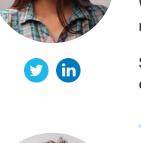


Emily White

Customer Services Manager - emily.white@example.com

Emily is passionate about customer satisfaction and building lasting relationships. She has a Bachelor's degree in Communications and over 6 years of customer service experience.

Her commitment to excellence is reflected in her ability to manage customer relations effectively.





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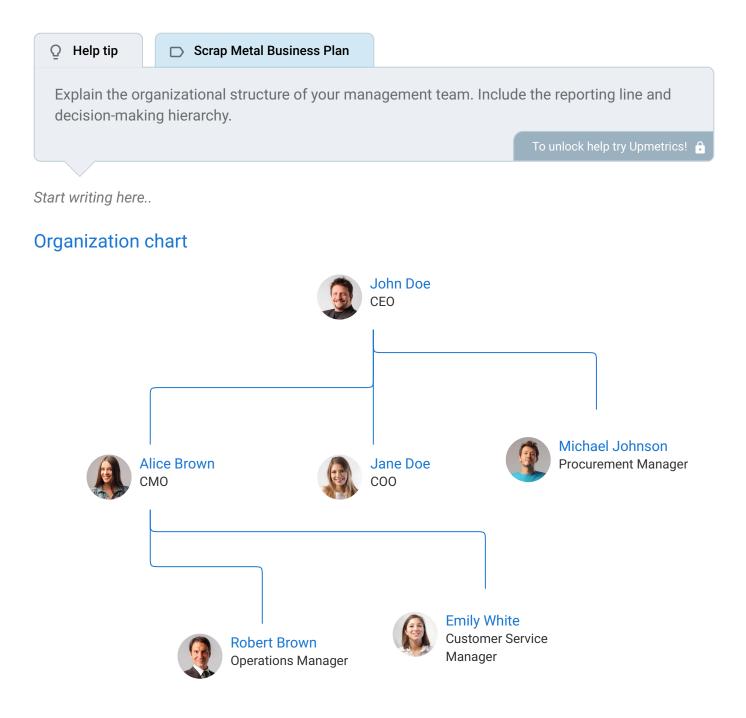
Michael Johnson

Procurement Manager - michael.johnson@example.com

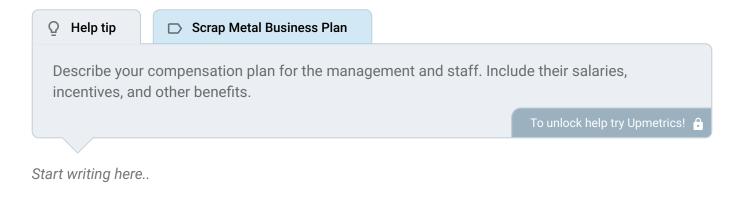
Michael is responsible for sourcing the highest quality scrap metal for [Your Scrap Metal Business Name].

With a Bachelor's degree in Supply Chain Management and over 7 years of experience, he has developed a keen eye for identifying the best suppliers in the industry.

Organizational structure



Compensation plan



Q Help tip

Mentioning advisors or consultants in your business plans adds credibility to your business idea.

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Advisors/Consultants



[ADVISOR NAME]

Advisor

With [X] years of experience in [relevant industry/field], [Advisor's Name] serves as a crucial advisor, providing insights into [specific areas of advice].



[CONSULTANT NAME]

Consultant

As our consultant in [specific field], [Consultant's Name] brings [X] years of experience and plays a vital role in [specific consulting area].



Financial Plan

Profit & loss statement Cash flow statement Balance sheet Break-even Analysis Financing needs

t	When writing the financial plan section of a business plan, it's important to provide a comprehensive overview of your financial projections for the first few years of your business, You may provide the following:				
REMEMBER				To unlock help try Upmetrics! 🔒	
Q Help tip	Scrap Metal Business Plan				
To create an ef success of you	-	ncial Plan" chapter, begi	n by stressing the critical role of a we	ell-structured financial plan in the	
				To unlock help try Upmetrics! 🔒	
Start writing here Q Help tip	Scrap Metal Business Plan				
	ls such as projected revenue, ope s expected net profit or loss.	rational costs, and servi	ce costs in your projected profit and l	oss statement. Make sure to include	
				To unlock help try Upmetrics! 🔒	
Profit & loss statement					
		2024	2025	2026	
Revenue		\$774,892.50	\$1,823,282	\$4,333,835	
Sale of Scrap Metal \$426,987.50 \$1,075,226			\$2,707,608		

	2024	2025	2026
Unit Sales	8,540	21,505	54,152
Unit Price	\$50	\$50	\$50
Recycling Services	\$94,880	\$238,916	\$601,602
Unit Sales	474	1,195	3,008
Unit Price	\$200	\$200	\$200
Metal Processing Fees	\$253,025	\$509,140	\$1,024,625
Unit Sales	506	1,018	2,049
Unit Price	\$500	\$500	\$500

Cost Of Sales	\$171,600	\$176,556	\$181,673.16
General Costs	\$171,600	\$176,556	\$181,673.16
Scrap Metal Acquisition Costs	\$90,000	\$91,980	\$94,005
Metal Purchase Cost	\$72,000	\$73,440	\$74,908.80
Transportation Cost	\$18,000	\$18,540	\$19,096.20
Processing Costs	\$81,600	\$84,576	\$87,668.16
Labor Cost	\$72,000	\$74,880	\$77,875.20

	2024	2025	2026
Equipment Maintenance	\$9,600	\$9,696	\$9,792.96
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$603,292.50	\$1,646,726	\$4,152,161.84
Gross Margin (%)	77.85%	90.32%	95.81%
Operating Expense	\$939,160	\$971,408.40	\$1,004,813.40
Payroll Expense (Indirect Labor)	\$878,760	\$908,984.40	\$940,284.36
Management Team	\$273,000	\$282,594	\$292,546.20
Executive Management	\$202,800	\$208,884	\$215,150.64
Administrative Management	\$70,200	\$73,710	\$77,395.56
Operations Staff	\$360,000	\$370,800	\$381,924
Metal Processing Workers	\$210,000	\$216,300	\$222,789.12
Logistics and Transportation	\$150,000	\$154,500	\$159,134.88

	2024	2025	2026
Sales and Marketing Team	\$245,760	\$255,590.40	\$265,814.16
Sales Executives	\$138,240	\$143,769.60	\$149,520.48
Marketing Specialists	\$107,520	\$111,820.80	\$116,293.68
General Expense	\$60,400	\$62,424	\$64,529.04
Operational Expenses	\$36,000	\$37,080	\$38,199.60
Rent & Utilities	\$24,000	\$24,480	\$24,969.60
Utilities	\$12,000	\$12,600	\$13,230
Marketing & Sales	\$18,000	\$18,840	\$19,719.60
Advertising	\$12,000	\$12,600	\$13,230
Customer Acquisition	\$6,000	\$6,240	\$6,489.60
Administration & Miscellaneous	\$6,400	\$6,504	\$6,609.84
Office Supplies	\$2,400	\$2,424	\$2,448.24
Legal & Professional Fees	\$4,000	\$4,080	\$4,161.60
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0

	2024	2025	2026
EBITDA	(\$335,867.50)	\$675,317.60	\$3,147,348.44
Additional Expense	\$21,854.04	\$19,304.84	\$16,544.04
Long Term Depreciation	\$14,964	\$14,964	\$14,964
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$350,831.50)	\$660,353.60	\$3,132,384.44
Interest Expense	\$6,890.04	\$4,340.83	\$1,580.03
EBT	(\$357,721.54)	\$656,012.76	\$3,130,804.40
Income Tax Expense / Benefit	\$0	\$0	\$0
Total Expense	\$1,132,614.04	\$1,167,269.24	\$1,203,030.60
Net Income	(\$357,721.54)	\$656,012.76	\$3,130,804.40
Net Income (%)	(46.16%)	35.98%	72.24%
Retained Earning Opening	\$0	(\$377,721.54)	\$258,291.22

	2024	2025	2026
Owner's Distribution	\$20,000	\$20,000	\$20,000
Retained Earning Closing	(\$377,721.54)	\$258,291.22	\$3,369,095.62

Ω	Help	tip
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□ Scrap Metal Business Plan

The cash flow for the first few years of your operation should be estimated and described in this section. This may include billing invoices, payment receipts, loan payments, and any other cash flow statements.

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Cash flow statement

	2024	2025	2026
Cash Received	\$774,892.50	\$1,823,282	\$4,333,835
Cash Paid	\$1,117,650.04	\$1,152,305.24	\$1,188,066.60
COS & General Expenses	\$232,000	\$238,980	\$246,202.20
Salary & Wages	\$878,760	\$908,984.40	\$940,284.36
Interest	\$6,890.04	\$4,340.83	\$1,580.03
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0

	2024	2025	2026
Net Cash From Operations	(\$342,757.54)	\$670,976.76	\$3,145,768.40
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$80,000	\$0	\$0
Net Cash From Investments	(\$80,000)	\$0	\$0
Amount Received	\$150,000	\$0	\$0
Loan Received	\$100,000	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$0	\$0
Amount Paid	\$50,713.64	\$53,262.84	\$56,023.50
Loan Capital	\$30,713.64	\$33,262.85	\$36,023.51
Dividends & Distributions	\$20,000	\$20,000	\$20,000
Net Cash From Financing	\$99,286.36	(\$53,262.84)	(\$56,023.50)

	2024	2025	2026
Summary			
Starting Cash	\$0	(\$323,471.18)	\$294,242.74
Cash In	\$924,892.50	\$1,823,282	\$4,333,835
Cash Out	\$1,248,363.68	\$1,205,568.08	\$1,244,090.10
Change in Cash	(\$323,471.18)	\$617,713.92	\$3,089,744.90
Ending Cash	(\$323,471.18)	\$294,242.74	\$3,383,987.64



Scrap Metal Business Plan

Create a projected balance sheet documenting your scrap metal business's assets, liabilities, and equity.

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Balance sheet

	2024	2025	2026
Assets	(\$258,435.18)	\$344,314.74	\$3,419,095.64
Current Assets	(\$323,471.18)	\$294,242.74	\$3,383,987.64

	2024	2025	2026
Cash	(\$323,471.18)	\$294,242.74	\$3,383,987.64
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
Long Term Assets	\$65,036	\$50,072	\$35,108
Gross Long Term Assets	\$80,000	\$80,000	\$80,000
Accumulated Depreciation	(\$14,964)	(\$29,928)	(\$44,892)
Long Term Assets Gross Long Term Assets	\$65,036 \$80,000	\$50,072 \$80,000	

Liabilities & Equity	(\$258,435.18)	\$344,314.73	\$3,419,095.62
Liabilities	\$69,286.36	\$36,023.51	\$0
Current Liabilities	\$33,262.85	\$36,023.51	\$0
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$33,262.85	\$36,023.51	\$0
Long Term Liabilities	\$36,023.51	\$0	\$0
Long Term Debt	\$36,023.51	\$0	\$0

2024	2025	2026
(\$327,721.54)	\$308,291.22	\$3,419,095.62
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$50,000	\$50,000	\$50,000
(\$377,721.54)	\$258,291.22	\$3,369,095.62
\$0	\$0	\$0
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	(\$327,721.54) \$0 \$0 \$0 \$50,000 (\$377,721.54) \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 \$0 \$0 \$1 \$0 \$1 \$0 \$1 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	(\$327,721.54)\$308,291.22\$0\$0\$0\$0\$0\$0\$0\$0\$0\$0\$10\$250,000\$258,291.22

	2024	2025	2026
Starting Revenue	\$0	\$774,892.50	\$2,598,174.50

	2024	2025	2026
Net Revenue	\$774,892.50	\$1,823,282	\$4,333,835
Closing Revenue	\$774,892.50	\$2,598,174.50	\$6,932,009.50
Starting Expense	\$0	\$1,132,614.04	\$2,299,883.28
Net Expense	\$1,132,614.04	\$1,167,269.24	\$1,203,030.60
Closing Expense	\$1,132,614.04	\$2,299,883.28	\$3,502,913.88
Is Break Even?	Νο	Yes	Yes
Break Even Month	0	Oct '25	0
Days Required	0	7 Days	0
Break Even Revenue	\$1,132,614.04	\$2,030,643.03	\$0
Sale of Scrap Metal	\$0	\$1,160,947.30	\$0
Recycling Services	\$0	\$257,968.07	\$0
Metal Processing Fees	\$0	\$611,727.67	\$0
Break Even Units			
Sale of Scrap Metal	0	23,219	0

	2024	2025	2026
Recycling Services	0	1,290	0
Metal Processing Fees	0	1,223	0

Financing needs

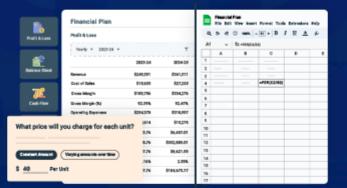
Calculate costs assoc operate your business	÷ .) metal business, and es	timate your financing	; needs and how mu	uch capital you need to raise to
		-			To unlock help try Upmetrics! 🔒

Start writing here..

Upmetrics vs Financial Spreadsheets

Spreadsheets can be a powerful tool for preparing complex financial reports and forecasts. However, using them can be quite time-consuming, intimidating, and frustrating.

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Upmetrics could be your way out of boring & clumsy spreadsheets. Simply enter the numbers, and get accurate and easy-to-understand financial reports made in minutes - no more remembering complex formulas or fussing in the spreadsheet.

Start your planning today



Appendix



When writing the appendix section, you should include any additional information that supports the main content of your plan. This may include financial statements, market research data, legal do

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Creating a stunning and investment-ready plan requires no writing, graphic designing, or financial planning expertise.

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