

X-MET8000 Expert



OBJECTIVES

- | Build trust with suppliers
- | Improve bottom line

RESULTS

- | Increased productivity
- | More negotiation power

When discovering the value of scrap metal means more profit

MD Metal Trading in Thailand used to inspect non-ferrous scrap metal and second-hand steel structures through trial and error either by cutting, grinding or melting in order to meet smelter standards. However, as technology has advanced, so have the types of metal being manufactured which has made verification more difficult. MD Metal Trading wanted to create a culture of collaboration and trust with its suppliers when it comes to metal grades, and also improve its bottom line. Thanks to the purchase of Hitachi High-Tech's handheld X-MET8000 Expert analyser, MD Metal Trading team's price negotiations with suppliers and the addition of new metal types to its existing metal categories has become easier.

MD Metal Trading was established in 2015 by a group of founders with over 20 years' experience working with ferrous scrap. Their core business is trading non-ferrous scrap, copper and aluminium, and second-hand steel structures to smelter and factory owners domestically and internationally. The company wanted to buy an analyser that would help with metal identification so when suppliers questioned MD Metal Trading's judgement on the grade of metal they're selling, it wouldn't be just based on appearance and characteristics. Also, it helps them to accurately ensure metal grades meet international standards.

“ If you're in the metals industry, the X-MET8000 Expert is a must have analyser. It will be your best friend when you need it as well as your teacher along the way. ”

DAILY EFFICIENCY GAINS

By buying an X-MET8000 Expert, the team wanted an analyser that would allow them to use it for metal identification in a factory, used throughout the working day to inspect all metal coming in and out that they would then take to be recycled. Equally, they needed it to be used for metal identification on-site, for inspections at metal auctions and factory stock clearance.

If for some reason the quality inspector can't classify the grade using the X-MET8000, the factory manager will ask for a report using the data from the X-MET8000 Expert to be sent to the smelter to identify the metal grade.

HELPING TO MAKE MORE PROFIT

The main advantage that MD Metal Trading has experienced is the mobility of the X-MET8000 Expert. It's lightweight at 1.5kg and splash and water proof (IP54), which means that the team can make use of it anywhere, especially on-site, in a scrap yard at a smelter factory. The X-MET has increased productivity significantly since the team are able to identify the grade and price in seconds. Most importantly they can instantly send result to their buyers as well as the smelter via smartphone thanks to ExTOPE Connect, X-MET's data management and storage solution.

Natthapat Terasarun, Marketing Manager at MD Metal Trading, commented, "Using the X-MET8000 Expert has increased our confidence in identifying metal grades. As we use the X-MET in our daily operations, little by little we learn how to select suitable methods and applications with various types of metal. This helps our team to come up with the best possible grade in accordance with international standards thanks to the grade database installed on the X-MET. As the X-MET8000 Expert has a small-spot collimator, we can even test metal as small as 1mm diameter."

The team also find that the X-MET8000 Expert can clearly address chemical composition of metal, sorting the composition in ascending order, and the metal grade coverage with optional Grade database software is astounding with over 340,000 records. The results from the X-MET have also helped the team to negotiate on selling price where the price is based on the elemental composition of the metal.

Natthapat Terasarun, concludes, "It makes all issues of uncertainty go away and gives you the confidence when it comes to the metal grade. With the help of X-MET8000 Expert, we can identify and prove the elemental composition of the metal sample. Using the results and knowledge we have, we can then bargain about the selling price and ultimately increase the profit gap of our company."



If you'd like to see the X-MET8000 Expert in action visit www.hitachi-hightech.com/hha or book a demo.

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X-MET8000 RANGE

Our range of handheld XRF analysers, the X-MET8000 series, delivers the speed and performance required even in the most demanding applications. Suitable for all analysis needs from scrap metal analysis, precious metals and jewellery analysis to positive material identification (PMI) for inspection and manufacturing applications, and regulatory compliance screening.

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