



A Road Machinery & Supplies Co.

# ROAD SIGNS



**Scrap Processors Inc.**  
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# HMB

Herman M. Brown Co.

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## Long-Time Herman M. Brown Customer has Unique Scrap Processing Company

**A**fter nearly 50 years of processing scrap metal, officials at Scrap Processors Inc., Des Moines, Iowa, are convinced that the Komatsu equipment purchased from the Herman M. Brown Co. is the only way to go to handle the materials in the company's three scrap yards.

obtained from a mix of industrial accounts and from individuals.

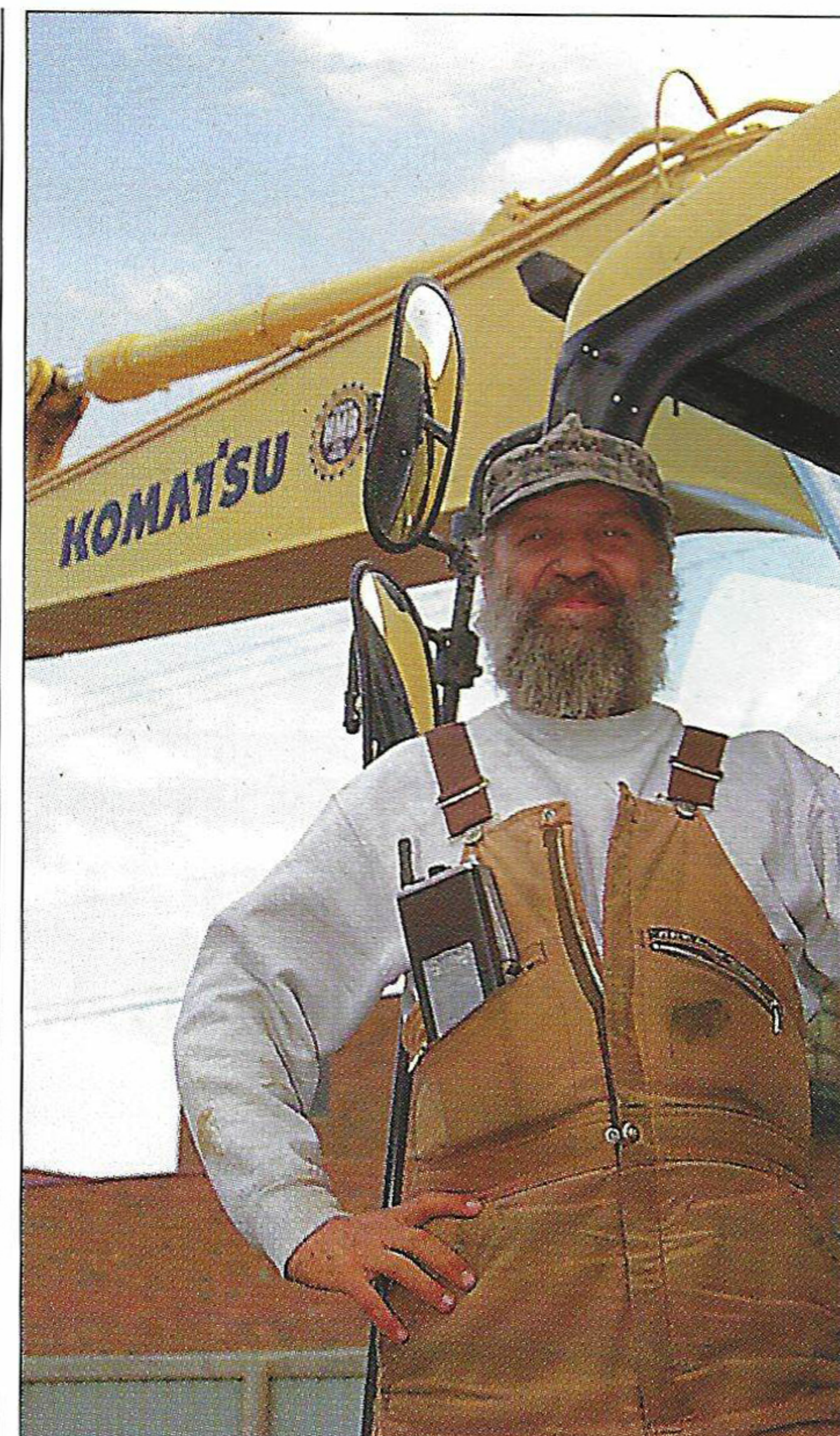
As the company grew, the Webster City operation expanded in size. Then, in 1976, Silverstein opened a scrap processing facility in Mason City, Iowa. Changes in the company's operations continued with the purchase of

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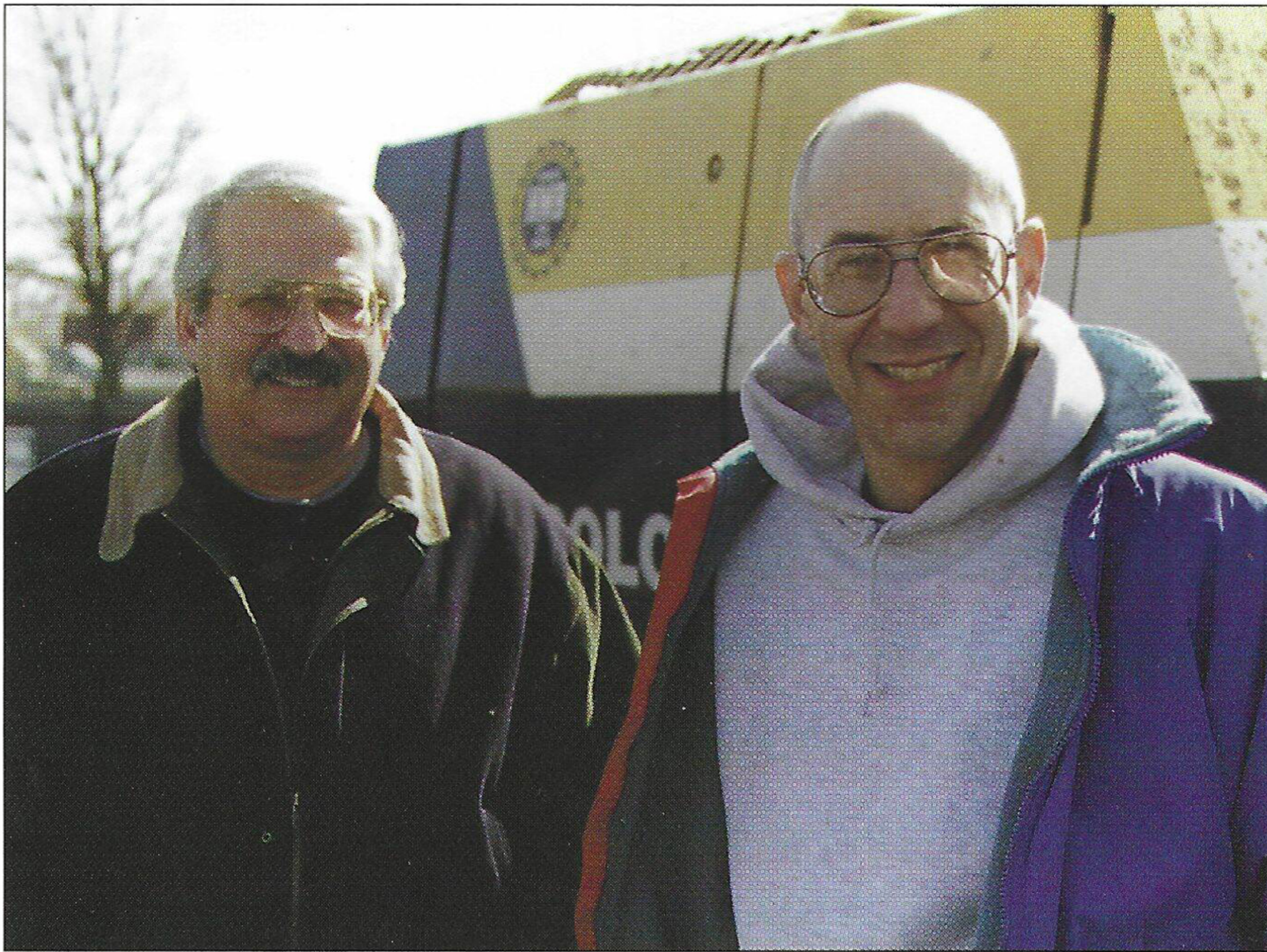
Starting out as Webster City Iron & Metal in 1948, the company was founded by Mike Silverstein, father of present owner and chief executive officer Ben Silverstein. The company buys and sells scrap ferrous and non-ferrous materials

Rosenfeld Iron and Metal at Des Moines in 1984 in order to establish a facility in that city.

Because each of the facilities was operating under a different name, Silverstein, in order to create a unified



***Kevin Bige, Webster City yard supervisor, finds his Komatsu excavator “operator friendly and the seats are so comfortable it’s like sitting in a Lincoln Continental.”***



*left to right: Ben Silverstein, Chief Executive Officer and Mark Goltz, President of Scrap Processors Inc.*

presence, consolidated the units under the corporate name of Scrap Processors Inc. in 1988.

"Once the scrap material comes in," says Ben Silverstein, "then we determine what the needs of the steel mills are. We prepare the material going out according to their specifications. If they require that it be cut into certain lengths, then we use one of our shears, either a hydraulic shear or a fixed shear, operated from one of our Komatsu excavators, or we cut it by torch, then bail it. Whatever the mill's requirements are, we do it. Once the material is processed, the majority of it is shipped by rail."

Silverstein's company began its partnership with Herman M. Brown during the early 1950s, purchasing other excavator lines as well as attachments. "Over the years, even though Brown's growth increased, they have still maintained that same small-company attitude," Ben Silverstein remarked. "They have some great people who are able to get your problems resolved for you."

Doug Rhodes is the Herman M. Brown sales representative who works

with Scrap Processors Inc. He gets high marks from Silverstein who states, "We get along just fine with Doug. I'd say overall our relationship with Herman M. Brown is very, very good. It's worked out well for us. It's good equipment and they've backed it up

with the service. "

After the Komatsu excavators were introduced to the marketplace, Scrap Processors bought its first one, a PC 180, which is still in use at one of the company's yards. Not long after that, a used 1989 PC 220 was purchased.



*Komatsu Avance PC220LC sorts scrap with its attached magnet.*

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*Scrap Processors Inc. has purchased a total of six Komatsu excavators from Herman M. Brown Co.*

That was the start of a continuing relationship with the Komatsu machines. "Then we started buying the new PC 200s, and have four of those to date," Silverstein said.

Scrap Processors Inc. purchased a Komatsu PC 200LC Series-6 Avance excavator in December and another this past January. "In total, we have six Komatsu excavators, all with magnets — two in Des Moines, two in Webster City and two in Mason City," the CEO counted.

He's found that with those machines, maintenance costs have decreased as much as 80 percent. "We can track that fairly easily," Silverstein reiterated, "because when we get our bills at the end of the month, we find that our maintenance costs have dropped dramatically."

The company handles most of its minor maintenance, but in the event of something major, service personnel from Herman M. Brown are quick to take care of the problem.

Webster City yard supervisor Kevin Bige is sold on the Komatsu machines. He operated the Koehring's and finds the new hydraulic-operated Komatsu excavators to be far superior for comfort and maneuverability. He says. "They're twice as fast, are operator-friendly and easy to maintain. I haven't put a wrench on that machine," he said pointing to the one he uses. "Grease it once a week and change the oil every 100 hours, and it's fine. I love that," he beamed.

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*Komatsu PC200 hard at work.*