



AMCS Case Study

KARLE RECYCLING GmbH, Germany

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As a long-time user of AMCS/Recy, Karle Recycling is putting the system to good use every day to improve operational efficiency and optimize the business processes.

A brief overview of Karle Recycling

Karle Recycling is a medium-sized group of waste disposal companies with over 200 employees. Although Karle Recycling provides a complete range of disposal services from electronics and electrical scrap to paper, the primary focus of the parent organization is still the recycling of scrap metal. For Karle Recycling, modern recycling is the future and an important way to deliver environmental sustainability. It is also a far cry from the simple scrapyards business of the past. The state-of-the-art recycling company has been serving Stuttgart and the surrounding area since 1948.

Karl Recycling is a modern, certified company specialized in the disposal, recycling, and treatment of secondary raw materials. The company converts scrap and construction waste into reusable materials with modern equipment, expert knowledge, and true reliability.

As a long-time AMCS customer using nearly the entire AMCS/Recy portfolio of solutions, Stefan Karle, third-generation CEO at Karle Recycling, and their Head of Customer Services Bastian Lauer, spoke with us about their experience with the software in their recycling operations



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Staying competitive with digitalization

As Stefan Karle explains, "There is never only one problem in our everyday lives, but rather many problems that need to be solved. From checking the creditworthiness of customers, the logistical challenges, checking incoming goods, and the whole commercial process behind it. Thanks to AMCS/Recy's solution we have a toolbox with which we can tackle all these problems."

Karle Recycling has grown into a very broad-based company since 1948, and the demands they place on stock inventory management have grown significantly. The waste and recycling business is changing as well. They are now starting to see electric vehicles reaching the end of their lifecycle and a big change in how vehicles are dismantled and recycled because of the electrification of the drivetrain. "We have been using the solution from AMCS/Recy for 30 years now. We have repeatedly asked ourselves whether this is still the right solution for us because our company has changed so much." In the end, the decision still continues to be for the AMCS/Recy solution, a system that is built for innovation.

It has to be fast. It must be efficient, and it must be competitive. You can only implement all these things if you have a fast, reliable, and efficient ERP system. – Bastian Lauer, Head of Customer Services

According to Bastian Lauer, before AMCS/Recy was implemented, the operational processes at Karle Recycling 30 years ago were very different. Back then, they used a manual scale and created weigh tickets and settlements with a typewriter and pencil and paper. Now those things are all done digitally. "It has to be fast. It must be efficient, and it must be competitive," he says.

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Mobile solutions for the idiosyncrasies of the recycling business

"You can only implement all these things if you have a fast, reliable, and efficient ERP system," Lauer continues. It starts with scheduling the logistics services every day at all three of the group's companies. The system offers fully automated and integrated transport. Connected tablets in the company trucks mean routing (and avoiding traffic jams) is more efficient and new orders can be sent directly to the drivers. Weighing and invoicing are all connected. Karle Recycling also has a lot of mobile applications connected to make mobile reporting and daily data collection easier.

The recycling business has its own set of idiosyncrasies that you won't find in a standard production plant. The materials traded include hazardous waste and there are a lot of trucks operating in the yard, so there is a need for photos from every angle. Karle Recycling has invested in license plate recognition cameras, in scanners for ID cards, and in connecting their video systems to the software. "We use mobile grading – the versatility of it in our day-to-day tasks is very well presented in this solution. And if a functionality does not yet exist, we develop it together with AMCS," he says.

The main advantage of AMCS/Recy, according to Lauer, is the complete compatibility with all systems. They currently have three companies integrated into the AMCS/Recy system, working with the same customers and the same types of waste. The system allows them to map the different companies within the Karle Group into the same ERP system.

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Another way Karle Recycling has optimized the integration is in their processes. One of the strengths of the system is its industry-specific, process-driven platform. "We can depict all themes that are related to our daily lives or activities in this system, from the customer inquiry to the financial accounting for the trucks. That means all company specifics and all process specifics are in one system. In this respect, we are very, very happy and grateful that there are industry-specific solutions that do justice to our specific needs," says Lauer.

Tracking process optimisation to get results

There are two specific KPIs that the company tracks using the AMCS/Recy system as their leading indicators. The first is the weekly number of tonnages in incoming goods. The second is the number of weighings per week. By looking at the trends each week, they can pinpoint where they are in the business cycle, or gauge how customers are reacting to price changes, for example. For Karle Recycling, these two KPIs are the most critical indicators for the business.

Real-time, intelligent optimization is extremely important for Karle Recycling. The fully integrated view into how the business is functioning allows them to continuously improve their processes, doing things faster and making fewer mistakes. Studying the efficiency of how the company works is something Karle Recycling now does on a daily basis, mapping out the process improvements they would like to see.

"We have been using license plate recognition on our scales for a few years now. It helps us to significantly reduce our processes and our weighing times. We can complete a weighing within a few seconds, often less than 30 seconds. This helps us, it helps our customers, but also our turnaround times here on-site," says Lauer. For Karle Recycling, this is just one example that proves how process optimization is always worth striving for.

Growing stronger together with the right solutions

The AMCS commitment to customer success through partnership has also been a factor in Karle Recycling's decision to continue using the software for so long. According to Lauer, AMCS is a true partner to their company. "The [AMCS/Recy] solution is the heart of our operations and important for us. We are improving all our processes with this solution," he adds. They are very satisfied with how the AMCS/Recy solution helps them optimize the business or they would not still be using it after 30 years, Lauer admits. Of course, there is always more room for improvement, or as Lauer puts it, "Our task together with AMCS Recy is to continuously develop the program."

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– Stefan Karle, CEO Karle Recycling

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