



AMCS Case Study

KAATSCH RECYCLING

Germany

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At Kaatsch Recycling, there are many complex processes that all come together at once. The AMCS/ Recy end-to-end solution helps them manage that complexity more effectively

A brief overview of KAATSCH Recycling

For more than 70 years, the family-run Kaatsch Group has been committed to taking a proactive approach to the unique challenges of the waste disposal and recycling industry. Kaatsch currently operates six recycling companies with 200 employees and an annual turnover of around 160 million euros. As a business with strong regional ties and a large global network of buyers, they pride themselves on maintaining personal relationships with their customers while delivering safe, efficient, and sustainably forward-thinking solutions throughout the entire recycling process. That ability to look ahead and proactively and innovatively shape sustainable solutions in the recycling sector is something Ralph Wager, CEO of Kaatsch Recycling, is especially proud of. In fact, recent studies showed that what Kaatsch does daily generates a savings of about 1.1 million tons of CO2 annually.

The key to long-lasting success is getting the right information quickly

Kaatsch is a recycling company pur sang. That includes handling >350,000 tons of steel scrap annually to be reused for producing new steel. It also includes attending to increasingly stringent environmental regulations, as well as digitising all of this as much as possible for optimum efficiency and exceptional service.

At Kaatsch, they understand that having an excellent network and access to the right information and expertise are the keys to longlasting success and creating the best possible recycling solutions. That access to the right information also applies to their internal processes and technology. Wager sat down with us for an interview recently to talk about how our AMCS/Recy provides the necessary information and important insights to help him and his team manage the complexities of the business and reduce business and operational risk.

As Wager explained, "Looking back, I think the biggest challenge before we worked with AMCS/Recy was this: we had everything in an analogue format. We used to have real order books." Showing us one of his father's original order books, he continued, "It says which customer gets what price for which material on which day. There was another book for route planning, for logistics. Everything was communicated one-to-one, to customers, to suppliers and to drivers. Of course, that would be unthinkable now. Today, digitalisation means simply being fast, getting to the point, having information where it is needed and managing it optimally within the best possible processes. And we can do that today, for the benefit of our customers."

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This means that the operation can be displayed in 360 degrees.

– Ralph Wager, CEO



[Watch video interview with Kaatsch Recycling](#)

Handling the complexities of the fastchanging recycling industry

"Recycling is not extraordinarily complex, but nonetheless, there are many complex processes that come together and have to be managed. We do not have only a procurement side and a sales side. We have a production side, too. These days we also control the logistics within the company. For this purpose, it is very important to have software such as we now have with AMCS/Recy, which simply offers the complete package. This means that the operation can be displayed in 360 degrees. It gives me, as managing director, and the persons responsible for individual areas the security of knowing what is going on in the company at any given moment," says Wager.

Using AMCS/Recy software, Kaatsch has been able to gain relevant insights into why certain processes happen the way they do and to visualise how they could be improved. One thing that makes the recycling process quite challenging is the fact that scrap is not a unified product. The materials that Kaatsch processes change constantly and prices often fluctuate from one day to the next. That is a risk they must continuously manage. "When I talk to people outside of our industry today, they sometimes have very surprised looks on their faces, wondering how we can even handle that," says Wager.

In the recycling business, there are very specific processes that need to be presented in any software solution. The competitive advantage, scalability, process optimisation and added value for the customer are the main reasons Kaatsch continues to invest in digitalization. Relying on the market leader, a global solutions provider in the waste and recycling space who can do all of this and keep everything up to date, is a smart approach, according to Wager.

Mapping all the facets into one system

Thriving in the recycling market today is more a question of the fast fish eating the slow fish than the big fish eating the little ones, Wager argues. Being fast enough demands an efficient and effective operation with the right software behind it to help make that happen. He expects that digitalization and digital processes will provide even more distinct competitive advantages in the future, because it is the best way to get the kind of intelligence for driving top-line growth that is simply impossible to keep track of in your head.

"I cannot imagine how we would be capable of handling all this today if we did not have the whole contract management, contract administration, our position management, the risks, monthly price adjustments. And that is really only possible if you can map all facets of the metal trade in one system. AMCS/Recy is doing this better and better," according to Wager.

Kaatsch's Procurement Manager Cristiano Miranda also tells us, "We use the software solutions from AMCS/Recy not only in the office, but also in our yard, where the material is assessed at goods reception using iGrading. We always know what kind of material it is, and we can also make any corresponding complaints. Also, the camera system takes photos from the front, back and top during the weighing process. That means that I can prove to my customers that the truck was weighed properly. I can also trace which material was in the truck, whether the capacity utilisation was correct and whether the quality was accurate. This is all information that is very important to us as scrap dealers."

"Recycling is the future and for that you need a good software partner. That is why we want to give you two thumbs up. Keep up the good work!"

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- Cristiano Miranda, Procurement Manager

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