

# DOLLARS AND SENSE INDUSTRIAL SCRAP

**86-YEAR-OLD UTAH METAL WORKS SETS THE STANDARD FOR EFFICIENT METAL RECYCLING**



**D**on Lewon's grandparents were Russian Jews who immigrated to the United States in the early 1900s. Their journey ended in Montana, where they joined relatives who had immigrated earlier and got into the scrap business. Lewon's father, Harry, moved from Montana to Salt Lake City in 1950 to join Hymie Goldman, who had founded Utah Metal Works back in 1928.

For three generations, the Lewon family has pioneered and developed ways to be a leader in efficient, environmentally conscious metal recycling.

"We're probably 70-percent industrial base and 30-percent public, as far as where our product comes from," says Chris Lewon, company co-vice president along with his brother, Mark. "And believe me, manufacturers looking at places to locate a new facility certainly do factor in the availability of a strong buyer of their scrap metals. And those already here closely calculate anticipated income from our buying their scrap into their operating budget.

"At the same time, we receive and pay cash for whatever anyone might bring us — from

bags of aluminum cans to trailers filled with junk auto parts. We enthusiastically take whatever caliber of materials that anyone in Salt Lake City might want to bring in."

## **AGGRESSIVE MANAGEMENT; COMPLEX PROCESSING**

The company continues to seek out ways to serve industrial customers through traditional services such as roll-off bins and regular pickup, as well as prompt payment. But they also provide the best prices paid,

thanks to sophisticated content analysis and sorting of products, and engage in aggressive sales of their metals products to national and international buyers.

“We move a tremendous amount of our product in piggybacked containers,” says Lewon. “Salt Lake City is a huge hub for rail traffic. And we can be quite competitive in shipping to either the East or West Coast and from the California ports, to eager buyers in Korea and China.”

The company doesn't just serve the Utah manufacturing base. It aggressively bids large-lot non-ferrous metals like aluminum, insulated copper wire, stainless, and nickel alloy products. “We've perfected our wire chopping, and many demolition contractors have found us a great resource for receiving, processing, and selling their metals.”

## KAWASAKI COMPACTS

“We have a package of Kawasaki loaders equipped with grapple buckets, solid tires, and open cabs,” notes Lewon. “They range from the 42 Series compacts through the 60 Series. And, we've had very good success with them.”

The company had tried a variety of compact loaders in the past. Their first was simply not brawny enough. “This is an abusive industry for equipment, and you need to have something with ‘umph.’”

The next brand was solid in its construction, but never made updates. “That's when our dealer for many other brands of equipment, Rasmussen, suggested we try the Kawasaki



**The compact Kawasaki loaders complement their larger equipment for higher productivity.**



**Utah Metal Works is very demanding in their use of compact loaders.**

smaller-sized loaders and the compacts, which had recently been introduced. I felt that for larger loaders, Kawasaki is second to none. So, trying a smaller version was appealing.”

The first Kawasaki loader they bought was the 60ZV-2 loader — a 2.5 cu. yd. loader with 122 hp and an operating weight of 19,975 lbs.

“We thought our 60 Series was going to be a little too big for us, based on past experiences. But we were surprised. We found it truly great for some parts of our operation, and we quickly noticed that our operators insisted on running it instead of the other loaders we continued to own.”

One by one, each of the remaining loaders got replaced by a new Kawasaki compact loader. The last one they purchased was a 42ZV-2 compact loader — the smallest Kawasaki currently offers.

“In the overall scheme of our operation, we use multiple Sennebogen machines for moving much of our material. And we use the smaller Kawasaki loaders to sort, charge our various hoppers, and to unload and load materials from trailers, containers, and bins. Our new 42 Series assures us uncompromised work in all possible restricted-height trailers.”

The company has experienced a nearly 30-year relationship with their Kawasaki dealer, Rasmussen Equipment of Salt Lake City. “We began servicing quite a few of their older machines of multiple brands,” says Greg Lister, Account Manager for Rasmussen. “And, that progressed into our selling and servicing many, many pieces of new machinery. I personally have had the privilege of working with the Lewon family for over 20 years.”

**Utah Metal Works is served by Rasmussen Equipment, Inc., Salt Lake City, Utah.**

