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Daniel Savin
President
Howard Metals & Production
456 Francis Dr, Suite 800
Chicago, IL 60654

Dear Mr. Savin:

Are you getting the best price for your scrap by-products? The average manufacturer uses only 80 percent of the raw material it buys and the remaining 20 percent in scrap might be worth a lot more than you think. A number of leading industry trade journals and associations have recently documented how many manufacturers are failing to maximize sales returns on their scrap, losing thousands, and sometimes millions, of dollars in unrealized revenue as a result.

My name is Albert Cozzi, and my firm, Cozzi Consulting Group, is a full-service sales and management consulting firm that specializes in the marketing of scrap metal, paper and plastic. Founded and managed by the Cozzi family, one of the most successful and trusted names in the scrap business, Cozzi Consulting Group helps manufacturers, demolition contractors, scrap companies and other generators of scrap products maximize the value and revenue generated from their recyclables stream.

For more than XX years I ran two of the largest scrap processing firms in the Midwest and the world as the former CEO of Cozzi Iron & Metal and Metal Management, Inc. During this time, my team and I developed a wide variety of market-tested sales models and international connections that we are now using to help scrap producers guarantee the best price returns on their scrap. Cozzi Consulting Group can also conduct custom analysis of environmental compliance, production, storage, transportation and financial processes that can save as well as make you additional revenue.

At your convenience, I would like to arrange a meeting with you to let you know more about Cozzi Consulting Group and how we can help you generate more revenue from your scrap. You can also find out more about us by visiting our web site at www.cozziconsultinggroup.com.

Sincerely,

Albert A. Cozzi
Partner, Cozzi Consulting Group



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