

Webinar: The advantages of the metal trading platform Econoxx.com

Minimum order quantities, project failures, quality issues, changes in product design or simply production requirements from the end product regularly lead to excess, leftover and 2nd choice stocks of stainless steels, nickel and titanium alloys in the value chain. It makes sense to offer these stocks, which are estimated to be worth €2 billion in Europe, back to the procurement market before they are orphaned in storage or consigned to scrap. There is a market between scrap and 1st choice standard products.

Econoxx.com has been offering market participants a solution to this ecological and economic challenge since 2016 in the form of a metal trading platform. The materials in question can usually be offered at a low price, as they have usually already been included in the calculation of the end product or have had to be written off for other reasons, such as quality defects. The combination of usually expensive materials and a low price makes the logistical effort calculable and the offer attractive. Internationally, the supply of these stocks typically tends to be concentrated in developed, more stagnant markets, while demand builds in emerging markets. Ideal for an online trading venue.

One man's problem is another man's solution. The metal trading platform provides the "match". Econoxx.com offers a wide range of support to help customers maximise revenues from the sale of surplus stock, scrap and leftovers and reduce capital lockup. They can ask us questions in the chat at any time, and in myEconoxx.com they can store their favourites, call up the history and set up "alerts". Transparent trading positions, online negotiations and simple ordering processes make the platform an experience. In individual cases, we also take over the management of leftover and liquidation stocks. With the Hempel network in the background, market participants can rely on the quality standards and knowledge of an internationally established distributor in high-performance materials. If, despite everything, no buyer can be found for the leftovers, Econoxx.com has recently also started offering scrap trading to all market participants. So there is always a buyer for your scraps!

In our webinar, after the online presentation, our customer advisors, led by Mr. André Hempel, will be available to answer your questions. The events will take place in May and June on various dates.

Interested to see how it works! Get in touch via the contact form or directly with Mr. Wido Glombitza (wido.glombitza@hempel-metals.com).