HIDDEN COSTS OF MANUAL OPERATIONS

5 Hidden Costs of Manual Scrap Brokerage

WHAT SPREADSHEETS AND LEGACY SYSTEMS ARE REALLY COSTING YOUR BROKERAGE BUSINESS

Think you're saving money by sticking with Excel and outdated systems? The reality is that manual processes quietly erode your margins, slow down deals, and frustrate your team. These hidden costs don't always show up on the balance sheet, but they are absolutely draining profitability and scalability.

Here are the five most common hidden costs every brokerage should be watching for:

01

Double (or Triple) Data Entry

When every trade detail needs to be re-entered multiple times — from an email into a spreadsheet, from that spreadsheet into QuickBooks, and then again into an invoice — your team is wasting time and opening the door for errors. Deals are slowed down by duplication of effort, and the financial data rarely matches reality. The true cost is more than wasted labor. It is the misaligned numbers, constant corrections, and delayed visibility into whether a deal is actually profitable.

02

Margin Guesswork

One of the biggest pitfalls for brokers is not having a clear picture of margins in real time. Buy prices and sell prices get tracked in separate spreadsheets, making it difficult to see where profitability really stands. You often don't know whether a deal made or lost money until weeks or even months later. By then, it's too late to course correct. This lack of clarity leaves money on the table and prevents you from making confident, profitable trading decisions.

03

Slow Deal Settlements and Payments

Settlement should be straightforward, but in a manual world it rarely is. Reconciling weights, grades, and prices between buyer and seller contracts takes hours of back-and-forth. Discrepancies cause disputes, invoicing gets delayed, and cash flow suffers. Instead of focusing on new deals, your team is stuck in the weeds trying to chase down information, resolve conflicts, and get invoices out the door. The result is sluggish payments, frustrated partners, and unnecessary financial strain.

04

No Real-Time Pipeline Visibility

Every broker wants to know: What deals are open? What shipments are pending? What cash is coming in next week? Unfortunately, if that information lives in five different places — emails, spreadsheets, QuickBooks, and people's heads — you don't actually have a reliable pipeline view. The lack of real-time visibility means you are making decisions blind, missing opportunities, and second-guessing whether you have the capacity to take on more volume. Without a clear pipeline, scaling the business becomes guesswork instead of strategy.

05

Compliance and Audit Risks

Documentation is the backbone of trust and compliance in brokerage. Yet, in most manual setups, contracts, settlements, and supporting paperwork are scattered across emails, file folders, and spreadsheets. When an audit comes, or when a regulator asks for proof of compliance, pulling together the required information is a nightmare. The risk of fines, failed audits, and sleepless nights recreating deal histories is real. This isn't just an operational headache — it's a threat to the credibility and stability of the business.

THE FIX

Loop ERP

Loop ERP was built specifically for the scrap brokerage business. It eliminates manual processes by automating trading operations end-to-end. Brokers gain accurate margin tracking, real-time insights, and seamless integration of contracts, settlements, and financials. Instead of wasting time fighting spreadsheets, you get clarity and control over every deal. The result is fewer hidden costs, stronger relationships with trading partners, and the ability to scale your brokerage with confidence.

Stop losing money to inefficiencies.

Start growing your brokerage with intelligent automation.

Book a demo and learn more at looperp.ai