LOOP ERP

WHITE PAPER · OPERATIONS

When Brokerages Grow, QuickBooks Gets in the Way

Scrap brokerage is fast-moving, detail-driven, and margin-sensitive. This white paper examines why QuickBooks holds growing brokerage firms back—and how Loop ERP closes the loop.

SECTION 1

Why scrap brokerage firms need an industry-focused ERP

In the world of scrap brokerage, growth doesn't happen in a straight line. You're handling a higher volume of trades, juggling a wider network of suppliers and customers, negotiating complex contracts, and managing increasingly volatile commodity markets. And if you're still running on QuickBooks, chances are you've already hit the ceiling.

QuickBooks was never designed for commodity brokerage complexity. As your firm scales, you may have patched gaps with spreadsheets, email, custom trackers, or even bolt-on CRMs. But the result is always the same: disconnected systems, manual re-entry, and wasted hours trying to make it all work together.

This is where Loop ERP changes the game.

SECTION 2

QuickBooks was built for simplicity—not scrap brokerage

QuickBooks is great for basic accounting, but it wasn't built for firms that need real-time margin tracking, automated settlement, and compliance-ready documentation across every trade.

In a brokerage, that means constantly re-entering data from deal sheets into QuickBooks, reconciling spreadsheets, and chasing down errors. The inefficiency slows your deals, hides your true margins, and creates costly blind spots.

WHAT BROKERAGE FIRMS NEED:

- Real-time margin tracking on every trade
- Automated settlement between buys and sells
- Dynamic pricing tied to commodity markets
- Netting of AP/AR across counterparties
- Pipeline visibility across open and pending deals
- Consolidated reporting across multiple entities
- Compliance-ready documentation trails

SECTION 3

The cost of running disconnected systems

Many brokers try to “Frankenstein” their operations with QuickBooks + spreadsheets + deal trackers + manual reconciliations. The result:

No single source of truth

Numbers live in five different places. You can’t trust them.

Duplicate data entry

Every contract and invoice is touched multiple times.

Delayed decision-making

By the time you know if a trade was profitable, it’s already closed.

High error rates

Discrepancies between buy and sell agreements slip through the cracks.

Scalability problems

Every new trading partner or higher volume adds complexity the system can’t handle.

Key takeaway—Loop ERP eliminates the patchwork by unifying your brokerage workflow on one platform.

SECTION 4

Where Loop ERP excels

Real-time margin control

THE PAIN

QuickBooks only tells you margins after reconciliation. You're trading blind in real time.

THE FIX WITH LOOP ERP

Deal-level profitability updates instantly as buys and sells are logged. Margins are tracked live, helping you trade with confidence.

Automated settlements

THE PAIN

Reconciling weights, grades, and terms between buyer and seller contracts requires hours of manual effort.

THE FIX WITH LOOP ERP

Settlements flow automatically from contract to invoice, with discrepancies flagged in real time. Cash moves faster, and disputes are reduced.

SECTION 5

Where Loop ERP excels, continued

Netting across counterparties

THE PAIN

Brokers manually match AR and AP balances, cutting multiple checks or payments for the same counterparty.

THE FIX WITH LOOP ERP

Automated netting offsets receivables against payables instantly, reducing payment volume and reconciliation work.

Pipeline visibility

THE PAIN

Open trades, pending settlements, and cash flow exposure are hidden across spreadsheets and inboxes.

THE FIX WITH LOOP ERP

A single dashboard shows every open position, upcoming settlement, and expected cash flow, in real time.

SECTION 6

Where Loop ERP excels, continued

Compliance and documentation

THE PAIN

Contracts, invoices, and supporting documents live in email threads and shared drives, creating risk during audits.

THE FIX WITH LOOP ERP

Every trade has a complete, auditable trail—from contract to settlement—stored in one system.

Scalable, modular design

THE PAIN

Growing firms pile on tools—spreadsheets, CRMs, custom apps—that don't integrate with QuickBooks.

THE FIX WITH LOOP ERP

Add counterparties, new commodities, or entire trading desks without adding complexity. Loop ERP grows with you.

SECTION 7

A platform, not a patch

Loop ERP isn't another add-on or bolt-on. It's a purpose-built platform that connects your front-end brokerage operations with your back-end financials in one unified system.

WITH LOOP ERP, YOU GAIN:

- A single view of your trading pipeline and financials
- Streamlined workflows from contract to settlement
- Faster, more accurate reporting
- Greater margin control
- Reduced administrative overhead

NEXT STEP

Ready to stop fighting your systems?

Let's talk about how Loop ERP can unify your brokerage operations and set you up for profitable growth.

Schedule a demo today →

The bottom line: QuickBooks wasn't built for this

Scrap brokerage is fast-moving, detail-driven, and margin-sensitive. QuickBooks was never built to manage this complexity. The more you grow, the more it holds you back.

Loop ERP was built for the circular economy and tailored to scrap brokerage. It's not just about keeping the books—it's about running your business with confidence, clarity, and control.