

# **SWAPLOADER: Wallick's Scrap Metal**

Wallick's Scrap Metal is a family owned and operated recycling business, entering its fourth generation. Like so many trying to grow their business and increase production, the Wallick's clearly understood the advantages and benefits of adding SwapLoader hoists to their operation.

The Wallick's drop off empty containers at local scrap yards and large commercial accounts, later picking them up (loaded) and transporting them to recycling locations. This is where they realized the true advantage (increased productivity) of owning a SwapLoader Hoist, no more waiting around.

They got involved with the hook-lift concept years ago, when their local SwapLoader Representative (Dan Conser with Northeast Industrial Mfg.) pitched the idea. After seeing the long-term cost savings gained and the additional versatility a SwapLoader Hoist could offer their business, it seemed a natural fit. Today, their business continues to grow steadily. They now operate six chassis outfitted with SwapLoader Hoists, two SL-145 and four SL-180 hoists.

We always ask our customers if they would recommend SwapLoader to others in their industry and always get the canned answer, "Yes". However, when we asked Gene & Steve Wallick, they replied "We aren't going to recommend SwapLoader to our competition because we don't want them to have the same advantage, but we would highly recommend SwapLoader to anyone else."

Labor savings, no more waiting around, increased volume and a hook-lift system (SwapLoader) that is so simple and straight forward have all played a vital roll in the growth of Wallick's Scrap Metal.



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