



12 Little Known Secrets To MAXIMIZE YOUR Precious Metal Returns



272 Ferris Ave, Rumford, RI 02916 | 401.490.4555 | www.qml.us

Congratulations on taking the first step to maximizing your returns! The best way to maximize your returns is to educate yourself on the process of refining. This report is a list of 12 fundamental, but often overlooked tips, to getting the highest returns on your precious metals.

At the end of this report is a checklist to help you select the best and most trustworthy refiner, i.e., the diamonds in the rough who make it their mission to increase your metal profits.

Refining your metal can be very profitable or very expensive. QML's Dennis Smith sums up the element of risk well: " It's like putting your wallet on the table and saying , I think I know how much money I have here- Will you count it for me while I leave the room?"

A customer who knows his material and understands the refining process is a better client. In fact, educated clients are the best clients because they understand how to value the services refiners are providing.

Enjoy,

QML, Inc. Partners

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The refining of precious metals is often a complex process and businesses such as yours can be losing money with every transaction. Here are 12 critical secrets to maximizing your precious metal returns that refiners don't want to share with you.

1. Contracts are critical

Maximizing your returns happens if and only if you protect yourself. Contracts are the best way to ensure you and your refiner are protected, and on the same page. Review the contract thoroughly, and ensure you understand it and agree with it before you sign it. If you're confused about a clause, clarify any questions prior to shipping your material.

2. Know your metal

Understanding your metal and keeping it safe is a vital pre-step in the refining process. Theft can happen before your metal goes to a refiner. Here's how to protect yourself:

- a. Have a solid understanding of your metal type.
- b. Sort your metal by type, component, or another way that makes sense to you. It doesn't have to be perfect, as the goal is to have an approximate quantity.
- c. Keep your metal secure. Think of your precious metals as money, and store it as such.

3. Logically estimate your returns

Prior to sending your metal to a refiner, estimate your returns by calculating measurements and mass balance returns. If historical results are available, look for patterns and deviations. Your goal is to be as informed as possible, and to minimize surprises. It also shows the refiner that you know what you're talking about and that you will be looking for a specific return, based on historical data.

4. Your refining process should be handled by you or extremely ethical employees

As previously stated, the chance of theft starts in-house. Don't leave the tasks of selecting a refiner or handling the contract procurement to just any employee. If you can't oversee the process, choose a staff member with a proven record of honesty and integrity. Typically someone with a lengthy employment history, whom you would trust with the key to your company's safe.

5. Prepare your packaging

Packaging metals is an often overlooked way to maximize your returns. Start by making sure your containers or the ones the refiner sends you are completely clean and intact. Weigh the containers for gross weight, tare and net, and record the weights for every batch. Make sure the containers are tightly sealed prior to shipping.

6. Higher upfront fees shouldn't deter you

When it comes to maximizing your metal returns, don't price shop on upfront costs. In fact, it's typically the refiners with lower upfront fees that make up for the price savings by lowering the value of your returns. In refining, if it seems too good to be true, it often is. The important part is not the upfront fees, but maximizing your returns. Upfront fees include:

- a. Smelter processing costs
- b. Refiner costs
- c. Metal borrowing interest from beginning to the refining return
- d. Additional future costs to be settled upfront



7. Don't ignore inconsistencies

When the refiner receives your metal, make sure they alert you of any inconsistencies between your weights and what they recorded. If there is a discrepancy, resolve it right away. If the refiner is unwilling to resolve it, it's a red flag and perhaps you should take your metal elsewhere.

8. Be ruthless in your representative selection

If you're unable to deliver your metal and be on site for the assay, hiring a third party is the next best option. Take care to choose a representative. Here are a few things to look for:

- a. Choose a rep that comes highly regarded and that has a history of helping businesses get a larger return.
- b. Select a rep who stays with your metals throughout all stages of the refining process.
- c. The rep should ensure that the refiner's facility is up to par and will process and sample your materials to industry standards.

9. Inspect the refiners facility and equipment before and after the process

This holds true for either you or your third party rep. Whomever is supervising the process should inspect the processing machines. In doing so, ensure that:

- a. No metal is in the machine prior to your metal entering it.
- b. No metal is left in the machine once your process is finished.

10. Require prompt payment

A best practice to ensure your metal isn't out of sight is to require immediate payment from the refiner. Iron out the terms at the outset of the process to ensure your metal isn't out of sight from either you or your third party rep during the process.

11. Choose a competent assay lab

Selecting an assay lab is another important step in maximizing your returns. Similar to selecting a refiner, use your due diligence in selecting an assay lab that you find both trustworthy and knowledgeable. Select one that comes highly recommended, and that has a proven track record, as well as a history in the business.

12. Minimize risk by preparing for a claim

When you plan ahead for challenges before a discrepancy arises, you can make a level-headed decision. If you have a conflict with your refiner, there are steps you'll have to take to properly contest your claim. First, you'll need to engage an umpire. Often times the umpire can resolve issues. Being calm, and planning for this will save your bottom line and reduce your stress.



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THE ULTIMATE CHECKLIST FOR CHOOSING THE BEST REFINER

Refiners have vastly different capabilities, listed below.

Rank each capability based on what's most important to you

Rank the factors from 1-5
(least important to most important)



Refiner #2

Refiner #3

The ability to refine your material stateside or abroad to save on costs



An open-door policy for you and/or your rep to access and to tour the refiner's facility



A company who specializes in transporting complicated materials from country to country



A long list of referrals from clients in your specific industry



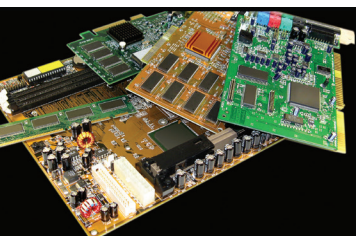
The peace of mind that your metal is in competent hands, even while overseas



A refiner with expertise in the aerospace, defense, semiconductor, auto, glass, jewelry, medical, dental, electronic, electroplating and circuit board industries



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Refiner #2

Refiner #3

Transparency in all business dealings



World-to-world insurance throughout the refining process



The ability to lock-in metals markets any time a shipment is in process, advances, outright purchases, and other flexible pricing programs



ISO 9001 & 14001 certified operations



A seasoned staff with over 25+ years of precious metal recycling experience



A refiner with an excellent reputation



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