

How To Sell Scrap Metal in Canada

The Ultimate Guide to Maximising Profit in the Canadian Scrap Industry

Introduction

Selling scrap metal in Canada can be an extremely profitable side hustle or even a full-time business if approached correctly. This guide will walk you through everything you need to know — from identifying metals and understanding pricing, to finding buyers, increasing profits, and scaling into a serious operation.

Chapter 1: Understanding the Scrap Metal Industry in Canada

The Canadian scrap metal industry is driven by global demand, particularly from the United States and international manufacturing markets. Scrap metals are recycled and reused in construction, automotive production, infrastructure, and electronics.

There are two main categories:

Ferrous Metals

- Iron
- Steel
- Lower value but high volume

Non-Ferrous Metals

- Copper
- Aluminium
- Brass
- Nickel
- Lead
- Higher value per pound

Non-ferrous metals are where most profit is made.

Chapter 2: Current Scrap Metal Prices in Canada

Prices change daily based on:

- Global commodity markets
- Supply and demand
- Fuel and transport costs

- Scrap yard competition

Typical ranges:

- Copper: \$5.50-\$7.00/lb
- Aluminium: \$0.80-\$1.80/lb
- Brass: \$3.00-\$4.50/lb
- Steel: \$0.05-\$0.12/lb

Tracking prices daily is critical to maximise profit.

Chapter 3: Where to Find Scrap Metal

Residential Sources

- Old appliances
- Wiring
- Plumbing
- Renovation waste

Commercial Sources

- Construction sites
- Factories
- Workshops

High-Value Sources

- Air conditioning units (copper)
- Electrical wiring
- Car parts

Always ask permission before collecting scrap.

Chapter 4: Identifying Different Metals

Copper

- Reddish colour
- Non-magnetic

Aluminium

- Lightweight
- Silvery appearance

Brass

- Yellow/gold colour

Steel/Iron

- Magnetic

A magnet is your best tool.

Chapter 5: Sorting and Cleaning for Maximum Profit

Scrap yards pay significantly more for clean, sorted metal.

Key Tips:

- Separate metals by type
- Remove plastic, rubber, and steel
- Strip copper wire
- Cut large items down

Clean metal can increase value by 30–100%.

Chapter 6: Scrap Yards and Selling Strategies

Not all scrap yards pay the same.

How to maximise price:

- Call multiple yards
- Compare rates
- Build relationships
- Sell in bulk

Urban areas usually pay more due to competition.

Chapter 7: Scrap Car Profits

Scrap cars are one of the biggest opportunities.

Key profit areas:

- Catalytic converters
- Engines
- Aluminium wheels
- Copper wiring

Stripping a car properly can double its value.

Chapter 8: Tools You Need

Basic tools:

- Magnet
- Wire cutters
- Screwdrivers
- Gloves

Advanced tools:

- Angle grinder
- Cable stripper

Investing in tools increases efficiency and profits.

Chapter 9: Safety and Legal Considerations

- Always wear gloves
- Avoid hazardous materials
- Follow local laws
- Do not trespass

Some metals (like lead) require careful handling.

Chapter 10: Scaling Into a Business

Once you understand the basics, you can scale.

Strategies:

- Partner with contractors
- Offer scrap removal services
- Use social media ads
- Build repeat suppliers

Scaling is where serious money is made.

Chapter 11: Advanced Profit Strategies

- Track price cycles
- Store metals until peak prices
- Specialise in high-value metals
- Build scrap networks

Professionals treat scrap like a commodity market.

Chapter 12: Common Mistakes to Avoid

- Selling unsorted metal
- Not checking prices
- Ignoring high-value components
- Selling too quickly

Avoiding mistakes dramatically increases profits.

Conclusion

Selling scrap metal in Canada is one of the most underrated ways to make money. With the right knowledge, tools, and strategy, anyone can turn scrap into a consistent income stream.

Whether you're starting small or aiming to build a large operation, this guide gives you everything needed to succeed.

Bonus: Quick Profit Checklist

- Separate metals
- Clean materials
- Check prices daily
- Sell in bulk
- Compare scrap yards

Follow these steps and you will always outperform the average scrapper.

End of eBook