

feature

sustaining firm SPOTLIGHT



Scott Stebbing, President
and Tom Stebbing, CEO.



Stebgo Metals

Like many members of the American Gem Society, Stebgo Metals is family owned and operated. They are a third-generation precious metal refinery operating in St. Paul, MN. Tom Stebbing Sr., founded Stebgo in 1978 on the values of honesty and integrity. These values have been passed down to his sons Tom Stebbing Jr. (CEO) and Scott Stebbing (President). Their sons and nephew have also become actively involved in the future of Stebgo. The business brings together a myriad of industries to help form this successful company. Tom Sr. worked for a refinery that specialized in the dental industry before starting the family business. Tom Jr. has a background in forestry, which has influenced Stebgo's environmental initiatives, while Scott's background is in financial markets and jewelry manufacturing. *Spectra* interviewed Scott to find out more about this new American Gem Society member.

Tell us about Stebgo Metals:

Stebgo is a full-service refiner. That means we provide services for precious metal scrap that cover all aspects of the jewelry and pawn industries. This includes services such as stone removal, karat scrap and sweeps processing, 24k and casting grain manufacturing, and analytical services.

Your company is very conscious about the environment.

Describe some of the steps you've taken:

Stebgo Metals has a state-of-the-art lab and refinery in Minnesota. We have invested in systems that minimize our environmental impact and create a safe and clean place to work. We believe in having one place of operation to both ensure security and create an efficient refining process to give our customer base maximum value. Stebgo customers can schedule an appointment to bring in their reclamation, and we do give scheduled tours if a customer wishes to see our operation process.



Stebgo's full reactor and crucible hard at work.



How do you add value for your clients?

Stebgo has an industry reputation for giving maximum returns and being experts in the field of refining. We have a strong desire to share what we know with our clients so they can be confident in their scrap-buying operation. Educational information is a huge added value. Tom and I frequently share industry expertise online through blogging and social media, as well as through industry publication articles. I also enjoy the opportunity to speak at seminars and conferences, as I did at the AGS Conclave this last April.

What is your business philosophy? How do you differentiate yourself from your competitors?

Since 1978, when my father started the company, honesty and integrity has been the core of the business. This single core value led us to establish the values of building strong relationships, being leaders in quality returns and being a trusted name in security. All of this supports our motto: "Experts in Metals Refining, Forged in Honesty & Integrity."

We differentiate ourselves by having a proven chain-of-custody process that can only be achieved by having a single location for all operations. We also add superior value by providing education and expertise to our customer base. Our goal is to improve their scrap-buying process. Stebgo agrees with and emulates the AGS values of consumer protection, ethical business practices and education.

How has being a member of the American Gem Society helped you and your business?

Being refiners and not gemologists, we have appreciated the education and contacts through the AGS that have helped us with the stone removal aspect of our company. The AGS offers a valuable resource in this regard, and helps create venues to connect with other vendors and store owners at events like the Conclave.

Being involved with a well-run and very informative organization has brought tremendous value to our company. We appreciate how the AGS strives for excellence and is committed to education.

