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FERROUS & NON FERROUS MARKET UPDATE AND MORE! BY DON BELISLE



Don Belisle,
Owner of
Recore Trading
Company, L.L.C.

As of this writing (9/7/2012) platinum group metals remain strong as a result of the recent miners' strike at the Lonmin Platinum Mine in South Africa and economic things calming down in Europe a bit. Let's all enjoy the increase in prices on scrap catalytic converters! This should help offset the costs you have had to pay for junk cars this year. At this moment the price of ferrous scrap is leveling off. Domestic ferrous had been exceptionally strong and seems to be now taking a

significant hit. The export has seen less erratic swings in pricing.

At Recore, we are seeing good volumes of material in both ferrous and non ferrous. Our suppliers have been busy all summer and the annual fall cleanup has begun. Fall is usually one of the busiest times of year for us and this year seems to be no different. With yards getting ready for winter getting things up off the ground, organized and put away, they invariably end up with scrap that can be traded for working capital which is a win for each yard and a win for Recore. With prices being high this fall, timing is perfect.

October also marks the annual convention and trade show of the ARA, this year to be held in Orlando Fl. If you plan to attend, make your plans now. The last I heard there were still a few rooms left at the reduced ARA rate. Although the show seems to have been smaller in recent years I feel it is worth attending. Recore will not display at the show this year; however, we will be attending. The way I look at attending these shows from a yard owners perspective, if you pick up one thing whether a product or service to make your business more profitable, this will usually more than pay for your entire trip. If you are one of our suppliers or friends and are attending, please let me know so that we can get together for a drink and talk about things of interest in our industry.

Remember, if you don't own a car crusher, Recore will loan our Overbuilt car crusher to you for free and pay full price for the crushed cars and the catalytic converters. If you do not want to crush the cars yourself our crew will come in and do it for you at very reasonable rates. If you have your own crusher we will pay the highest prices out there for your loads. Recore has relationships with all the shredders in the area and

receives top dollar based on our volume. From time to time I hear "Why should I sell my flats to Recore when I can sell direct?" My answer is "Sure, you can negotiate a price with the shredder of your choice based on your 1 to 3 loads per week and deal direct or you can sell to Recore who receives premium pricing based on 30 to 50 loads per week and shares the premium pricing with the supplier!" Our 3 sided crushed car trailers are very efficient. We are in and out of your yard in no time. We provide settlement every Friday or sooner so you are never waiting for payment. If we schedule a pickup and for some reason we don't get it picked up, we pay you anyway. You should not have to wait for your money if we have a problem with trucking. Our crushed car suppliers are very happy with our service. You should join them.

As for catalytic converter suppliers we are seeing more and more suppliers selling to us in large quantities and we are paying them based on actual return of ounces of precious metals. Our suppliers tell us they are consistently seeing significantly higher returns for their cats. The supplier no longer has to play the shell game of different pricing and grading practices of the different cat buyers. No two use the same. It is nearly impossible for the supplier to compare pricing. With Recore's transparent process of paying the supplier for every gram of precious metal in their cats, the supplier knows he is getting the most money he can for his product. At the moment the minimum quantity of cats **continued on page 2**

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to be processed based on return is 500; however, we are in the process of installing equipment capable of accurately processing loads as small as 50. If you want to sell by the piece we still do a lot of that too. We have analyzed most grades of catalytics in our in house lab and have very accurate precious metal values on each. We have seen some cats worth as much as \$800.00.

Recently, Pat and I toured Chuck and Eddie's Salvage Yards in Connecticut. We were very impressed. I have known Charlie

Arcangelo (the owner of Chuck & Eddie's) for awhile now and consider him a friend. What Charlie has done is amazing - he recently installed his own shredder and is processing his own cars! Please read Pat's "Step Up And Meet" article in this issue. Chuck & Eddie's is literally a "state of the art" facility.

Watch next month for a "Step Up And Meet" of Brown's Auto Salvage in Vermont.

See you in Orlando!

CAESAR THE MULE BY D. J. HARRINGTON

I heard a funny story about a farmer who had a mule named Caesar that fell into an abandoned well fifty feet deep. The farmer really loved this old mule. When he surveyed the situation, he realized there was no way to rescue old Caesar.

The well was very narrow, and Caesar was crammed at the bottom. The mule had not moved or made a sound. The farmer figured Caesar had died in the fall. As much as it bothered him to give up on the mule, he was a practical farmer. He decided to leave Caesar at the bottom of the well and fill it up with dirt.

The farmer called some of his friends to help shovel dirt down the well. The first shovel load of dirt woke up Caesar, who'd been knocked out. When the mule felt the next load of dirt hit his back, he realized what was going on. BUT instead of letting himself be buried, Caesar shook it off.

Every time a load of dirt hit his back, the mule shook his body tossing the dirt to his hooves. He would then step out of it.

Caesar kept it up. Shake and step. Shake and step. After nearly an hour of shoveling dirt, the farmer and his helpers were stunned to see Caesar's ears appear at the top of the well. It was then that they realized the mule was not dead so they kept shoveling until the old mule stepped out of the well and walked to freedom.

As that wise mule figured out, the same dirt that could bury you also could be your salvation. Your attitude should be "I may be down, but I'm not staying down". This difficulty or hard time was meant

to destroy you or maybe harm you; however, I want YOU to be like Caesar! How you handle your adversities will make or break you.

Listen to me. If you get bitter and lose your enthusiasm, you will allow the difficulties of life to bury you.

I want all recyclers to know the story of Caesar. I think we all need to learn to shake it off and step over it. Don't let the economy or the political stuff in Washington get you down.

Remember, we all have the same windy, eerie days in our lives, but it is those of us who know how to set the sails that will win the race.

Correspondence regarding this article should go to: Phone Logic, Inc., 2820 Andover Way, Woodstock, GA 30189

D. J. Harrington is an author, journalist, seminar leader, international trainer, and marketing consultant. He works primarily with customer service personnel, and his clients include such world-class companies as General Motors, DuPont, Caterpillar and Damon Corporation.

He may be reached at 800/352-5252. E-mail: dj@djsays.com. 52 weeks a year, we are as close as your telephone. Visit www.djsays.com to order my "NEW" books ~ "Your Prescription for Life" and "Mastering the Art of Success".



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Some people might say that Charlie Arcangelo is a true entrepreneur, but having known Charlie for over 10 years, I would say that is an understatement. In 1947, Charlie's father Chuck Arcangelo started the first Chuck and Eddie's Used Auto Parts at 190 Middletown Avenue in New Haven, CT with his partner Eddie Cyr. They ran the business for over 10 years, but eventually they made the decision to close it.

By the mid 1960's, with the Vietnam War in full conflict, Charlie Arcangelo was drafted into the United States Army and after combat training, his unit was deployed to Vietnam. Like most Vietnam veterans, Arcangelo doesn't talk about or dwell on those years. He returned home in 1968 without knowing what he might like to do, but he had to make a living. After talking things over with his Mom and with the small amount of money he received from the GI bill he decided to reopen his father's used parts business in New Haven. Since the business had been closed for many years, Charlie knew this was a major undertaking, but it was just what he needed. Through hard work and many very long hour days, the business began to make money and Charlie was able to make the necessary changes and improvements to better serve Chuck & Eddie's customers. His business philosophy was simple, provide great products at a better than fair price and with unmatched service.

By 1981, just 13 years after rebuilding the business in New Haven, Charlie had the opportunity to purchase property in Southington, CT. Filled with many ideas and the drive to start a new venture, he bought the property. Keeping with the original name, he opened his second Chuck & Eddie's Used Parts location at 384 Old Turnpike Rd in Southington. He immediately set out to make this company one of the cleanest, most environmentally friendly, and organized yard throughout the Northeast. Over time, he was able to bring in state-of-the-art equipment, computer systems and modernize this facility like no other. He joined ARA and became a Certified Automotive Recycler via their CAR program which ARA stated in 1994. It was created to produce a set of standards for general business practices as well as environmental and safety issues and to provide guidance to member facilities in adhering to these standards. Chuck & Eddie's went on to reach Gold Seal status through the completion of CAR certification which ensures excellence in customer satisfaction through improved customer service, quality parts with accurate descriptions, reliable on-time deliveries and written product warranties. They now have an EBay store with over 70,000 used and new parts at prices you won't find elsewhere. And most recently, they were one of the first in the industry to launch their mobile site and Iphone, Ipad and Android apps with fully functional shopping capabilities. For more details and to download the apps, visit their website at www.chuckandeddies.com.

As Charlie Arcangelo will tell you, in order to be successful and for your business to grow, you cannot stand still and



Charlie Arcangelo

you have to give back to the community. On September 17, 2011, Chuck & Eddie's Used Auto Parts in Southington held a wonderful community event, celebrating their 30th Anniversary which included a car show, inflatable slide, live music, spin to win a new television, great food and so much more. According to Arcangelo, you have to be willing to change and to keep making improvements to better meet your customers' needs. More to the point, he follows his own advice, he does not stand still. In fact, he is always looking for another project, another way to reach out to a greater customer base. This led him in 2011 to purchase Chase Waste Materials Corporation at 250 Middletown Ave in New Haven, CT which is right next door to his first Chuck & Eddie's location.

Once again, true to character, Charlie made the necessary improvements to make this facility clean, organized and environmentally friendly. He installed a new digital scale, paved the yard, and installed an outside baler with material processing area and handling equipment. And just recently he installed his own shredder and is now processing his own vehicles. This was another major undertaking that took many months to complete and I must say that the photo with this article does not do justice to this magnificent operation. Chase Waste purchases scrap metal of all types, ferrous and

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nonferrous. Among their many services, their professional recycling staff offers safe, reliable hauling container services and onsite demolition services. Metal values change on a daily basis, but Chase Waste with a friendly competitive spirit is looking for repeat customers by offering the very best prices for scrap metal.

One would think with two used auto parts locations and a scrap metal processing center and a new shredder operation, Charlie Arcangelo might slow down a little, but that just isn't going to happen any time soon. No, instead this year he purchased Auto Parts Depot at 741 Windsor St in Hartford, CT, opening his third Chuck and Eddie's used auto parts store. So how does he do it? Well, Charlie wants



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everyone to know that none of it would be possible without his family. From his wife Lee Ann, to his daughter Roxanne Ackerson and her husband Al, to his son James and his wife Felicia, to his son Michael, and his brother Jimmy, all play major roles in keeping this substantial corporation with over 100 employees running smoothly. This is truly an American success story and knowing this Arcangelo family something tells me there is so much more to come. Rumor has it Charlie is in the midst of buying an automotive service center so they can repair their own vehicles and equipment. You can reach Chuck & Eddie's in New Haven at 203-777-8868, in Southington at 860-628-9684, in Hartford at 860-522-1104 or go to www.chuckandeddies.com and Chase Waste at 203-787-5981 or go to www.chasewaste.com.

GUESS THE NUMBER OF CATS CONTEST

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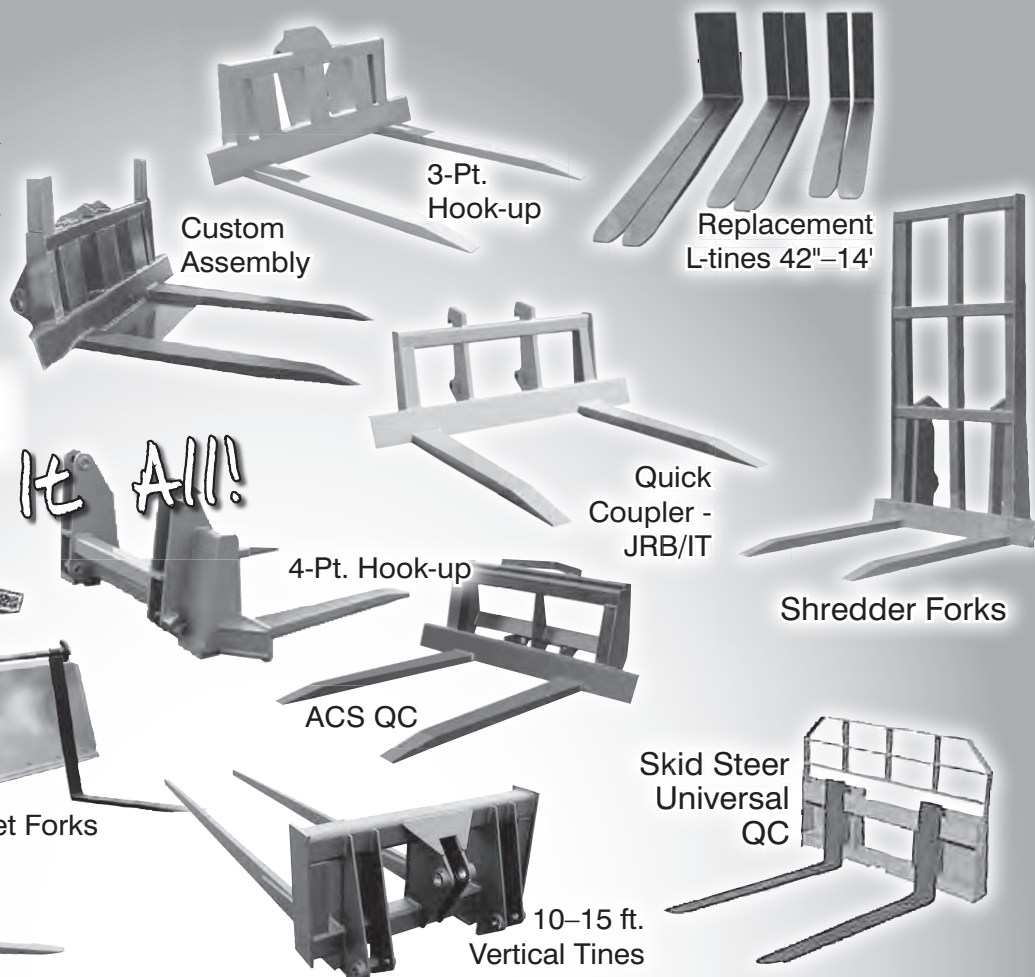


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BEHOLD THE POSTCARD BY GINNY WHELAN

Social media may have relegated postcards with the words, "Wish you were here". to the museum of tourism history, sometimes a trip deserve more than a simple status update.

The palm trees and bright yellow lounge chairs surrounding the turquoise pools, only steps from serious automotive recycling educational seminars, the world's largest automotive recycling expo and networking with the best in the business under open-air thatched-roof Tiki bars.

Play golf on Tuesday at the Celebration Golf Club the #1 golf event venues in Central Florida, the Annual ARA Golf Tournament.

When you're ready to dry-off and head over to the ARA 69th Expo featuring over 100 exhibitors that have worked to provide the most innovative products and services for today's growing world automotive recycling industry. Yes, the world will arrive to share the industry trends and "work some magic into your" business.

Your ARA leadership has enhanced event at the Gaylord Palms Resort and Convention Center, Orlando Florida, October 24-27, 2012. Owners, managers, sales teams and staff will gain new ideas, tools and enthusiasm that they will carry back to your facilities and will provide magical results.

In today's economy and ever-changing business climate, we can all use some magic in preparing for what's ahead. Did I mention the outstanding educational sessions. Starting Wednesday, October 24 the working hands of the ARA, its Committees and Foundations meet all day and then ride over to GreenStar Auto Recycling for a tour and BBQ. On Thursday, October 25, all are

welcome to the ARA Annual Membership and Board of Directors Meeting to hear first hand from the Officers and Leadership of ARA. President Randy Reitman will share his magic balancing his business, his life and the demands of being the President of ARA. He made it look easy, thanks Randy. The rest of the day is filled with 20 educational sessions (and that just one day). Topics that include Global Perspective, Car Computers, Workplace Safety, Family Business Network, I-CAR, E-Commerce, the New CAR Gold Seal Accreditation Alliance, Secrets to Engagement Marketing, The Anatomy of Training ... go to www.araexpo.org for the complete list. The day ends with the opening of the EXPO and a reception to honor ARA Past Presidents. Stop by the ARA Educational Foundation Photo Booth and other Entertainment Booths and make a donation of fun to the industries only education and training foundation, the ARAEF.

Catch a beautiful Florida sunset in the breathtaking gardens under glass in atriums that create the Florida environments (the mists of the Everglades, the funky Key West and the old world charm of St. Augustine).

Friday, Oct 26, is filled with more educational sessions, the Keynote address and the LARA (Ladies of the Automotive Recyclers Association) luncheon. The next magical mystery tour destination is the ARA Awards and Gavel Passing. We celebrate Randy Rietman and welcome Chris Wright as the new president. It's a chance to rekindle your sense of wander and share this enchanting evening of surprises while enjoying fine cruise with leaders of the automotive recycling industry and placing the winning bid on ten spectacular items all to benefit smart training by the ARA Educational Foundation.

Saturday, Oct 27, you will know you are a step ahead of your competition with more educational sessions targeted on the topics that your fellow automotive recyclers requested. Ending the convention with an evening at the Universal City Walk ARA@ NASCAR Sports Grille (additional ticket cost).

Hey did I mention Emeril's cooking class, Winter Park Tour and yes the most magical place in the world, **WALT DISNEY WORLD**. (Discount ticket available).

The Magic is in Your Hands. The ARA Expo hours: Thursday, 10/25/12 5:00PM-9:00 PM, Friday, 10/26/12 1:00PM-5:00PM and Saturday, 10/27/12 8:00 AM-11:00 AM. Stop by all the Exhibitors.

Ginny Whelan has over 35 years as an owner of a full service, self service, mobile car crushing business and launched the first trading partners group in the US and Canada. She was the first woman president of the international Automotive Recyclers Association (ARA) and has chaired the Governmental, Environmental, Electronic Commerce, Regional Directors Committees of ARA and President of the ARA Education Foundation. Ginny was named a lifetime honorary member of the ARA and named one of the 25 most influential automotive recyclers in 2007 and 2008. Named ARA Lifetime Honorary Member.

She holds degrees in education and business and is the founder and managing director of the ARA University and administrator consultant for the ARA Electronic Commerce and Gold Seal Committees.

Ginny is the chairperson of the Collision Industry Electronic Commerce Association(CIECA) Recycled Parts and Inventory Committee and serves on the CIECA Salvage, Title, Education and Vehicle Total Loss.

Ginny is President of GJKW Consulting Services.



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Passing of a Dear Friend
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Neil Warren of WEN Industries in Merrimack, NH passed away on Monday, August 20, 2012 at the age of 85. Though small in stature and build, Warren was a giant of a man as an inventor, entrepreneur, business man, colleague and especially as a friend. He will be greatly missed by so many of us in the auto recycling family.



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