

RECORE *Newsletter*

TRADING COMPANY, L.L.C.

22 Manchester Road • Derry, NH 03038
www.recoretrading.com

WE BUILT OUR REPUTATION ON 23 YEARS OF HONESTY, TRUST AND DEPENDABILITY!

CHANGES... BY DON BELISLE



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

Latest news out of NH, Car World in Candia NH has been sold to LKQ! Car World is one of the largest salvage yards in the northeast; it is a state of the art facility that is extremely environmentally friendly and a model of efficiency. Most people in the business know Jeff Kantor, Jeff owned and operated Car World for 43 years. Jeff has been a leader in the industry for as long as I can remember, Jeff has many accomplishments in the industry here

are just a few; Jeff has been president of ATRA NH for many years, under his leadership ATRA NH has become one of the finest state organizations for salvage yards in the country. Jeff was instrumental in establishing a positive working relationship with NH DES and developing the NH Green Yard Program. Jeff has been a voice of the salvage yard industry in state and federal government for many years. Jeff's tireless efforts at the state house and in D.C. have prevented a lot of bad legislation and promoted much good legislation with regard to our industry. If you operate a salvage yard you have benefitted from Jeff's efforts. I'm sure many of you join me in congratulating Jeff on the

sale of his business and thanking him for his many years of service to our industry. I'm sure Jeff will now enjoy more time on his boat relaxing, he deserves it!

continued on page 2

PRSR STD
U.S. POSTAGE
PAID
MAILRITE, INC.

STEP UP AND MEET WEN INDUSTRIES, INC. BY PAT FINNELL

Warren Neil, owner of WEN Industries in Merrimack, NH has always worked in the automotive industry, first through a sales job at Hunter Engineering Company which manufactures automotive alignment systems, lift racks, wheel balancers, and more. He would travel around the Northeast selling entire packages to auto dealerships and repair facilities until he founded WEN Industries Inc in 1956.

It definitely can be said that Warren Neil was ahead of his times when he started manufacturing products that would help with the dismantling of automobiles. Long before all the federal, state and local government regulations and specifications on fluid recovery, Neil was providing the salvage industry with the best and safest equipment to properly recover automotive fluids. Neil said he built his business to provide a service to help salvage yards run their businesses more efficiently and with greater profit. WEN Industries manufactures and sells the Gas Buggy which has been the company's mainstay for over 50 years.

"The Gas Buggy is a self contained, fuel/solvent transfer unit that



Warren Neil, Owner of WEN Industries, Inc.

603-437-3000 • 855-647-3267 • Fax: 603-437-1313

With the sale of Car World we see one more independent yard go and a national organization gets a little bigger. Is this the national trend? Is this good or bad for the remaining independents? Is this one step closer to eliminating the independent yard and having a hand full of salvage yard chains controlling the industry? These are all good questions. The reactions I'm getting from the local independents are mixed, I guess we'll have to wait and see. One thing the independent yards must do is monitor local and national legislation to make sure that laws controlling our industry will continue to allow the independent yard to exist profitably. We must all support our state and national organizations; these are the voices that speak for us in an effective language that legislators understand. If we are not careful we will be in the same boat as the independent repair shop that is fighting manufacturers with "Right to Repair" legislation just to be able to exist.

Moving on, we are seeing a lot more DPF's (diesel particulate filters) coming in every day with the catalytic converters we are buying. The value of these units are all over the map. We are analyzing these units in our lab every day and building a database of pricing. If you present us with a unit we haven't seen before we will decann and analyze it in our lab within 24 hours and have pricing for you. Most of the units thus far are extremely large with very small amounts of precious metals inside; they are definitely worth saving however the prices vary greatly. We have

seen prices ranging from \$0 to \$900.00.

Market pricing on Platinum group metals at the time of this writing (05/03/12) is down slightly. The market seems to be looking for direction; I feel that the slightest "trigger" will send the market quickly and deeply in either direction. In all likelihood this trigger will come from Europe. At the moment we are hedged comfortably above the market, hopefully we will see the markets come back once our current hedges are filled so that our suppliers can continue to enjoy good pricing.

Without exception every yard I talk to is finding it tougher and more expensive to find junk cars. We have not seen a decline in the volume of the crushed cars we buy yet and hopefully won't. I don't know if the yards are scrapping more inventory from the parts cars to make up for the decline in Junkers coming in, but our suppliers are producing consistent volumes of scrap. Hopefully the scrap pricing will hold so the yards can make a reasonable profit on the expensive scrap they are buying.

With our July issue you will see that we are expanding to 8 pages. We are also now accepting a small amount of industry related advertising. We check out our advertisers carefully and will not print an ad of any company that I would not personally recommend. We welcome feedback regarding this or any issue that is industry related.

SPEAKING THE RIGHT WORD BY D. J. HARRINGTON

Our words that we speak to ourselves and speak to others make all the difference in the world.

Our words are like seeds, the more we water them the more they grow. They will produce exactly what we are saying. If you say, I can't remember names; guess what, after a while you will not remember names. Whatever you think about will come about. You have heard me say that line before.

I went to a Catholic college in Florida, St. Leo University. A priest, Father Fidelis, one day taped my student government meeting. I was president of the student body. Father Fidelis told me to listen to myself talk at the meeting. I did, and I did not like what I heard. With the same tongue God gave me, I praised one classmate; and with that same tongue, I cut this freshman class president, who I did not like at all, to the core! What's worse, I did it in front of the student government meeting with 70-80 people present. Words are like electricity. It can be used for light, a/c and heating up dinner but is dangerous; it can hurt and kill you if you use it wrong.

The longer you talk in negative terms, the longer you will walk in defeat. Don't use your words to explain your situation, use your words to change your situation! WOW, that was a good line! I might want to save that line to use in a talk!

Great quarterbacks will speak first, "Go 10 yards down, harsh left" and the ball will be there. We, too, have to first speak our thoughts and then follow through.

I started an "Eye Can" power movement that you will see in the coming months and years. You will see me on ABC, NBC, Good Morning America, etc., starting May 15th, 2012. I am doing my best to have people make "Eye Cans" by cutting eyeballs out of magazines and newspapers and gluing them

to the sides of a Campbell's soup can. This will create your "Eye Can". "Eye Can" stop smoking. "Eye Can" be a better dad. "Eye Can" make our delivery area better. "Eye Can" clean out the truck and make it more customer friendly.

I promised to keep all of my readers posted on what shows I will be on. This is why I thought I would mention it and let you know.

If you want to change your world, change your words. If you have a negative life "put a fork in it", "book it Danno"! It will come to pass, "bet on it"! People say things like "I'm so slow I will never be successful". We talk so negative about ourselves. Please stop it. I'm not a sailor or know a lot about boats. However, when I was a young man, my dad showed me that a small tug boat pulled all the big steam ship liners out to sea. The crazy thing was he wanted me to see that the smaller tug boat had a smaller rudder which did all the work on the direction of the boat. Your small rudder is your tongue. Watch what you say. Watch what you speak. Whatever you talk about will come about.

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".



safely siphons fuel from consumer, commercial and military vehicles according to EPA standards," Neil said. The unit also filters the fuel making it clean and reusable. The Gas Buggy can work manually with air pressure or with a 12-volt electric pump. The gas once collected in the holding tank can then be reused in a vehicle. The unit is equipped with a nozzle similar to those used at a gas station and when the gas is pumped into a vehicle, it goes through another filter to further clean it. If a recycler wants to drain the gasoline with the car on a lift, WEN has a gas tank drill option. This attachment drills a hole into the gas tank, drains the fuel directly into the Gas Buggy and is equipped with a plug to fill in the drill hole. This gas buggy also has an automatic shut off so the collection tank cannot be overfilled and maintenance consists of changing the filters on an average of once a month depending on how much gas is pumped through it and how dirty it is.

There are other similar copy cat products available on the market today, but most do not have the quality or meet OSHA or EPA standards. WEN Gas Buggies provide protection against fire, eliminating fumes and spillage hazards inherent in open storage containers. Every model has a filtering system to remove particles and water, grounded tank and hose to eliminate static electricity, plus a clear-lens fuel gauge, safety sealed. Built in the U.S.A, these heavy-duty models meet or exceed OSHA standards.

Neil recalled the days when most salvage yards were mostly you-pull-it type yards. If you needed a part, you went to the junk yard and the owner would point you in the general direction of where you could find the vehicle with your part. You would go pull the part, pay the guy and be on your way and there were no government regulations on fluids spilling onto the ground. That is not the case today. Well run, clean, environmentally friendly yards have a complete professional dismantling operation, warehouses filled with all kinds of parts, all up on shelves, all categorized by auto manufacturer and model. Most of these yards own a Gas Buggy and/or some other dismantling equipment designed and manufactured by WEN Industries. Over the years with greater environmental crack downs by the government and stricter regulations, WEN Industries developed and manufactured

more products to meet OSHA and EPA requirements such as Freon recovery units, fluids evacuators, portable pumps & transfer units and solvent containers. "Our customers have been the ones that decided what products we offer. They had a problem; we looked for and found the solution and we will custom design any of our equipment to fit a customer's specific needs." said Neil. "I think our business is successful because of the quality of our products and our warranty. The most important aspect of our business is customer satisfaction and we stand behind our products, 100%," Neil added.

Working within the automotive dismantling and recycling industry for so many years has been very rewarding for Warren Neil and he commented on how he has sold products to fathers and sons from the same business. And through the many trade shows he has exhibited at throughout the country, Neil has made a name for himself, his company and has formed 1000's of lifelong friendships within the automotive recycling world.

WEN Industries Inc also offers the automotive salvage industry such products as tear down tables and more. For complete information and specifications on all the products they manufacture and carry, please visit their website at www.wenindustries.com. You can also reach them with any questions at 603-883-7400 or 800-326-0469.



Cathy Maloney, Office Manager at WEN Industries



GUESS THE WEIGHT CONTEST!

Well, we are changing things up again for this month with our Guess the Weight Contest. Guess the gross weight of the scrap drums and rotors in the box pictured here and you could win \$100. The person closest to the total gross weight will win. So give it a shot, someone is going to win and it just might be you! Email us your guess to sales@recoretrading.com or fax it to us at 603-437-1313. Contest open to yard owners, dealers, repair garages, scrap dealers, and exhaust shops and their employees. All catalytic converter dealers, Recore employees and players who have won any Recore contest in the past 3 months are not eligible for this contest.

NAME THAT CAR CONTEST



Winner Announced!

We already have a winner for last month's Name That Car Contest. The car pictured here is a 1926 Nash 236 Roadster. Congratulations to Mike Yell of Auto Parts Depot in Hartford, CT for being the first to identify the car correctly. Mike has won \$100.00.

★ **FREE CLASSIFIEDS!** ★

Have something for sale that another salvage yard or used parts business might want? Place your FREE classified with us today. Email your copy to sales@recoretrading.com or fax it to us at 603-437-1313.

WANTED TO BUY

**LATE MODEL, LOW MILEAGE,
HEAVY DUTY (33,000 GVW),
6 WHEEL CAB & CHASSIS**

**USED ROLL OFF
CONTAINERS
20, 30 & 40 YARD
UNITS WANTED**

CALL RECORE TRADING AT: 603-437-3000



MAXIMIZE YOUR PROFITS WITH US!

As decanners and processors of catalytic converters and with the only in house state of the art precious metals laboratory in the Northeast, you eliminate 2 tiers of middlemen when you sell your catalytic converters to us. We also sell directly to the manufacturers, not to middlemen. This means more money in your pocket and has made us the strongest buyer of cats in the Northeast!

- Immediate payment on your terms, cash or check
- Prompt, friendly, courteous and reliable service every time
- Container & Pickup Service Available throughout the Northeast including LTL & Intermodal
- Our dock is open Monday through Friday for drop off with professional buyers available and immediate payment.
- We also pay top dollar for aluminum wheels, crushed cars and other automotive scrap.
- And we lend out our car crusher for FREE.

Small or large yard, it doesn't matter, you deserve to maximize your profits, and you will at Recore Trading! Don't settle for anything less!

PROUD MEMBERS OF:



WE WELCOME YOUR COMMENTS Please know that any article or information in our newsletter is the expressed opinion of the writer. If you are enjoying our newsletter, we'd love to hear from you and if for any reason you are not, just let us know, and we will remove you from the mailing list. Contact us at sales@recoretrading.com.