



STRONGEST BUYER OF CATALYTIC CONVERTERS

Time to Sell

By Don Belisle, Sr.

With the price of converters slowly declining, we are seeing many recyclers deciding that now is the time to sell. Literally every forecaster in the precious metals business called for and continues to predict dropping prices on the precious metals

that influence catalytic converters. It is good to see recyclers paying attention to the markets and deciding that now is the time to sell. Keeping recyclers informed and profits as high as possible is the main reason we at Recore put out this newsletter every month.

In this "Information Age" what's available and out there can certainly be overwhelming. At Recore, we focus the information we offer on subjects that help the auto recycler. As prices continue to drop, be sure to call us ahead to lock in your pricing. We can hedge prices as much as one week ahead of your pick up or delivery date. This can be very advantageous to the recycler in a down market because you actually sell for last week's prices this week. When we see a recycler who is holding a lot of converters in this type of market, we actually get scared for them!

We have seen time and time again our offer to buy a recycler's converters and they say "No, I think I'm going to hold on for now." Then 6 months later they must sell for one reason or another and the market is down significantly. The recycler has lost anywhere from \$10,000.00 to \$50,000.00 or more!

I remember back in 2008 when platinum hit \$2,400.00 per ounce. This was a great number and most of the suppliers sold into it. We did not realize at the time that this would be the all-time high. Since then, the price of platinum has steadily decreased to

today's price of about \$1,000.00 per ounce. It is less than half of what it was in 2008 and shows no sign of coming back. This can be hard to watch, especially with a supplier that really cannot afford such losses. But I'm happy to say that most are paying attention and taking advantage of the information available to them.

The number of converters coming in right now is significant, which makes total sense. We are actually

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

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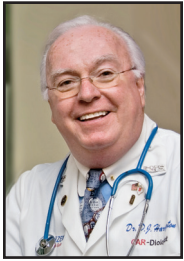
Time to Sell

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busier now than when prices were at their peak. Our converter shredder and sampling lines are humming along turning converters into dollars for our suppliers. The main reason I built this shredder line three years ago was to increase production with less labor. Like most of you we find it very, very difficult to find employees. The shredder processes converters 2 to 3 times faster than the old hydraulic shearing method. And one person can run the entire converter processing line! The advantage that I did not expect but am thrilled to find is that the totally enclosed shredder system recovers up to 5% more precious metals than the old shearing method. The

main area of increased recovery is in the dust. As I have mentioned before, the dust is the most valuable part of the precious metal bearing ceramic. Dust is approximately twice as valuable by weight as the chunks of ceramic. With the system being totally enclosed we do not lose any dust. Compared to open hydraulic shears, even with dust collection our enclosed system captures twice as much dust! This is very significant, and our suppliers are enjoying getting more for their converters. Win/Win!

So, if you are ready to sell, give us a call and we will lock in your pricing and schedule your pickup.



Rob Rainwater, Mike Lambert, Ryan Falco

By D.J. Harrington

Now that I have your attention, you know several people who will be speaking at the URG Annual Training Conference. These men want to help other recyclers. As good as they are, they're not alone either. Joining this crew is none other than Dalan Zartman, an electric vehicle trainer that is known world-wide. It would be a shame if you didn't bring as many of your team on Saturday to hear him. Dalan was a guest on one of our URG On-The-Go podcasts last November after having facilitated the EV training for the World Cup in Qatar.

While in Qatar, Dalan trained all the employees for 5 days for the World Cup because they had bought 400 electric buses. They needed the best and wanted to hear from the best. If you attend his segment, Dalan will help you understand the EV market. His firm is very large and it will surprise you how much you will learn from him about EVs, such as: NO FIRE starts in your yard after you've stored batteries from electric vehicles on your property. You'll learn the proper way to store or dispose of them.

Here's another person you can learn from. A prestigious but down-to-earth speaker, it's the one and only keynote speaker, Rocky Bleier. Yes, a former professional American football player and a veteran of the United States Army, this 5-time Super Bowl winner started with Notre Dame and went to Vietnam to fight for our country. You'll hear how Rocky got shot, walked on crutches for two years and sat on the sidelines. His story is enlightening and one you won't want to miss. He's a great man and a wonderful American. After hearing him speak, Rocky will be glad to sign any memorabilia from Notre Dame or Pittsburg Steelers. So, feel free to bring those with you. Next month I will profile more upcoming URG conference speakers, such as: Mike Kunkel, Mike Lambert, and Bill Stevens.

"The DOT Guy," Brian Riker will be in Orlando too. You won't want to miss hearing him. You might be wondering why so many people take the time to attend the URG Conference every year. Some come to support the URG Scholarship Foundation by playing golf on Thursday, buying a

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flag or a T Box sign or donating an item for the auction which happens on Friday night. Go to the website at www.u-r-g.com and see items like what Car-part has already donated to the auction. Some people come for the NABC presentation of a refurbished vehicle to a deserving family. Others are coming from Austria, and all throughout Europe. Yes, most everyone knows Chris Dagleis from Auto Partnered Solutions. Chris will bring lots of people from outside the United States with him to this event.

Big expectations are in the air! This will be the largest attendance for URG Conference so far in Orlando, Florida at the Hyatt Grand Cypress. Being held April 27th – 29th, the Conference theme says it all. “Limitless Horizons.” If you want to grow your people and improve your bottom line, you will plan now to be at the URG Conference. From this warm and sunny Orlando setting, you will

see and hear from the best of the best recyclers in those halls. And, without a doubt, you will hear from the best fellow recyclers in the world. At each and every event, you’ll have the opportunity to share a meal or a drink with them, whether in the halls, on the golf course or at the auction. Want to know how I can say that? URG was created by RECYCLERS FOR RECYCLERS.

Wait until you see whose singing “God Bless America” on Friday morning in the Main Ball Room. So, you don’t miss one note of this song, arrive early. What a treat to hear this guest singer.

If you want more information on the exhibiting or donating an item for the auction, call Jennifer McPherson at 512-677-6202. This is the most educational information to be packed into three days for Recyclers. Let’s hear and apply the best information from recyclers for our competitive market. I will see you in Orlando, April 27th – 29th. Don’t forget, take the time to listen to the fastest growing podcast, “URG On-the-Go”.

See you next month with more details about the upcoming URG Training Conference.

YOU ALWAYS GET MORE WITH RECORE



**FOR MORE INFORMATION
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IN-HOUSE CONVERTER PROCESSING

The Benefits of Office Spring Cleaning

The month of March has us all thinking of spring. With the fresh spring air creeping its way into office buildings it's time to start thinking spring cleaning and new beginnings. Spring cleaning can be a great time to start fresh in your office and make things new again!

Spring is the perfect time to declutter, organize, rearrange, and make your office space feel new. While spring cleaning may seem like another difficult task it can bring many benefits to your employees and business.

Employee Health

Spring cleaning can have a huge impact on your employees mental and physical health. Decluttering and organizing can relieve stress on employees and make their day-to-day life easier. Reducing stress on employees can lead to higher productivity, fewer days off, and happier employees. A cleaner workspace can increase the mood of employees in general too. No one wants to work in a crowded, dirty space. Cleaning up the office can help boost the mood of employees. Cleaning can also reduce the amount of allergy causing particles leading to healthier employees. Keeping a clean building is important to employee and client health. The buildup of dirt and dust can happen in the winter. It is important to clean thoroughly in the winter to avoid allergies and added time off.

Productivity

Spring is a great time to streamline your office productivity. Decluttering unneeded items, organizing, and rearranging are all great options that can be done during this time to boost productivity. Like mentioned above cleaning can already boost employee productivity but smart cleaning can also help. When cleaning, think of ways to help your business. Get rid of furniture, items, and things that are slowing down the flow of traffic or work. Rearrange the office to help employees work more efficiently. This is a great time to make changes.

Aesthetic

It's no secret that cleaning will make your office look better. The good news is that clients will love how much better it looks! The aesthetic and looks of your office are important to the reputation of your business. Keeping a clean office will create a better aesthetic and perception for clients entering your office. A dirty or cluttered office can give the wrong idea to those entering.

Ideas for Spring Cleaning

There are some quick and easy tasks you can do to help up your spring cleaning. Disinfect all surfaces that are touched daily and while you are at it, declutter the surfaces. Get rid of any unneeded papers, boxes, pens, etc. Organize messy, long cords that make office spaces look unorganized. Declutter digital files and clean out hard drives. Talk to your cleaning service about cleaning ventilation systems. Clean light fixtures and under furniture for dust. There are a lot of tasks that can help make your office spring-clean more than a simple cleaning.

THINK SPRING





Converter Chronicles



Recommended packing for shipping CONVERTERS

- Use a sturdy gaylord box strapped to a pallet.
- Cover well enough to conceal the contents. and wrap with shrink wrap.
- Weigh box and pallet together (tare).
- Weigh box, pallet and contents together (gross).
- Prepare a Packing List for the shipment that lists the weights for each box.
- We will provide you with an address label that needs to be attached to EACH box being shipped.



Recommended packing for LOOSE CATALYST

- Loose material needs to be in a 55 gallon barrel with a sealed and locking lid or a super sack then boxed and banded the wrap.
- We will provide you with an address label that needs to be attached to EACH box being shipped.



Recommended packing for INDIVIDUAL converters

- Make sure to remove any excessive pipes for easier shipping.
- Have all contact info inside package.

Please submit all questions on our website under contact form!



www.recoretrading.com



Spring Clean Your Yards!

By Becca Skowrya



Hard to believe spring is right around the corner... It's about that time of the year to start your spring cleaning! With the snow starting to melt away, now is the time to start cleaning out your yard. Just like a lot of us each year have a "to do" list which we complete around our house, you are probably doing the same with your business.

Each year you look around and say to yourself, "this place is a mess" or maybe during the course of last year you realize that certain things are better off in a different place than where they currently are stored. It may be even something as simple as reorganizing your inventory so that you are able to move around your business easier.

It is amazing what you didn't realize you had or forgotten about when you go through this process. When you clean your house, how many times do you say to yourself, "I totally forgot I had that" or "wish I had checked this closet before going out and buying another one of these"! When you do this with your business, you are probably finding "stuff" that actually will make you money. So why not start cleaning out your yards and maybe you'll come across some gems such as converters!

Selling your converters to Recore Trading is easy and convenient. We have a simple process for buying converters, which means you can quickly and easily sell your converters without any hassle.

If you're local, we can pick up, we have drivers all throughout New England! Or you can simply bring your converters to our facility. If you're outside of the Northeast we can arrange for shipping, and we'll take care of the rest.

We are committed to providing our customers with the highest quality service and the best prices. Our team of experts use the latest assaying techniques to determine the exact composition of platinum, palladium, and rhodium within your converters. By selling converters based on assay, you can be sure that you are receiving a fair price for your materials. Assaying determines the exact amount of precious metals contained within the converter, which helps to ensure that you are receiving the best possible price. Our experienced team will work with you to ensure that you receive a fair and transparent transaction.

We use state-of-the-art refining technology to extract the precious metals from your converters, which enables us to pay top dollar for your materials. Selling your catalytic converters to Recore Trading is a smart choice for anyone looking to get the best price for their converters. With our commitment to high payouts, convenient process, and high-quality customer service, we are a top choice for suppliers. So, why not sell your converters to Recore Trading today and start getting the most value for your converters?!



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Laughter is the Best Medicine

Two men were sitting next to each other at Murphy's Pub in London. After a while, one bloke looks at the other and says, "I can't help but think, from listening to you, that you're from Ireland."

The other bloke responds proudly, "Yes, that I am!"

The first one says, "So am I! And where about from Ireland might you be?"

The other bloke answers, "I'm from Dublin, I am"

The first one responds, "So am I!"

"Mother Mary and begora. And what street did you live on in Dublin"

The other bloke says, "A lovely little area it was. I lived on McCleary Street in the old central part of town."

The first one says, "Faith and it's a small world. So did I! And to what school would you have been going?"

The other bloke answers, "Well now, I went to St. Mary's, of course."

The first one gets really excited and says, "And so did I! Tell me, what year did you graduate?"

The other bloke answers, "Well, now, let's see. I graduated in 1964."

The first one exclaims, "The Good Lord must be smiling down upon us! I can hardly believe our good luck at winding up in the same place tonight. Can you believe it, I graduated from St. Mary's in 1964 my own self!"

About this time, Vicky walks up to the bar, sits down and orders a drink.

Brian, the barman, walks over to Vicky shaking his head and mutters, "It's going to be a long night tonight."

"Why do you say that, Brian?", Vicky asks.

"The Murphy twins are drunk again."



Ed and his wife Norma faithfully go to the state fair every year, and every year Ed would plead, "Norma, I'd like to ride in that helicopter"

Frugal Norma would always sternly reply, "I know Ed, but that helicopter ride is fifty bucks, and fifty bucks is fifty bucks!"

After years and years of failed attempts, one year Ed and Norma went to the fair, and an exasperated Ed begged, "Norma, I'm 78 years old. If I don't ride that helicopter, I might never get another chance."

To this, unflappable Norma, with hands on her hips, replied "Ed, that ride is fifty bucks, and fifty bucks is fifty bucks."

The pilot overheard the couple and said "Folks, I'll make you a deal. I will take you both for a ride. If you can stay quiet for the entire ride and don't say a word I won't charge you a penny!

But if you say one word it's fifty dollars."

Ed and Norma looked at one another with a nod of final agreement and a big smile on their faces up they went.

The pilot did all kinds of fancy maneuvers, but not a word was heard. He did his daredevil tricks over and over again.

But still not a word...

When they landed, the pilot turned to Ed and said, "By golly, I did everything I could to get you to yell out, but you didn't. I'm impressed!"

Ed sheepishly replied, "Well, to tell you the truth I almost said something when Norma fell out, but you know, fifty bucks is fifty bucks!"

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.

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