

**STRONGEST BUYER OF CATALYTIC CONVERTERS**



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

## IPMI Conference

**By Don Belisle, Sr.**

I have just returned from the annual International Precious Metals Institute (IPMI) conference in Orlando Fl. I attend this conference every year in an attempt to stay informed about the things happening worldwide that affect the prices we all can

get for our catalytic converters. My first IPMI meeting was more than 12 years ago. It was held in Texas that year. Of all the attendees there only about a dozen of us were in the converter business. The rest were jewelers, market traders, bankers, miners, investors, etc. We converter people were definitely in the minority. However, we were able to get useful information that pertained to our businesses.

Fast forward to 2023 and we find that about 90% of the attendees are converter people! Things have certainly changed. After going to these meetings for so long, you get to meet face to face a lot of people that really have a ton of knowledge pertaining to the things that are happening and things that are expected to happen in our business. These one-on-one meetings are the best part of the whole conference. Yes, there is a wealth of information at the presentations and that is very informative, but the one-on-one meetings where you can get very specific information are priceless.

Going into this year's meeting I was feeling that the future of the converter business was somewhat uncertain and that 10 or more years from now it might not exist at all. After attending every seminar and speaking with the who's who of players worldwide, I am quite optimistic. Yes, the business will be quite different but we will still be an important cog in the wheel of the precious metal's world. I got this

sentiment from every person I spoke with. This in itself seemed very unusual in that there are usually many different opinions out there.

Some of the changes we can expect are that prices on palladium and rhodium will continue to drop and platinum will see a small increase in the next year. Unfortunately, platinum has the least effect on converter prices when compared to the other two. So inevitably, converter prices will continue to drop but there will still be a demand. However, prices will be lower. The new and increased demand for platinum will also be from industries other than car manufacturers of internal combustion engines.

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Spot Prices Mar 15, 2023 at 11:11 New York Time				
www.kitco.com		Please Press Reload or Refresh to Update		
▲ GOLD	▲ SILVER	▼ PLATINUM	▼ PALLADIUM	▼ RHODIUM
1924.20	21.90	963.00	1396.00	8000.00
+20.70	+0.22	-20.00	-59.00	-100.00

# IPMI Conference

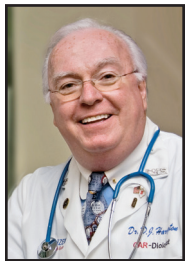
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The whole trend towards electric cars still baffles me. Power plants are still burning coal to produce the electricity to charge them. In addition, the big fast approaching problem of recycling these hazardous batteries is a major issue that needs to be resolved. I found a presentation on the manufacturing of these E car batteries in China quite interesting. China produces electric car batteries for GM, Ford, Tesla, VW and other manufacturers. For every single ton of rare earth metals produced to manufacture these E car batteries, 2000 tons of very hazardous waste are produced! Yes you read it right 2000 to 1!!! When asked what they do with all this very hazardous waste they said they dump it in a nearby lake! This lake is

adjacent to a city with 2.3 million people living in it. When asked about their concern for the people's health, they said it's only 2.3 million people!

The big take aways from the IPMI conference were that those of us in the converter business who want to be will still be in business for decades to come. And if you are holding converters to sell later you will sell them for less! No one expects converter prices to go back up.

At Recore we will continue to adapt and pass on any and all information we can. Together we can all have a future in this ever-changing world.



## See You at URG April 27<sup>th</sup> - 29<sup>th</sup>

By D.J. Harrington

I'll see you at URG, or should I say, you'll be sorely missed if you fail to attend the biggest Automotive Recycling Industry Conference, known to many as URG. This conference will be the largest turn out in URG history. There are reasons why.

It's about new acquisitions. How big is Incline Equity Partners? When you come to URG you can see and analyze for yourself. You will see Road-Tested parts, AESOP Auto Parts and our friends at FENIX Parts. It's my hope and desire to have you bringing as many people as possible from your yards. Talking about FENIX, they have a large group coming to URG.

I can't wait to hear Ryan Falco and Lee Worman from AESOP do a session on Sales vs. Production. Chris Daglis will be bringing a large group of recyclers from Australia and the UK. He is speaking with Georgia Carver on "Recession-Proof Your Auto Recycling Business Through Digital Transformation."

There are so many great classes from which to

choose, such as: Mike Kunkel's class on, "Peer Group Power". Mike was recently a guest on the URG podcast. There is also a panel focusing on, "What Would it Take to Put Recycled Parts in Your Shop Today."

If you want to hear more about that class, go to [u-r-g.com](http://u-r-g.com) and you'll also see descriptions of every class. Industry speakers, such as Jeff Budd, from Mullins Auto and Larry Williams with Fox Auto Parts, Rob Rainwater, and Jen Wilson, Matt Lacy will be doing classes this year at URG. That's why this Annual URG Training Conference is the premier event of 2023. I would be remiss if I didn't mention one more class, an Open Discussion: "Self-Serve Panel" with Eric Wilbert from Wilberts Inc., Greg Daurio with Daurio Auto-Truck and Lance Thomas from BYOT Auto Parts. Only the best of the best speaks at URG. You don't want them to miss hearing the #1 Electric Vehicle Trainer in the World speak Saturday morning. This informational session is all about how to safely be around and store an electric vehicle that was previously damaged.



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# HONESTY, TRUST & DEPENDABILITY for 34 years and counting...

We have strict policies and procedures in place to ensure that converters we obtain from non licensed dealers are through legal and ethical means. Every converter purchased at Recore is secure with proper identification and tracking. We don't buy stolen converters! The buck stops with us!



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- hedging
- immediate payment
- assay
- enclosed system
- nationwide shipping

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## See You at URG April 27<sup>th</sup> - 29<sup>th</sup>

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Remember, the URG Scholarship Foundation offers substantial, financial scholarships each year to assist with cost of higher education of auto recycling employees or their children, whether 4-year college or trade and vocational schools. If you know someone who should be applying for this financial assistance, go online to [u-r-g.com](http://u-r-g.com). All applications are due by April 14th, 2023. So, you still have time to apply.

As of today, the availability of booths at this conference has decreased. Only 4 booths are remaining. If you haven't made your reservation for a booth yet, please get it secured today. As of the writing of this column, the Hyatt Grand Cypress in Orlando is about sold out. Good news is there's lots of other hotels within walking distance of the conference. So, if you are planning to bring a bunch of your counter staff and key people from your center to attend URG's biggest day, Saturday, you can get tickets secured for those team members. Saturday is all about your yard, perfect for all your team members.

Don't forget to bring with you an auction item for Friday night. Proceeds from this auction will bene-

fit our URG Scholarship Foundation. On Thursday, there's plenty of golf available. You can bring or rent your golf clubs for this golf event and spend some much-needed time relaxing in beautiful, sunny Florida. Best of all, you'll have an opportunity to sign up as an Ambassador, promising to give \$11.00 a month to benefit the URG Scholarship Foundation. This foundation is registered as a tax-deductible, 501c3.

If you're wondering, we will be doing another URG podcast from the floor of the conference. As you can see, there's going to be lots of training and fun at this upcoming URG training conference. If you want to improve your bottom line, please make sure you come to rub elbows with the best recyclers in the World. It's important to remember that you don't have to be a member of URG to attend the URG Training Conference. This URG training conference is open to all who want to get better at what they do within the greatest industry in this country...recycling.

See you on the next podcast.



### Winners Never Cheat and Cheaters Never Win

By Becca Skowrya

Cheating in business is a widespread issue that can have severe consequences. Some people justify cheating as a necessary means to achieve success, while others view it as a violation of ethical principles. Regardless of your perspective, it's important to understand the potential consequences of cheating in business and the impact it can have.

Cheating in business can take many forms, including bribery, fraud, purchasing of stolen goods, and misrepresentation. These unethical practices can result in financial losses for individuals and businesses, and they can also undermine public trust. When people cheat in business, they are essentially taking advantage of others for their own gain. If it's a well-established

business that was caught cheating, they were never really winners in the first place.

It's no secret that competition, especially in the converter industry, is fierce. The business environment is incredibly competitive, and there is often a lot of pressure to beat the competition. What we have been seeing in some cases is this pressure can lead people to engage in unethical practices to get ahead. Some of these individuals may view cheating as a way to level the playing field or compensate for perceived disadvantages. As we all know, cheating can have long-term consequences, such as damage to reputation and loss of trust among business partners and suppliers. In the end, the risks of cheating in business far outweigh any potential rewards.

Recore has been in business for 34 years and counting; we have seen it all. We have built our reputation on honesty, trust, and dependability... This is one of the main reasons we have been in business for over 3 decades and we don't plan on stopping any time soon. We strongly believe that integrity goes a long way in this industry.

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# Converter Chronicles

## converter security

With ongoing thefts of catalytic converters, we at Recore take it very seriously when we buy any material. We obtain all information from the customer that's required and any additional information if we feel that it's needed for all transactions, especially from non licensed dealers. We have no problem saying "no". This company was built upon the principles of being honest and trustworthy and we are determined to keep it that way.



Please submit all questions on our website under contact form!



[www.recoretrading.com](http://www.recoretrading.com)

# Winners Never Cheat and Cheaters Never Win

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You can rest assured that your converters (your money) will be safe with us. Nothing irritates us more than when one of our suppliers gets robbed or cheated! We are all friends; we will go to great lengths to do everything we can to protect you. Whenever there is a transaction at Recore, we follow strict protocol for non licensed dealers. So, if in the awful case there is an "incident", we are able to work with local law enforcement to catch the bad guys.

Not only do we protect ourselves and YOU, here is what else we have to offer:

**Transaction Security:** every converter purchased is very well documented and secure. We can easily "connect the dots" if we need to. We do our best to stop the thieves! When purchasing from non licensed dealers, we have a certain criteria we must meet in order to prevent purchasing any stolen converters.

**Hedging:** we hedge our metals at least daily and many times more often than that. As a service to our suppliers, we hedge lots for them as they request.

**Immediate payment:** our buyers will purchase each

of your converters by code number from our extensive catalog that will likely meet or exceed your current buyer's price.

**Assay:** we then assay your converters with systems WE PIONEERED which gives us the unique ability to give you your bonus payment (assay) within 7-10 days.

**Enclosed System:** we have developed a completely enclosed system that does not allow any losses from dust. Dust from converter processing is the most valuable by weight part of the converter.

**Nationwide Shipping:** we set up and pay for shipments of 100+ converters from coast to coast.

At Recore we are meticulous with our tracking for every converter purchased, not only does this protect ourselves this protects the licensed dealers as well. We offer hedging for those that wish to do so, with the market so volatile- we want to make sure we can do what is best for your business. We pay you upfront for your materials with a bonus payment within 7-10 days. We are able to do so because we do everything in-house! We have the latest and greatest technology with our enclosed system. We offer nationwide shipping so it's quick and easy for our suppliers throughout the US.

We believe the best business practice is to put ourselves in our suppliers' shoes. We will do everything possible to earn and keep your business, all while maintaining our integrity along the way.

## TAKE ADVANTAGE OF OUR:

- In-house processing
- Transaction security
- Pick-up service or deliver to our Hudson, NH location
- Immediate payment for any size load
- State of the art de-canning, milling, and sampling process
- Return based settlements within 7-10 days on loads with minimum of 75 pieces



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## Laughter is the Best Medicine

### In a small town, there were two brothers...

...who over the course of many years, cheated, swindled, robbed and generally stole from everyone that they ever did business with.

The entire town and surrounding community reviled and despised these two brothers as everyone was aware of just how disreputable and dishonest they were.

One day, one of the brothers mysteriously died.

Although they had never attended church, the one remaining brother went to the local pastor and offered vast sums of money if he would come to the funeral and say the appropriate words, AND, a large bonus, but ONLY if he would - during the course of the eulogy - refer to his brother as "a Saint."

The pastor, was troubled by the request, however, it was a very poor church and the church desperately needed repairs.

The Parishioners had heard about the pastor's dilemma and were curious as to what he would do.

The Funeral began, the church was packed, and the pastor started with the usual prayers and followed the rites and traditions as required by the church's teachings. In closing, after referring to the man in the box, he paused and turned to face the remaining brother.

He began, "As you all know, the departed was an awful individual who robbed, cheated, swindled and stole from everyone he ever did business with..."

"However, compared to his Brother, he was a Saint!"



### Bob was in trouble.

He forgot his wedding anniversary.

His wife was really angry.

She told him "Tomorrow morning, I expect to find a gift in the driveway that goes from 0 to 200 in 6 seconds AND IT BETTER BE THERE!"

The next morning he got up early and left for work.

When his wife woke up, she looked out the window and sure enough there was a box gift wrapped in the middle of the driveway.

Confused, the wife put on her robe and ran out to the driveway, brought the box back in the house.

She opened it and found a brand new bathroom scale.

Bob has been missing since Friday.

### A man on his way home from a party was pulled over by police officer.

As the officer approached the vehicle, he noticed a large number of knives in the back seat.

Looking at the driver he asked, "Sir, do you have a good reason for needing all those large knives?"

Smiling, the driver said, "Why yes, I juggle them."

Realizing the officer was giving him a skeptical look the driver said, "Officer, with your permission I'd be more than glad to give you a demonstration."

Cautiously the officer stepped back and said "Alright, but you'd better be telling the truth."

Shortly the man was on the side of the road: tossing the knives high into the air with ease.

Two old men happened to drive by and both gazed in astonishment.

The one looked at the other and said, "Sure glad I gave up drinking, these sobriety tests are getting ridiculous!"



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**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](mailto:sales@recoretrading.com).