



Don Belisle, Sr.
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Converter Prices Continue to Drop

By Don Belisle, Sr.

It's good to see that most salvage yard operators are paying attention to the precious metal markets that control converter pricing. It seems as though most have gotten the message that prices have been and are predicted to continue downward. At Recore we have done our best to get the word out that if you don't sell now, you will most certainly sell for less later.

Our on-the-road buyers and our receiving door have been quite busy and I'm glad to see it. Keeping our suppliers strong is at the heart of what we do. After all, when our suppliers are strong, we are strong as well. I find it very frustrating when we do our best to get the word out only to find that six months later or a year from now a supplier calls ready to sell. He has been holding on and is now ready but he has not been paying attention to the markets and is expecting the higher prices seen in the past.

Unfortunately, the market is nowhere near what it was when he started to save up his converters and the longer he holds them, the more money he loses!

For example, I looked at the price of the three metals in converters today and what they were a year ago. Of the three, platinum has remained flat. However, platinum has the LEAST effect on converter pricing. Palladium has the most effect on gas powered vehicle converters. And Rhodium had a larger effect when its prices were sky high but still influences prices.

Platinum 1 year ago \$1,000.00 today \$1,000.00
Palladium 1 year ago \$2,400.00 today \$1,400.00!
Rhodium 1 year ago \$18,000.00 today \$7,000.00!!!

No one is sure where things bottom out. However, for the foreseeable future we feel prices will continue to slide.

The unfortunate thing that has not happened yet is that the price of scrap cars at the auctions have not dropped proportionately with the price of converters. Yes, ferrous prices have gone up recently but not enough to compensate for the drop in converter prices. The past couple of years saw converters controlling scrap car prices. This is something I hear from literally every supplier I speak with. Hopefully things will catch up (or down) soon.

Spot Prices Apr 12, 2023 at 09:54 New York Time				
www.kitco.com Please Press Reload or Refresh to Update				
▼ GOLD	▲ SILVER	▲ PLATINUM	▲ PALLADIUM	▼ RHODIUM
2002.60	25.09	1010.00	1384.00	6450.00
-1.10	+0.05	+16.00	+4.00	-150.00

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I Don't Get It!

On the way into work this morning, the news reported another lithium-Ion battery catching fire in someone's home. The tragedy was that it killed the family's two children. This particular battery was in a device (probably a laptop); however, we see the same things happening in electric cars with more and more frequency. I just don't get it. These vehicles are being sold with the pitch of being more environmentally friendly but in my opinion, they are not!

A couple of points that feed my belief:

Producing one ton of lithium-Ion or nickel metal hydride in China for batteries produces 2000 tons

of hazardous waste. Not a misprint - 2000 to one!!! China dumps this waste into a lake that borders a city with 2.3 million people. China produces most of these batteries for E-cars worldwide. The very unfortunate thing is we have the rare earth minerals in this country (Minnesota) and could mine and refine them properly, but the Biden administration will not allow it.

A lithium-ion battery that catches fire CANNOT be extinguished! It must burn out.

The power plants that produce the electricity to recharge these batteries run on fossil fuels.

The surge in electric car sales has certainly put a damper on demand for the precious metals in converters. This has played a part in the metal's price decline. However, there are many influencing factors. Keep paying attention to the world around us. We are all influenced by things happening in every corner of the globe!



Converter Chronicles



Frequently Asked Questions

Why are oxygen sensors valuable?

Oxygen sensors/O₂ sensors have a ceramic thimble with a thin layer of platinum and or palladium on the inside and outside.

The O₂ sensor is part of the emission control system located on the exhaust pipe and monitors the gases leaving the engine.

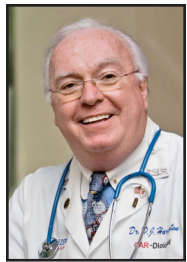
We purchase scrap O₂ sensors of any quantity.



Please submit all questions on our website under contact form!



www.recoretrading.com



“We Also Have Scholarships”

By D.J. Harrington

When was the last time you told an applicant or a team member that was thinking of going somewhere else to work, **“WE ALSO HAVE SCHOLARSHIPS.”** These past two months, I have been making phone calls to remind URG members about the URG Scholarship Foundation and asking owners of companies to send out an email to all employees to let them know there is money being given for URG Scholarships. Please hear me when I say, ***“There’s a ton of ARA Scholarships being given away and lots of State associations are doing the same.”***

The URG Scholarship Foundation was founded in 2014 in honor of those special individuals who have given their **“3 T’s: Time, Talent and Treasures”** to ensure the growth and success of the automotive recycling industry would continue.

Every year, URG and ARA offer substantial financial scholarships to auto recycling employees that are attending a 4-year college or technical/vocational trade school to assist with their educational costs. As time progresses and costs continue to rise, it’s becoming harder each year for students to get the needed money to go back to college or attend a trade school. When my older brother was looking at attending college, he was blessed with 81 scholarships. Not everyone is blessed to have that many schools offer financial assistance. What we do is different. We ask people within our industry to help other people within our industry. Doesn’t matter whether it’s a 4-year school or a vocational school!

So, next time you are in front of a prospective new employee and cover the benefits of working with your company, don’t forget to mention one of the HUGE BENEFITS of WORKING in THIS INDUSTRY. Yes, **“WE ALSO HAVE SCHOLARSHIPS.”** Let them know if they have a family member that is seeking higher education in any field, the industry is here to help. Additionally, if you are a member of URG, and submitted your application in January for the following fall semester, it’s okay. Cut-off date was April 14, 2023. In the

case of URG, the award winners are announced at the Annual Training Conference which we just had in Orlando, Florida on April 27th- 29th.

If you want to learn more about the ARA Scholarship Foundation, or donate to the fund, email Kelly@a-r-a.org. If you would like to create a named scholarship, like the one we all know, my friend, Bo Wroten Honorary Scholarship, let Kelly know. There are over 60 other well-known people who have already created a scholarship in their name to help fellow recyclers.

While on the URG website, click the review section of past recipients which will include testimonial videos of some THANKING YOU for their \$4,000 scholarship and sharing some of the great things they are now doing due to generosity of recyclers like you. URG has one of the kindest people in the world, Jennifer McPherson. For her help, you can email Jennifer at jmcpherson@u-r-g.com or call her at 512-677-6202. Jennifer knows all about the scholarships.

Another important thing to do. Please look at becoming an Ambassador for the URG Scholarship Foundation. Your commitment is only \$11 a month or \$132 per year. Here’s how this works. Each month, \$11 is drafted from your bank or a Visa card. This money will help relieve some students that worry about how to pay for their education. We have lots of parents of recipients that have become Ambassadors. It’s my privilege to thank all the generous recyclers that have donated to the URG and ARA Scholarship Foundation and to all who give to their state association scholarship programs. I know that FADRA, the Florida Auto Dismantlers and Recyclers Association gives away (3) \$1,000 Scholarships and lots of other associations do the same in their states. They all have one thing in common, just be a member of FADRA, ARA, or URG and apply for a scholarship.

To me, a Scholarship is not a ***“hand-out” but a “hand-up”*** to a son or daughter or a grandson or granddaughter. Remember, a scholarship to URG, ARA or a state association is an employee benefit. So, don’t forget to say, **“WE ALSO HAVE SCHOLARSHIPS”**. This is an important employee benefit when you’re hiring a new person.

See you next time or see you on the next URG, “On-the-Go” podcast.



MEMORIAL = DAY =

- **MEMORIAL DAY WAS ORIGINALLY CALLED "DECORATION DAY" AND WAS FIRST OBSERVED ON MAY 30, 1868, WHEN FLOWERS WERE PLACED ON THE GRAVES OF UNION AND CONFEDERATE SOLDIERS AT ARLINGTON NATIONAL CEMETERY.**
- **THE NATIONAL MOMENT OF REMEMBRANCE WAS ESTABLISHED BY CONGRESS IN 2000 TO ENCOURAGE AMERICANS TO PAUSE FOR A MINUTE OF SILENCE AT 3:00 P.M. LOCAL TIME ON MEMORIAL DAY TO REMEMBER AND HONOR THOSE WHO HAVE DIED SERVING OUR COUNTRY.**
- **IN 1968, CONGRESS PASSED THE UNIFORM MONDAY HOLIDAY ACT, WHICH ESTABLISHED MEMORIAL DAY AS A FEDERAL HOLIDAY TO BE OBSERVED ON THE LAST MONDAY IN MAY. THE PURPOSE WAS TO CREATE A THREE-DAY WEEKEND FOR FEDERAL EMPLOYEES AND TO ENCOURAGE MORE TRAVEL AND TOURISM.**
- **THE AMERICAN FLAG IS TRADITIONALLY FLOWN AT HALF-STAFF UNTIL NOON ON MEMORIAL DAY, AFTER WHICH IT IS RAISED TO THE TOP OF THE STAFF UNTIL SUNSET. THIS IS A WAY OF PAYING TRIBUTE TO THE SERVICE MEMBERS WHO HAVE DIED.**
- **IN 2000, CONGRESS ESTABLISHED THE NATIONAL CEMETERY ADMINISTRATION, WHICH OVERSEES 142 NATIONAL CEMETERIES IN THE UNITED STATES. THESE CEMETERIES ARE THE FINAL RESTING PLACE FOR OVER 4 MILLION VETERANS, AND THEY ARE AN IMPORTANT SYMBOL OF THE SACRIFICES MADE BY THOSE WHO HAVE SERVED OUR COUNTRY.**



Under Pressure

By Becca Skowrya

In today's fast-paced world, it's common to feel the pressure of the daily grind. Whether it's deadlines at work, personal responsibilities, or unexpected challenges, stress and pressure can be overwhelming. But it's not all bad news. With the right mindset and tools, you can learn to handle pressure and turn it into a positive force that drives you towards success. When you're working in a fast-paced environment, it's not uncommon to feel stressed out at times. While some level of stress can be helpful in keeping you focused and motivated, chronic stress can have negative effects on both your mental and physical health. Here are some potential consequences of stress in a fast-paced work environment:

Burnout: Chronic stress can lead to burnout, which is a state of physical, emotional, and mental exhaustion. Burnout can cause you to feel drained, unmotivated, and disengaged from your work. This can lead to a decrease in productivity, quality of work, and job satisfaction.

Health Problems: Prolonged stress can lead to a variety of physical health problems, such as headaches, digestive issues, high blood pressure, and weakened immune system. It can also exacerbate existing health conditions such as asthma or diabetes.

So, before you burnout, let's explore some effective strategies for managing pressure.

1. **Develop a positive mindset:** The way you perceive stress can make all the difference in how you handle it. If you view pressure as a negative force that drains your energy and causes anxiety, you're more likely to feel overwhelmed. On the other hand, if you see pressure as an opportunity to learn and grow, you can use it as a motivator to push yourself to new heights. Try to reframe your thoughts about stress and pressure, and focus on the potential benefits that come with it.

2. **Break it down:** When faced with a daunting task or a long to-do list, it's easy to feel overwhelmed. To avoid feeling paralyzed, break down your tasks into smaller, more manageable chunks. By focusing on one step at a time, you'll feel a sense of progress and accomplishment, which can help reduce stress and keep you motivated.

3. **Prioritize and organize:** Another effective strategy for handling pressure is to prioritize your tasks and organize your schedule. Start by identifying the most urgent and important tasks and tackle them first. This will help you avoid the trap of getting bogged down in low-priority tasks and feeling like you're not making progress. Use a calendar or planner to schedule your tasks and make sure you have enough time to complete them.

4. **Stay positive and flexible:** Finally, it's important to maintain a positive attitude and be flexible when faced with unexpected challenges. Instead of getting frustrated or giving up, try to see setbacks as opportunities to learn and grow. Stay open to new ideas and be willing to adjust your approach if something isn't working. With a positive and flexible mindset, you'll be better equipped to handle pressure and adapt to changing circumstances.

While pressure can be challenging, **it's important to remember that it can also be a positive force that drives you towards success.** By developing a positive mindset, breaking down tasks, prioritizing and organizing your schedule, and staying positive and flexible, you can learn to handle pressure with confidence and resilience. Remember, you're not alone in feeling the pressure, and with the right tools and support, you can overcome any challenge that comes your way.



AI and Creativity

By Becca Skowrya



Artificial Intelligence (AI) has become an increasingly important part of our lives, with applications ranging from virtual assistants to self-driving cars. However, there are many fascinating and surprising facts about AI that you may not be aware of. Here are some fun facts about AI that might surprise you:

AI can create art: AI-powered algorithms can create works of art, from paintings to music. One notable example is Aiva, an AI composer that can create original pieces of classical music.

AI has defeated humans in games: AI-powered systems have defeated humans in many games, including chess, Go, and poker. In 1997, IBM's Deep Blue defeated the world chess champion, Garry Kasparov, in a six-game match.

AI can recognize emotions: AI algorithms can analyze facial expressions and other cues to recognize human emotions, such as happiness, sadness, anger, and fear. This technology is being used in fields such as marketing, healthcare, and entertainment.

AI can diagnose diseases: AI-powered medical diagnostic tools can help doctors diagnose diseases more accurately and quickly. For example, a recent study found that an AI algorithm was able to diagnose skin cancer with greater accuracy than human dermatologists.

AI is being used to protect endangered species: Conservationists are using AI to protect endangered species, such as elephants and rhinos, by tracking their movements and identifying potential threats.

AI can understand multiple languages: AI-powered language translation tools can translate speech and text in multiple languages, making it easier for people to communicate across borders and cultures.

AI can create fake news: AI algorithms can be used to create convincing fake news stories, videos, and images. This has raised concerns about the potential for AI to spread misinformation and propaganda.

AI can recognize objects in photos and videos: AI algorithms can analyze photos and videos to identify objects, such as people, animals, and buildings. This technology is being used in fields such as security, entertainment, and advertising.

AI can generate realistic images of people: AI-powered systems can generate realistic images of people that do not actually exist, known as "deepfakes." This technology has raised concerns about the potential for AI to be used to create misleading or deceptive content.

AI is being used to fight climate change: AI-powered systems are being used to monitor and analyze data related to climate change, such as weather patterns and carbon emissions. This technology is being used to develop more effective strategies for addressing climate change.

These are just a few of the many fun and interesting facts about AI. As AI continues to advance, it will be exciting to see what new applications and breakthroughs emerge.



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Laughter is the Best Medicine

A Professor Travels to Africa

A professor travels to Africa to live with a primitive tribe and spends years with them, teaching them all about the wonders of science and mathematics.

He makes friends with the tribe's chief and his wife and they all live happily for some time.

One day the chief's wife gives birth to a white child.

The word spreads and the entire tribe is in shock.

The chief pulls the professor aside and says, "Look, you are the only white man we've ever seen around here, and my wife gave birth to a white child.

It doesn't take a genius to figure out what happened!"

The professor replied, "No, chief, you're mistaken.

What we have here is a natural occurrence what we in the civilized world call an albino!

Look at that field over there.

All the sheep are white except for one black one.

Nature does this on occasion."

The chief was silent for a moment, then said, "Tell you what. You don't say anything more about that sheep and I won't say anything more about the white kid.



Supermarket Mother

A young man was walking through a supermarket to pick up a few things when he noticed an old lady following him around

Thinking nothing of it, he ignored her and continued on.

Finally, he went to the checkout line, but she got in front of him.

"Pardon me," she said, "I'm sorry if my staring at you has made you feel uncomfortable

It's just that you look just like my son who just died recently."

"I'm very sorry," replied the young man, "Is there anything I can do for you?"

"Yes," she said

"As I'm leaving, can you say 'Goodbye mother'? It would make me feel much better."

"Sure," answered the young man

As the old woman was leaving, he called out, "Goodbye mother!"

As he stepped up to the checkout counter, he saw that his total was \$127.50

"How can that be?" he asked, "I only purchased a few things!"

"Your mother said that you would pay for her," said the clerk.



PROUD MEMBERS OF:



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