



Don Belisle, Sr.
Owner of Recore Trading
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Converter Theft

By Don Belisle, Sr.

It is no secret that converter theft in recent years has risen exponentially. The recent extremely high prices of the precious metals contained in the converters drove prices of scrap converters into the stratosphere. This, combined with

the ease at which converters can be stolen, has made them easy targets. When a low life can cut off a converter in minutes then sell it for up to \$1000.00 to an unscrupulous converter buyer, the temptation is very real. This, along with many cities having a soft on crime attitude make the perfect combination for easy money at very little risk!

At Recore we have always required a photo ID from anyone who is not a licensed salvage yard to sell us converters. We have heard every excuse in the book, from "I forgot my license at the bank," to "The dog ate my wallet!" Our policy has been - No ID, No Sale - period. We have worked with law enforcement numerous times to help them arrest and prosecute these thieves.

We have all read the headlines about stolen converter rings of thieves from across the nation. Some of these groups are very organized and they knew which converters bring the most money and which are the easiest to steal. This information is relatively easy to get online. Some of these crime rings are so well set up that they have associate thieves in many different towns and different states working together. They gather the converters to a central location and sell these large quantities of stolen converters as one giant lot, thus being able to demand top dollar.

Here's a recent incident:

One morning within the past couple of years, I was greeted by three FBI agents at our door. This certainly gets your attention! We sat down in my office and they explained that they were looking at a potential stolen converter ring working here in the Northeast. They gave me a list of four names and asked if any of these

individuals had sold us converters during a particular time period. Naturally, we immediately complied and found that none of the suspects had sold to us in that time frame. One of the individuals had sold to us before the dates the FBI were interested in. The FBI said that that transaction was not relevant. So, we were not involved in this group's activities. A few months later it was all over the news that law enforcement had arrested a converter stealing group of thieves. These were the guys the FBI had questioned us about. They estimated that the group had stolen and sold over half a million dollars' worth of stolen converters!

Great, I thought. Get these crooks off the streets and give them what they deserve.

After the trial, I was extremely disappointed to learn that instead of jail time each of these crooks were only given a \$1,500.00 fine! This was ridiculous! If anything, it encouraged them to do it again, only this time to be smarter about it.

In reaction to all this converter theft going on, most states passed legislation to help combat converter thieves. This is all well intentioned. However, some of these laws put undue burdens on the licensed salvage yards and do little to stop these thieves crawling under vehicles at night.

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Converter Theft

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Some of the highlights of local state laws are:

- Most states require more and better record keeping
- Some states require etching of VIN's
- All states require payment to be by company check. Cash payments are not allowed.
- All states require more record keeping and some states requirements are very extreme.
- Some states require photos of the converters

And on and on!

The issue is, that with laws varying so much state to state, it makes it very difficult to operate interstate. Which states laws control an interstate transaction – the buyer's state or the seller's state?

With all this in mind, the IPMI (International Precious Metals Institute) has been working on a national bill. IPMI is the organization to which all the largest converter processors in the world belong. We hired a lobbyist and expect this bill to get voted on this year. Working out the details of what should be in the bill has been no small task. Although the lawmakers may change the bill, I will list the points which we felt were important.

Anyone in the business of dealing in detached converters or converter substrate for the purpose of recycling will be required to obtain a federal license.

Requirements of licensees are:

A fixed location, an insurance bond, a list of authorized personnel authorized to buy and sell, assigned attestations to abide by federal AML/KYC guidelines, and finally a contact person to assist law enforcement.

Legislative points we support:

1. Individuals dealing with over a certain threshold of converters will be required to license.
2. Strict penalties for anyone in possession of converters unless they are a business who would reasonably be expected to have converters in the normal course of that business, an individual who can provide proof of ownership.
3. Record keeping authorized entities will record info related to each transaction of converters.
4. A traceable form of payment - check or wire transfers. No cash payments.
5. Encourage anti-theft device installation through insurance company incentives.
6. Discourage local industry regulation in order to allow for an unburdened system of legitimate interstate movement.

Generally, I support less legislation rather than more. In this case, however, I do support national legislation to help stop the thieves and to have a uniform law that is effective and relieves undue burdens on the licensed salvage yard.



Converter Chronicles



Individual Assay

Salvage yards are buying newer vehicles all the time, when it comes to the value of those catalytic converters there may be some guessing involved but NOT at RECORE TRADING. We offer individual assay for any unknown or new catalytic converter that we have not seen. This is something we offer to ensure the customer is getting full value for that catalytic converter.



Please submit all questions on our website under contact form!



www.recoretrading.com



Be a People Builder

By D.J. Harrington

I just came back from another URG Training Conference. It was great for me because lots of friends came by to visit with us at the URG Scholarship Foundation table. Good friends within the industry that came by to say hello. Some of the nicest comments I heard were about what I have said or did over the past 40 years. Those comments have prompted this article, "Be a People Builder". Here's why.

When I'm gone from this world, I want to be remembered as a "people builder." A "People Builder" is someone that builds up people, not kicking or tearing others down. Let's do a personal assessment. Is the legacy or the impact you had on this world how you want people to remember you? If not, start this suggestion at home with your family. Think of things that family members do to help you and thank them for building up your confidence. In turn, it will build up their confidence too.

Consider Henry Ford. Even Henry Ford benefited from encouragement received in his early days. One of his encouraging "boosters" was none other than Thomas Edison. Henry Ford, the pioneering automaker was introduced to Edison as *"the guy trying to build a car that ran on gasoline."* When Edison heard this, his face lit up. He slammed his fist on the table and said, ***"You got it. A Car that has its own POWER PLANT, that's a BRILLIANT IDEA!"*** How do I know this? During my school years, my family's construction company located in New Jersey redid all the paving at Edison's place as well as his private home. Every summer while in high school and college, I worked for our construction company. In my senior year in high school, I spent many weekends working at Edison's place. Now, back to the story about Edison encouraging Ford.

Up to that point, Henry Ford had dealt with many naysayer's discouragements. Most of them became a "doubting Thomas." Along with their negative comments, Ford had just about convinced himself to give up, but along came Edison. Edison spoke constructive faith into Ford. Edison's words were a turning point in Henry Ford's life.

Ford once said, ***"I thought I had a great idea, but I started to doubt myself." "Then along came one of the greatest minds that every lived and gave me his complete approval."*** Negative comments by others certainly didn't help encourage Ford. However, one simple vote of confidence from Edison helped launch the automotive industry. Sometimes, we don't realize the power our words hold over others. We don't realize what it means when we tell someone, ***"I believe in You. You got what it takes. I'm behind you, 100 per cent."***

So, I ask you to step up now and be someone's #1 fan. Encourage them. It could be a son or daughter that needs encouragement. Or like me, a grandson or granddaughter. Lift them up when they're down and celebrate when they succeed. Pray for them when they are struggling and urge them to keep pressing forward. That's what it is to be a "people builder." All of us need someone to believe in us more than we believe in ourselves.

If you think about this, just a little, you too will get phone calls later in life where a person on the other end of the phone says something similar, ***"Thank you for your belief in me, Mr. DJ. I am now 47 years old. I became a doctor. It was the***

talks that you gave to us kids in the neighborhood years ago that helped me. I just wanted to say thank you."

After receiving that phone call a couple days ago, you can't imagine how his words made this old guy feel. He doesn't realize it right now, but his words encouraged me too. Chad is now a cosmetic surgical doctor, and I just watched one of his online videos explaining about his surgery options. He has multiple locations for his surgery business. When Chad and Chris were running in my neighborhood years ago, they weren't always appreciated by other homeowners. As you can see, they've done quite well.

So, you want to hear from people down the road that you've helped make a difference in their life, start being a **"People Builder"** today. If you're already building up people, keep doing it because you never know how powerful your words will be to someone else's success.

See you next time.



It's now officially summer, and as the temperature outside continues to rise, so too does the danger of working in it. Every year, thousands of workers suffer some form of injury or illness from becoming overheated on the job, and some even die. These are preventable.

How does heat affect the body?

Generally speaking, the body is constantly regulating itself to keep a consistent internal temperature. When that starts to get higher, it tries to release excess heat by circulating more blood to the skin and by sweating. If the air is cooler than the skin temperature, the blood circulation will release heat to the air; but if the air is too warm, that doesn't work and the regulation becomes more difficult. Sweating can be very effective, but only when the sweat is able to evaporate off the skin, as that is what actually provides the cooling. If the air is too humid, or the sweat is trapped inside form-fitting, unbreathable clothing, it won't work. Additionally, sweating means you need to replace the fluids and salts being lost.

What are the dangers?

There are four common medical problems caused by heat exposure: heat rash, heat cramps, heat exhaustion, and heat stroke.

Heat rash is just what it sounds like: a rash caused by too much heat. The skin becomes irritated by excessive sweating, particularly during humid times when it can't evaporate well. It looks like a red cluster of pimples or small blisters. It's most commonly found on the neck and upper chest, in the groin, under the breasts, and in elbow creases.

The treatment, like for all of these illnesses, is to move to a cooler environment, at least temporarily. Keep the area dry—do not wash with water unless it is immediately toweled. You can also use a drying powder to soothe some of the feelings of irritation.

Heat cramps are pains felt in the muscles, often with spasms, and usually in conjunction with strenuous activity. They're often caused by a depletion of the body's salt and fluids through excessive sweating, and can also be a symptom of heat exhaustion.

The treatment is to stop activity and rest in a cool place. Drink juice or a sports beverage, to replace the fluids and salts, but DO NOT take a salt pill unless directed by a doctor, and if you are on a low-sodium diet, seek medical attention. Continue resting for several hours after the pain from the cramps goes away—continuing to work too soon puts you at serious risk of heat exhaustion or heat stroke. If the heat cramps do not subside within one hour of resting, seek medical attention.

Heat exhaustion is the beginning of the body breaking down by being unable to regulate its internal temperature. There are many symptoms, including heavy and excessive sweating, paleness, muscle cramps, fatigue, weakness, dizziness, headache, nausea or vomiting, and fainting. Despite the heat, the skin may feel cool and moist, while breathing will be fast and shallow while the pulse will likely be fast and weak. It does not take all of these symptoms to indicate heat exhaustion; some people may only show a few of them. It can occur after several days of exposure to high temperatures and not replacing fluids and salts sufficiently, which means it can take place at the beginning of a shift, even if not much has been done that day or the temperature does not seem unreasonable.

The treatment is to stop working immediately, get somewhere much cooler or even take a cool shower or bath, and drink cool beverages that are nonalcoholic. If clothing is heavy or tight, change into something lightweight and airy. As with heat cramps, wait several hours after the symptoms subside before returning to work. If the symptoms get worse during treatment, or if they last longer than one hour, seek medical attention. Not treating heat exhaustion can lead to the more severe heat stroke.

Heat stroke is the most serious of the heat-related illnesses. The body's temperature regulations system breaks down entirely, and the body is unable to cool itself. Body temperature can rise to 106°F or higher in as little as 10-15 minutes. At that point, vital organs, including the brain, can become damaged. **Heat stroke can cause death**

Summer Safety Tips

Education Center

or permanent disability without emergency treatment.

There are several warning signs of heat stroke, and not all of them need to be present: an extremely high body temperature (103°F or higher); skin that is red, hot, and dry, without sweating; a strong, fast pulse; a throbbing headache; dizziness; nausea, possibly with vomiting; confusion; and possibly unconsciousness.



The treatment is to quickly get the sufferer to a cool place, even if it's just a shady area, and call for emergency medical help. Do whatever you can to cool the person down quickly, dousing them in water. Maintain efforts to cool them until help arrives or their temperature drops down to 101°F or lower. If medical personnel are delayed, call the hospital for further instructions.

Who's at risk?

Though anyone can be susceptible to heat-induced illnesses, there are conditions that can increase the risk. Age can play a part, as children 0-4 years old and those 65 years of age and older are more likely to suffer symptoms. People who are dehydrated either through not drinking enough water or through bingeing on alcoholic or caffeinated drinks also increase their chances of becoming ill. People who have heart disease, fever, obesity, mental illness, poor circulation, or a sunburn are also at greater risk. Many prescription drugs can also add to the threat; if you are on a prescription drug and will be working in hot conditions, either outside or in a factory or other location that has high temperatures, check with your doctor to see if you are in danger.

What preventive measures can be taken?

Increase the amount of fluids you drink, but avoid alcohol, caffeine, and overly sugary drinks; if you are involved in heavy activity, experts recommend drinking 2-4 glasses of cool fluids each hour. Be sure there are cool places around and take frequent breaks in them. If you will be working in the sun, be sure to use a sunscreen rated at SPF15 or higher. You can also use a wide-brimmed hat to keep the sun off your head. Wear light, loose-fitting clothes.

Employers should make sure employees know the threats of working in hot conditions and have a system of breaks and rotation work. Cool areas, preferably an air conditioned one, should be made available for anyone who needs to escape the heat, and water around 50-60°F should be available in abundance. Workers wearing protective gear that includes tight-fitting clothes that do not breathe should be on a shorter rotation and have extra breaks to keep cool, as they are at higher risk.

For new workers or workers returning after two weeks or more out of the conditions, a graduated system should be used to get them acclimated to the heat. Start them off with only 50% of the load they would be expected to carry. Increase it gradually so at the end of a week they are performing the normal level of work.

When looking at a weather forecast to predict conditions, use the heat index instead of just the temperature. The heat index takes both temperature and humidity into account to give a more accurate account of how conditions will affect the body. Once the heat index gets into the 90s and above, threats start getting severe and precautions need to be raised.

Additional Information

The Occupational Safety & Health Administration (OSHA) has a site dedicated to heat exposure with lots of information. It can be found here: <http://www.osha.gov/SLTC/heatstress/>

OSHA also provides small business with on-site consultations for free. This is available to business with fewer than 250 workers at a site, and with no more than 500 employees nationwide. This is not an enforcement visit, and it will not result in penalties or citations. It merely evaluates conditions and provides information on how to mitigate the dangers. For more information, call 1-800-321-6742.



The Importance of Choosing Experience

By Becca Skowyra

At Recore, we have seen it all. Our owner, Don, started this business in 1989, before some of you were even born! He has seen every twist and turn, nightmare and miracle imaginable, he may have even seen when dinosaurs walked the earth. So why is it important to choose to do business with an experienced and well established company? Choosing to do business with an established company can offer several advantages over working with a new or inexperienced business owner, like the Johnny Come Latelays that pop up out of nowhere when the market is hot. Let's explore the reasons why you might prefer to do business with a company that has a proven track record of success over a new business.

Experience and expertise

Having been in business for over 3 decades, we have built up a wealth of experience and expertise in our industry. We've had time to refine our services, develop efficient processes, and establish best practices that enable us to deliver quality consistently. We know what works and what doesn't. We will not let our suppliers be the guinea pigs. This experience and expertise can be invaluable when it comes to solving complex problems or addressing unique challenges that may arise.

Reputation and trust

Being an established company that has been in business for a while, we've had time to build a reputation and establish trust with our suppliers. A long track record of success and satisfied suppliers can give you confidence in our ability to deliver what we promise. In contrast, a new business may not have established the same level of trust and may lack the credibility and reputation that comes with a proven track record.

Financial stability

As an established company, we have a more stable financial position than a new business. We have established relationships with vendors and suppliers, a strong cash flow, and reserves to weather unexpected challenges that can arise. This stability can give you confidence in our ability to deliver quality without running into financial difficulties. We would never leave you out to dry.

Resources and infrastructure

We have a more robust infrastructure and greater resources than a new business. We have invested in technology, equipment, and personnel to improve our efficiency and effectiveness. This infrastructure and resources has allowed us to provide faster turnaround times, higher pricing, and better service.

Long-term support

We have a proven history of supporting our suppliers even after the transaction is completed. This can be important if you need ongoing support, or if you have questions. We have very experienced buyers that have seen it all and can help you with any questions or concerns that may arise.

Choosing to do business with us, an established company that has been in business for over three decades can offer several advantages. From experience and expertise to reputation and trust, financial stability, resources and infrastructure, and long-term support, we can provide you with the confidence and security you need with peace of mind.

Call us today!



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GROW YOUR PROFITS WITH US

Our professional buyers will purchase your converters with immediate payment, from our extensive catalog that will likely meet or exceed your current buyers price.

In addition, we will assay your product, which enables us to give you an even higher return... making you even more money.

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Laughter is the Best Medicine

BBQ season

We are about to enter the BBQ season. Therefore it is important to refresh your memory on the etiquette of this sublime outdoor cooking activity. When a man volunteers to do the BBQ the following chain of events are put into motion:

- (1) The woman buys the food.
- (2) The woman makes the salad, prepares the vegetables, and makes dessert.
- (3) The woman prepares the meat for cooking, places it on a tray along with the necessary cooking utensils and sauces, and takes it to the man who is lounging beside the grill - beer in hand.
- (4) The woman remains outside the compulsory three meter exclusion zone where the exuberance of testosterone and other manly bonding activities can take place without the interference of the woman.
- (5) THE MAN PLACES THE MEAT ON THE GRILL.
- (6) The woman goes inside to organize the plates and cutlery.
- (7) The woman comes out to tell the man that the meat is looking great. He thanks her and asks if she will bring another beer while he flips the meat



Important again:

- (8) THE MAN TAKES THE MEAT OFF THE GRILL AND HANDS IT TO THE WOMAN.
- (9) The woman prepares the plates, salad, bread, utensils, napkins, sauces, and brings them to the table.
- (10) They all eat
- (11) The man asks the woman how she enjoyed "her night off", and, upon seeing her annoyed reaction, concludes that there's just no pleasing some women.

Police Shooting

A police officer called the station on his radio.

"I have an interesting case here...

An old lady shot her husband for stepping on the floor she just mopped."

"Have you arrested the woman?"

"Not yet. The floor's still wet."



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