

**STRONGEST BUYER OF CATALYTIC CONVERTERS**

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

## Brand New Car Scrapped

By Don Belisle, Sr.

On a recent visit to one of my favorite yards to buy converters, I was shooting the breeze with the owner. This yard sells once or twice per year or whenever market conditions warrant selling sooner.

As the guys were loading the converters and the owner and I were solving the world's problems, I couldn't help but notice a brand new car in the yard. I initially thought it was an employee's or a customer's car but I was wrong. The car was a new Ford Focus fully electric vehicle, and it was there to be parted out!



The yard owner explained that the car was bought at the local Ford dealer by an unsuspecting customer. Almost immediately the car experienced one problem after another. The Focus went back to the dealer on multiple occasions in attempts to repair a long list of issues ranging from battery life to a myriad of electrical problems and other parts not working. The local dealer leaned heavily on the manufacturer for advice in the many attempts to fix this car; however, they all failed. In the end, Ford and the dealer could not fix the car, threw up their hands and gave the customer their money back. One would think at this point the car would be repaired and then resold.

Evidently though, the problems were so severe and since

their solutions were nowhere to be found, Ford insisted the car be scrapped and not resold!

The car was sold to the salvage yard on the condition it be scrapped. This reflects on the current state of electric car technology. In this rush to bring alternative vehicles to the market, I believe they have gotten ahead of themselves. From sourcing of the lithium-ion batteries from China to engineering a reliably working car, to end of life battery disposal, to an energy grid that cannot support charging these vehicles, we are NOT ready for electric cars.

The ICE (internal combustion engine) vehicle of today is refined to the point where it is extremely reliable and trouble free. Their emissions are so small that they rival the emissions produced by the electric generating stations that charge the electric cars. We are not ready for electric cars and the whole idea of producing them



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# Brand New Car Scrapped *continued from Page 1*



needs to be revisited. In the end, my hope is that EV's are abandoned and we continue to produce and refine the ICE vehicles we all enjoy. Rant off.

## Recyclers Paying Attention!

It is good to see so many recyclers paying attention to the precious metals markets and to recommendations we have been making. It's no secret that the PGM (platinum group metals)

markets have been and continue to be extremely volatile. PGM prices are what control scrap converter prices. Besides the volatility, the pricing trend has and

continues to be down. Although no one really knows what the markets will do, every expert, including me, feels the downward trend will continue. Sad but true! If looked at solely on the supply/demand side of PGM's, one would think prices should be rising. After all, both platinum and palladium are forecast to be in deficit this year. However, the PGM markets are driven by many factors including forecasts of industry production, mining of ore metals, and anticipated auto sales. One of the biggest influencers over the years has been fear. Fear of anticipated negative world economic conditions has been the biggest factor in forecasting prices for many years. I see no end in sight for the foreseeable future, but perhaps November of 2024 will bring hope!

Til next month,

Don



## Converter Chronicles



**Recore Trading is the leading processor of catalytic converters on the east coast. We are dedicated to providing the customer with the most competitive and up-to-date prices. In addition, Recore Trading also offers top dollar on aluminum wheels and other automotive recycling.**



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## From Pioneer to State-of-Art, Recyclers You Know

By D.J. Harrington

All of you know that I have been around the automotive recycling business a long time. No doubt, you've heard me say, "I served at the Last Supper." I know the Last Supper happened a couple thousand years ago, but the ARA is celebrating a milestone of 80 years. 80 years is older than I am. The industry has seen some very special people who have come and gone from this industry, and I would be remiss if I didn't mention them for their help and support of this industry over the years. As for me, many years ago, I started as a consultant for the customer service and sales area.

From my travels across this great land, I have seen the facility at Nordstrom's Automotive in Garretson, South Dakota first-hand. Started by Art and Marie Nordstrom, Shannon's Mom and Dad, Nordstrom's business has surely grown since its inception in 1969. Early in the morning, Art and Marie would milk cows and then sell parts in the afternoon.

The Schran Auto Parts in Pontiac, Michigan started in the summer of 1923 by Harold Schran, Sr. No, I didn't know him personally. We have had two different Schrans serve as President of ARA. Harold Schran, Jr. became the Automotive Recyclers Association (ARA) President in 1975, and Ken Schran became President of the same association in 1990. Truly a great family that's still very much involved with ARA.

How about Spalding Auto Parts from Spokane, Washington which started in 1934 with the tenacity of Dolph Spalding, dad of Max Spalding. Max is a visionary man who was also President of ARA in 1983.

For my next few articles, I will be communicating about Nordstrom's, then Schram's, and then Spalding's. If you're wondering if I've been to all three of those locations, the answer is "Yes!" I've also been to Weller's in Michigan the most. Wellers is right up there with Nordstrom's, and I have some delightful stories about all these great families. So, let's start with Weller first.

The first time I got a call from Skip Weller was right after I had spoken for the first time at Auto Recyclers of Michigan for Barbara Utter, the Executive Director. Barbara is

one of the finest people you will ever meet. You know Skip Weller. He also was a Past President of ARA in 2005. His grandfather, Harry Weller and his grandma, Helen started Weller Auto Parts in 1932. Harry Sr. started in Muskegon, Michigan then Harry, Jr. took over and had four sons. We all know Skip, the oldest and the best-looking brother, Chris. The four brothers purchased the company in 1984. I knew their dad very well and had the privilege to eat at their home for a few nights. I met John at the National Truck Association and when I spoke there, I met Paul at the Weller Reman Center during an ARM meeting. In 2014, Weller Truck Parts sold out to Jasper Holding's family of companies, a 100% Associate Owned ESOP.

Today, Skip and his brother, John, are also in recycling. Skip has two sons, Harry, and Jake, who are married with families of their own. John's son, Scott, is also involved in the Weller Auto Parts Group. You can find Harry and Scott at Frontier Truck Parts. Go online and see this state-of-the-art facility in Dorr, Michigan. Even perusing the facility online will blow your mind. I can remember driving over to Frontier at the old location with Skip's Dad, Harry Jr. He was yelling for his grandson Harry, who was working under a truck. From what I can remember, Harry failed to show up at school that day and Grandpa needed to know why. Young Harry told his grandpa that he had promised the customer his heavy-duty truck would be done that day and he was keeping his promise. The Weller Promise, "It's the Weller Way".

If you want to hear more about other successful people within the industry, keep an eye out for my next few articles. Let's all celebrate the milestone, 80 years of ARA. Don't worry Wilbert. I am writing a story on your facility next. You started in Webster, NY in 1952. Now that's a great family with a great story.

See you on the next podcast.



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# 4 Steps to Managing Your Time and Work

From American Management Association Feb 24, 2023

Time is one of our most valuable resources, and, as we all know, it's limited. Like most of us, you're probably familiar with that uneasy, panicky feeling of not having enough time to do everything that needs to get done in your workday—even if you work overtime. When that's an everyday reality, time anxiety can become overwhelming, provoking a constant need to rush and scattered thoughts that make it difficult to focus on and accomplish anything.

Worrying about time is unproductive, to put it mildly, and a major time waster. So, how do you get a handle on time, especially when you're faced with constant demands, mounting piles of tasks, and seemingly endless to-do lists? First, take a deep breath. Then, take some time to plan and schedule your time. By effectively planning how you'll use your time, you'll feel more in control, more focused, and much less frantic. Plus, you'll create space in your busy day to free up your mind for creative thinking—leading to fresh insights, new solutions, and gains in efficiency and productivity.

To help you get started on maximizing your time at work, the experts at American Management Association (AMA) provide this proven four-step action plan:

## **Step 1: Create and keep a master to-do list.**

A master to-do list is a perpetual list of tasks and projects that need to be accomplished, with no firm time requirements. This relieves the pressure of a daily to-do list. It's also a log that you keep with you, so you can capture all your thoughts and ideas throughout the day. Developing the practice of keeping a master to-do list will help to improve your memory and recall, make it easier to keep track of little details as well as big priorities, and reduce stress.

**Step 2: Prioritize tasks.** It sounds simple, but when everything is a priority, where do you begin? Start by writing down all the tasks you want to complete, without worrying about order or priority. Then, sit back, compare all tasks together, and objectively view them. Ask yourself, "If I can only do one of these, which would it be?" Rank that task as your top priority, then ask yourself that question again, and again. Gradually, you'll focus on the most essential, important need-to-do tasks and make them a priority over the nice-to-do tasks. Once your priorities are clear, you can focus on

doing what really needs to get done and stop busywork from taking up your day.

**Step 3: Schedule your time.** Collect the top five priority tasks from your list. Estimate the amount of time you'll need to complete or dedicate to each of them. Then, block out your work week and schedule in time for these tasks. Schedule planning time, about 15 minutes, both in the morning and in the evening. Block out the time you have scheduled meetings and appointments. Then, block out the time for your top-priority tasks—about 40 to 60% of your day. This will help you maximize your time and have time left for lower priorities. Consider scheduling three or four of your workdays and keeping at least one day open to handle the unexpected.

**Step 4: Update your plan daily.** Review your plan at the end of each day. Transfer or add tasks as needed. And leave the office at the office. Even if you work from home, set boundaries. Taking some task-free time for yourself every day will make you better able to use your task-focused time productively.

By increasing awareness of how you use time and following these four steps to better time management, you should find yourself with more time to do the things that are most important to you.

## **About AMA**

American Management Association (AMA) is globally recognized as a leader in professional development. For 100 years, it has helped millions of people bring about positive change in their performance in order to improve results. AMA's learn-by-doing instructor-led methods, extensive content and flexible learning formats are proven effective—and constantly evolve to meet the changing needs of individuals and organizations. To learn more, visit [www.amanet.org](http://www.amanet.org).

# 7 HABITS OF HIGHLY EFFECTIVE SALVAGE YARDS

## **Presents a Good Business Image, starting at the front entrance**

- Business signs are posted at front entrance, showing name, hours of operation
- Has curb appeal
- Has a recognizable customer service area
- Provides a good, safe work environment

## **Implements a Standard Operating Procedure (SOP)**

- Has step by step process for routinely handling all vehicles, from the moment they arrive until they are shipped off-site
- Understands the business is about moving material efficiently and using limited storage space to make money
- Keeps records
- Trains employees to follow the SOP

## **Uses an Inventory Control System**

- Knows what is stored on-site, how long it has been there, and has a plan for getting it to its final destination
- Uses the inventory control system to keep vehicles, parts, and scrap moving
- Considers market conditions when managing inventory
- Gets rid of material that has no market value

## **Implements Good Housekeeping Practices**

- Well-organized
- Consolidated work areas
- No clutter and excess debris
- Keeps stuff off the ground and under cover
- Labels just about everything
- All areas of the facility are easily accessed and viewed for inspection
- Regularly inspects

## **Implements Good Spill Prevention and Response Measures**

- Never handles or stores fluids except over a leak proof surface under a roof
- Always cleans up spills and leaks when they happen

## **Has a Commitment to Continuous Improvement**

- Seeks education and training; Stays current and well informed
- Provides employee training
- Invests in making facility improvements to stay current
- Shows Pride
- Takes pride in doing things the right way
- Works hard to be a good neighbor
- Earns community respect and trust



# The Significance and Traditions of the Fourth of July

By Becca Skowrya

Every year on the Fourth of July, the United States of America comes alive with vibrant displays of patriotism and unity. Independence Day, commonly known as the Fourth of July, holds immense historical and cultural significance for Americans. It commemorates the country's Declaration of Independence from British rule on July 4, 1776.

## Historical Background:

The Fourth of July marks the adoption of the Declaration of Independence by the Continental Congress. This document, drafted by Thomas Jefferson, declared the thirteen American colonies as free and independent states, no longer under British rule. The Declaration's principles, including the ideals of liberty, equality, self-governance, and individual freedoms laid the foundation for the formation of the United States of America. We are the first and only country to have never been under the rule of a Dictator, let's keep it that way.

## Significance of Independence Day:

Independence Day represents the birth of a nation founded on the principles of freedom and democracy. It symbolizes the hard-fought struggle for independence and the resilience of the American people. The Fourth of July serves as a reminder of the sacrifices made by the founding fathers and their commitment to securing the rights and liberties of all citizens.

## National Celebrations:

Across the country, this day is celebrated with great enthusiasm! Communities come together to commemorate the occasion through various events and activities. The day is marked by parades, fireworks displays, concerts, barbecues, picnics, and family gatherings. These celebrations foster a sense of national pride and unity, promoting a shared American identity.

## Fireworks Displays:

Fireworks have become synonymous with Fourth of July celebrations. Spectacular firework shows illuminate the night sky, captivating audiences of all ages. These dazzling displays evoke a sense of awe and wonder, representing the spirit and grandeur of the nation.

- HAPPY -  
**4TH OF JULY**

INDEPENDENCE DAY

Major cities host elaborate fireworks extravaganzas, drawing crowds from near and far to witness the spectacle. But before you go and light your own, make sure it's legal! Our friends in Massachusetts, with sparklers in hand, will often stare in envy of New Hampshire residents' firework displays.

## Patriotism:

Independence Day is a time when Americans proudly display a love for our country. The national flag, also known as the Stars and Stripes or Old Glory, adorns homes, businesses, and public spaces. Parades feature marchers proudly carrying the flag, while spectators wave miniature versions or wear patriotic clothing. This display of patriotism fosters a sense of unity and shared pride in the nation's heritage.

## Traditional Food and Drink:

Barbecues and picnics are a quintessential part of Fourth of July celebrations. Families and friends gather to enjoy traditional American cuisine, such as grilled burgers, hot dogs, corn on the cob, watermelon, and apple pie. These culinary delights reflect the cultural heritage and regional diversity of the country, further enriching the festive spirit of the day.

## Reflection and Gratitude:

Amidst the festivities, Independence Day also serves as an opportunity for reflection and gratitude. Americans take a moment to appreciate the freedoms and liberties they enjoy as citizens of the United States. It is a time to honor the men and women who have served in the armed forces, protecting those cherished values and upholding the nation's ideals.

The Fourth of July is a cherished and significant day in American history. It represents the birth of a nation founded on principles of freedom, democracy, and independence. The celebrations on this day bring communities together, fostering a sense of patriotism and unity. Through traditions such as fireworks, parades, flag-waving, and shared meals, Americans reflect on their heritage and express gratitude for the rights and liberties they hold dear. As the nation commemorates Independence Day, it reaffirms its commitment to the ideals that have shaped the United States of America.



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## Laughter is the Best Medicine



### Mixed Up Tests

The phone rings and the lady of the house answers, "Hello."

"Mrs. Sanders, please."

"Speaking."

Mrs. Sanders, this is Doctor Jones at St. Agnes Laboratory. When your husband's doctor sent his biopsy to the lab last week, a biopsy from another M Sanders arrived as well.

We are not certain which one belongs to your husband.

Frankly, either way, the results are not too good."

"What do you mean?" Mrs. Sanders asks nervously."

"Well, one of the specimens tested positive for Alzheimer's and the other one tested positive for gonorrhea. We can't tell which is which."

"That's dreadful! Can you do the test again?" questioned Mrs. Sanders.

"Normally we can, but Medicare will only pay for these expensive tests once."

"Well, what am I supposed to do now?"

"The folks at Medicare recommend that you drop your husband off somewhere in the middle of town.

If he finds his way home, don't sleep with him."



## Blonde Phone Mishap



A Blonde ran into the hospital screaming.

A doctor came running to her aid. To his surprise her ears were badly burnt and red.

"What happened?" he asked.

"I was ironing my shirt and the phone rang, thinking the iron was the phone I put it to my ear" she replied.

"Oh no, but what happened to your other ear?" he asked.

She frowned and replied "The jerk called back!"



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