

**STRONGEST BUYER OF CATALYTIC CONVERTERS**



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

## Different States Different Laws

By Don Belisle, Sr.

Converter prices peaked in recent years (now long gone) and with the associated theft issues, most states have come up with knee jerk legislation

in an attempt to combat theft. Their intent is all well and good; however, as a nationwide buyer we are dealing with the sometimes very confusing converter purchasing laws that vary widely from state to state.

Some states allow cash, and some want funds traceability. Most have paperwork requirements with some state laws being reasonable and some being extremely cumbersome. Some require etching of the VIN on each converter. So, if a yard has 100 converters the yard dismantler must etch 17 digits on each converter, that equates to 1700 opportunities to make an error!! Our company buys from many different states so you can see how confusing it can be to try to abide by all the rules.

Generally, other than payment type, most of the burden of compliance is on the salvage yard. On our end as a processor, we do have to be careful with purchases made by our buyers who travel to salvage yards in our pick-up area. When we are buying in their state we must abide by their rules. As most of you know we offer pick up in all of NE and Eastern NY. Beyond, that the suppliers ship the converters to us.

When converters are shipped or brought to us by the yards themselves, we only need to comply with the NH rules. The NH rules, as far as the supplier goes, are that they must furnish a valid photo ID

and sign for payment of the transaction. We can use any payment method the supplier requests including check, cash, or wire transfer. If a supplier has more than 100 converters and wants cash payment, we do need a heads up so that we can have the funds available. For security purposes, we do not keep more cash around than needed. In fact, we go to the bank several times each day to minimize being a target. All in all, it is considerably easier for us (and in some instances the supplier) when a supplier either delivers or ships to us and we only have one set of rules to comply with. We do, however, want to do what is best or easiest for the supplier and will continue to do pickups in the Northeast.

There was talk of national legislation to make compliance uniform but the proposed law is stalled and its future is uncertain. We were originally in favor of the national law because it seemed like it would be very effective and not too cumbersome on the yards. The law put more effort into processors being licensed and knowing who we were dealing with rather than on individual

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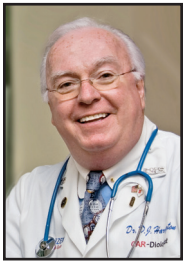
converter documentation. The problem foreseen by many is that local states would be under no obligation to rescind their laws, and all would go by the national law. The effect would have been the yards having more compliance issues rather than fewer!

So, in today's world, the market prices have dropped considerably and the incentive for thieves to make easy money is gone. As a result, converter theft has dropped off the scale, the thieves are elsewhere and we are collectively left with this burdensome regulation. We know it is not easy to

be a supplier/salvage yard in today's world and it seems to get more difficult each year.

At Recore, we will do whatever we can to work with you. We are religious about law compliance and stopping thieves wherever we can! In the past I have testified countless times to prosecute converter thieves who try to sell to us, and I will continue to do so. I remember one instance where the defense attorney (for the thief) kept getting continuances thinking I would lose interest and stop going to court. I did not and attended 5 court appearances to put the s.o.b. in jail where he belongs!

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## Friends in the Towing Industry

By D.J. Harrington

Last month, I received a call to help a dear family in the recycling business that needed some big-time help and they needed it fast. They were desperate to remove a Jeep from one of the areas that was in the pathway of the worst damage to hit from a recent hurricane in South Florida.

It was late in the afternoon when I received their anxious text message, "Is there ANY WAY you know someone in towing in South Florida that can move Jeff and Janice's Jeep?" The text was from Roger Schroder. Roger co-founded Car-part.com along with his brother Jeff.

Car-part.com and the Schroders family are two of the best things that have happened to this old man. I've come to know the Schroder family as a kind and generous group of people. Many years ago, when my daughter was getting married at the Bellagio in Las Vegas, I was just shy of raising enough money to cover the deposit. The Schroder family saved the day for us and sent an early wedding gift which covered what I couldn't at the time.

When Roger texted, he told me that they had been notified by the marina that the hurricane in South Florida mostly likely would take their Jeep for a ride with no-one in it. All tows being done were "Emergency only" tows. Unless it was life or death to get it moved, that Jeep was as good as gone. Not a great response in a time of crisis, huh? So, I texted back, "I'm on it!" and got to work making it happen. My first call was to my dear friend, Todd Stepp, of Stepp's Towing on his private cell number. When I told him the story, Todd immediately sent information to Mike McArthur, his Director of Towing Operations. Mike has been with Stepps 24 years. Within minutes Mike called me, "DJ, we are 2 and a half hours from where the Jeep is located. But, if we can't find a fellow tower within the next hour, we will send a truck and store the Jeep here in Pinellas County until the hurricane passes." Upon hearing this, we both got to work. Surely someone who was closer could help.

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# Friends in the Towing Industry

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This is important to understand. The first call, near the Jeep's location, the tower I spoke to said, "First, we are only doing emergency tows, police directed, plus we don't store any vehicles at our facility." The next guy said that he stored vehicles, but his truck was out of service. Both calls couldn't help me.

Then, I called a big-time tower that all of us know and the dispatch service informed me that the owner was not there, "but was smart by hunkering down for the hurricane." I must admit that her additional answer made my mouth drop when she said, "they should have thought about moving the Jeep 3 days earlier. I guess your friends are not that smart. Sir, kiss that Jeep good bye," and then hung up on me.

So, after a few more calls, I spoke with Gay Rochester, President of INA Towing Network, you know the big group that tows for Amazon, Lowes, Home Depot, Red Cross, etc. Gay knows the Schroder family from back in 2017 when Car-part.com had to move 56 cars out of the flood zone during Hurricane Harvey in Houston, Texas. Gay's company, INA, moved all the vehicles in less than 42 hours. Many towers, when pushed to the limit, can perform extraordinarily well during emergencies. So, Gay took the information while I also kept dialing.

I spoke at Jim Stepp's memorial service back in April of 2017. Jim was Todd's dad and started Stepp's Towing back in 1960 from a gas station in Temple Terrace, Florida. Now Stepp's has over 150 trucks.

Many locations later, Jim's memory lives on. I carry Jim's coin of remembrance in my pocket and recently showed it to his grandson at the Florida Tow Show.

Mike at Stepps told me to call Prompt Towing, located in Charlotte County, Florida and ask for Joey. All of us know Joey Saladino. A great guy! The man who answered my call was Edward Canfield. I told him, "I'm calling from Atlanta, Georgia. My name is DJ Harrington..." and stopped me mid-sentence, "The same guy that writes for the Tow Professional Magazine and does podcasts for the magazine and the one for Wes Wilburn?" Shocked at his response, I said, "Hell, yes, the same one!" I knew I liked Edward right off. I told him about the Jeep and the need to move it quickly, but he said, "Tell the Schroder's that just this past Monday, we ordered a Chrysler 300 Bumper from Car-Part.pro, one of their divisions. This former police officer and Eagle Scout, had the Jeep back in his yard within 2 hours.

Here is a picture of the Jeep, safe and sound the next day. Edward called to say that he had spoken to Janice, Jeff's wife, and said that she was very nice lady who appreciated their great service. Edward knew Janice had to be a special person because they were bringing the Jeep back to their towing yard. When INA called him to tow the same Jeep, it was already on the truck. So, he told Janice that she must be some kind of a celebrity.



# Hidden Spiders, Ghosts, & Goblins in Your Business

By Tyler Garns / 23 October 2016

Excitement, independence, earning potential, to live “the American dream.” These are just a few of the reasons people start up businesses today. It IS exciting to see ideas come to fruition. It IS fulfilling to be able to say you’re the president of your own company. Earning potential can indeed be limitless, and the American dream is yours to be lived. Entrepreneurship offers an incredible up-side IF the stars align.

But along with the good things we reap from entrepreneurship come the “hidden spiders, ghosts and goblins.” You know what I’m talking about. I can see you nodding your head now. But rest assured: a lot of these surprises are NORMAL and should really be expected from the beginning.

## Stress

We’ve all felt it. It is normal. It not only affects us—and potentially our health—but it can affect everyone around us: Our family, co-workers, employees, the DOG. But the truth is, you probably didn’t go into business thinking it would be stress-free. So it’s important to be able to identify and recognize the triggers that cause stress and make changes in your business to reduce it. If there are no changes to be made in your business to reduce stress, then maybe you’re in the wrong business.

## Bad Partnerships

It’s tough to start a business on your own. People sometimes lack the skills or talent to go solo. That’s why many entrepreneurs partner with others to get their ideas off the ground. But what happens when you’re not quite seeing eye to eye with your business partner? It happens time and time again, and businesses head south because of partner riffs. It’s a great idea to create an operating agreement ahead of time and lay down the ground rules of the business; define the responsibilities of the key players; and discuss expectations ahead of time to avoid conflict down the road.

## Self Doubt

Let’s face it, we all hear those negative voices that tell us we’re never going to make it or be successful. And they usually get louder when we’re down. When the voices do creep in, it’s important to remind yourself why you went into business in the first place. There are no greater motivators than things like your children or dreams of retirement. Go for it! Do it, and don’t give up! Trust your core values and keep moving forward.

## Excuses

Avoid them and do the work. Plan and execute. Enough said. Excuses will get you nowhere. Only YOU can be blamed for your failure and only YOU can be blamed for your success.

## Workload

Owning a business is a LOT of work, especially in the beginning. There will be times when you forget what it’s like to sleep, and this is totally normal. Expect long hours, and when you do get to enjoy some freedom, really enjoy it, because freedom is what entrepreneurship is all about.

## Slow Times

Raise your hand if your business has ever had a slow period. Yes, all businesses have slow periods. What’s important is how you prepare for those slow periods and take advantage of your busy periods to compensate. Create busy periods. (Thank you, Infusionsoft!).

## Marketing

No one ever told you that you needed to be an expert marketer in addition to being the expert in your field. Driving constant leads is the lifeblood of the business. If that function of your business isn’t operating correctly, then those slow times we just talked about keep coming around.

# Hidden Spiders, Ghosts, & Goblins in Your Business

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## Technology

Every day our technology gets more and more advanced. And every day, there are more cool tech tools to help you grow your business. But navigating those tools, getting them to work together, and being able to master them all is a completely different story. Our motto here: Keep it as simple as possible.

If some of these hidden “spiders, ghosts and goblins” are getting the best of you, you might want ask yourself if you’re getting the most from your marketing efforts. If you use Infusionsoft, are you getting the most from it, guiding your clients through all of the stages of the Complete Customer Lifecycle™? If you are, you just might not have to worry about the demons, or at the very least, you might worry a lot less.

### About Tyler Garns

*Tyler Garns is best known for his work as the Director and VP of Marketing at Infusionsoft, where he led the marketing efforts that produced massive results between 2007 and 2012. But he’s also been the “go-to” Infusionsoft guy for many of the top marketers and Infusionsoft users out there. His combination of technical skill, Infusionsoft expertise, and marketing experience make him one of the most reliable sources of business breakthroughs for Infusionsoft customers.*



## Converter Chronicles



### FAQ

**How do you find out how much each catalytic converter is worth?**

**Here at Recore Trading we have our own in-house lab where we can individually analyze each catalytic converter to measure the contents of its PGM'S.**

**Additionally, we have the ability to process lots of catalytic converters as small as 75 pieces for assay. You will get paid upfront for all your catalytic converters then in 7 to 10 business days you will receive a final assay payment.**

Please submit all questions on our website under contact form!



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



## It's that time – Clean up your yards

By Becca Skowyra



As winter approaches, we at Recore Trading are gearing up for a season that promises snow and cold temperatures, as forecasted by the Farmer's Almanac. While the picturesque snowfall may bring joy to many, it also brings unique challenges for many in our industry. In preparation for the snowy months ahead, we are reaching out to our valued suppliers with an important message: it's time to clean out your yards.

According to the Farmer's Almanac, which has a long history of accurate weather predictions, we can expect a winter characterized by above-average snowfall and colder temperatures - just what we wanted to hear; as if the rainy summer wasn't bad enough! As we all know, these weather conditions can pose significant challenges for operations. It's never fun getting to a car underneath a few feet of snow.

With above-average snowfall on the horizon, yards could quickly become buried, making it difficult to access and retrieve materials. By clearing out your yards now, you ensure that your precious inventory remains readily available for sale. The predicted cold temperatures and heavy snow can also create hazardous conditions within yards. Getting ahead of the weather will reduce the risk of accidents and injuries for your staff and visitors.

Much like the weather in New England, the precious metals market is just as unpredictable. The unpredictability of the market is a constant challenge for those in the converter industry. Factors such as geopolitical events, economic conditions, and fluctuations in supply and demand can cause rapid and substantial price fluctuations. The recent volatility in the prices of

platinum, rhodium, and palladium highlights the necessity for us to adopt adaptive strategies and closely monitor market dynamics. In this ever-changing landscape, the precious metals market remains an intriguing and dynamic space, shaped by many factors that can significantly impact prices of converters. We at Recore, are constantly monitoring the market and offer hedging for those that wish to do so.

While we acknowledge that predicting the future of the market is an "intricate task", we remain committed to helping our suppliers navigate its unpredictable nature. In addition to hedging, we can hold on to your materials until you are ready to sell as well. For instance, if our suppliers wish to hold and sell their materials when the market "gets hot" for a minute, we are well-prepared to facilitate this strategic move. With converter theft on the rise, many yards are looking to sell them right away. While that works for some, many of our suppliers ask us to hold for them and then they give us the call when they want to sell. At Recore, we understand the importance of flexibility and security when it comes to managing precious metals assets. Our state-of-the-art facility provides top-notch security measures, ensuring that your valuable converters remain protected while they are with us.

So together let's navigate the challenges of winter storms and market fluctuations with the kind of confidence one might have while trying to predict New England weather – it's always an adventure! Together, we'll weather the winter storms and market fluctuations with unwavering resilience and confidence, all while ensuring you're well-prepared to seize the right selling opportunities.



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## Laughter is the Best Medicine

Last Halloween there was a knock on the door. I looked out of the window and then shouted upstairs to my wife, "Honey there's a witch at the door. What shall I do?"

She shouted back, "Just give her some candy and tell her to get lost."

My mother-in-law hasn't spoken to me since.



I had a big row with my wife last Halloween. I yelled at her, "When you finally die, I'm getting you a headstone that says, 'Here Lies My Wife – Cold As Ever'."



"Yeah well," she shouted back, "When you die, I'm getting you a headstone that says, 'Here Lies My Husband – Stiff At Last.'"

A fairy princess gets into a cab and notices that the driver can't stop staring at her. So she asks him why is he staring and he answers, "I have a question I need to ask you but I don't want to offend you."

The fairy princess replies, "My dearest, you cannot offend me. I have had a chance to see and hear just about everything. I'm sure that there's nothing you could say or ask that I would find offensive."



The cab driver hesitates for a moment and then says, "Well it's like this; I've always had a fantasy to have a fairy princess perform oral sex on me." The fairy replies, "Ok well, let's see what we can do about that, shall we. There are two conditions though – firstly you have to be single and secondly you must believe in fairies."

The cab driver is very excited and says, "Yes, yes! I am single and I believe!"

The princess then says, "Ok then, pull into the next alley."

The cab driver does so and the fairy princess duly goes ahead and fulfills his fantasy. They get back on the road and start driving again, but the cab driver soon starts to cry.

The fairy sees this and asks him, "My dear, why are you crying?"

The cab driver says, "You must forgive me Princess. I lied to you – I must confess that I'm married and I don't believe in fairies." The fairy princess laughs and says, "That's OK, my name is Kevin and I'm on my way to a Halloween party."

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