

STRONGEST BUYER OF CATALYTIC CONVERTERS


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

What Happened To The PGM Markets?

By Don Belisle, Sr.

With both platinum and palladium seemingly in a race to the bottom, converter

prices have been consistently dropping. As I write this, pt and pd are neck and neck in the upper \$800s! This is way off the numbers we have seen in recent months and years. Remember that pd was at \$2300.00 per oz in the not-too-distant past! We didn't realize how good we had it.

The problem appears to be that there is no end in sight. We are quoting our suppliers daily and both sides of the conversation are dealing with anxious feelings about the markets. We feel bad for the suppliers who decide to wait and see where the market goes, only to end up selling at a later date for way less. Our mantra has always been "There is no profit like a known profit." For this reason, we are constantly hedging prices for everything in house and for upcoming "buys." This way we know what we and our suppliers will get for our converters. Especially in a down market be sure to call us to lock in your pricing. This way you are protected from market drops. We love to guarantee the profits of our suppliers.

Personally, I don't see any positive changes coming for converter prices any time soon. The trend has been and continues to be downward

and volatile. I've always said that fear drives the markets more than anything else. Regarding the economy, the world certainly has an abundance of fear without much optimism. Should this continue, the markets will respond accordingly.

As far as Recore's volume is concerned, our supply has been steady, and we are extremely grateful. We are doing things the same way we always have done – treating the supplier fairly. That way, we can go back many times. I have always told my buyers since the beginning that it is way better to make a small profit from a supplier a thousand times than to make a big profit once! This has always worked very well for us.

Help! Where Are They?

I hope to have more to report next month since I am attending the International Precious Metals Conference next week. It is sometimes beneficial to speak face to face with players from all over

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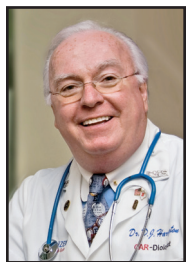
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the world. Often times the perspective from their angle is very insightful. Normally there are no AH HA moments but information that is very useful for future planning. Also, it's always great to learn from others' mistakes and triumphs. At these conferences one learns most by being the fly on the wall, letting the egos of some run on and on.

The help situation continues to be a problem for our and your industry. We have been trying

to fill three spots for months now. I think we have finally filled one of those! Fingers crossed and we will see. My wife and I recently went to dinner locally at a brand-new restaurant located in a brand-new hotel. The food and service were great. The one big question I had was "WHERE did they get their help?" They seemingly had hundreds of new employees but we can't find any!



The Largest Conference Ever

By D.J. Harrington

The Largest Conference Ever! It's a phrase that many people are saying about our upcoming conference, and rightfully so. URG's teaming up with PRP is now the talk of the industry. Exhibitors that have not been at URG or ARA in years have suddenly taken exhibitor booths at the "We Are One" conference in St. Louis on April 4th – 6th for the URG Team PRP Annual Training Conference.

So, if you need a solution to one of your concerns in your yard, we will have the answer through one of the many companies that will be attending. Even one of GM's largest consulting groups took a booth and sponsored the PRP Dinner. We had Dan Snyder on the URG, "On-the-Go" podcast last week. He was great, as always, and predicted that this would be the largest attended show in the industry. I concur with Dan and believe that this conference will be the largest attended show ever.

We have recyclers coming from Australia, Canada, UK and from every state you can imagine. Maybe it's because Chris Daglis, from Australia, is speaking. Or perhaps it's because Mike Kunkel or Rob Rainwater from Profit Team Consulting is speaking. It could be because Garff

Fitzgerald from eBay Motors is. A complete list of speakers can be found on the internet. Go to U-R-G.com where the agenda for "We Are One" conference is listed for you. There will be lots of great presenters at this conference. The best in the world will speak at URG and Team PRP.

That is why my last month article was about Reese's peanut butter cup. At the URG Scholarship Foundation booth, I will be passing out Reese's to everyone that comes by the booth. They say in the commercial, "Two great tastes that taste great together". It's true about URG and Team PRP. They are two individual groups that will be great together. If you haven't already, please read my last month's article. This will be a sweet event. Sweet for the exhibitors, more than we have ever had in the past. Sweet for the attendees because there's more training than we have ever had. Sweet for golf time because we're playing on a great golf course where the proceeds will go to the URG Scholarship Foundation.



Before I forget, applications for the URG Scholarship funds are available right now. Go to U-R-G.com and click "scholarship" and fill-in the simple application. You will be glad you did for college or vocational/trade school costs. Now that's a sweet deal!

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If you are an exhibitor, bring Reese's for your booth. If you have an item to auction off Friday night at the Scholarship Auction, bring it. It's always fun. I want people to remember this will be the largest attended event of the year. It is also the opening weekend for the St. Louis Cardinals, so rooms will be hard to secure later. That is why I started the title of this article with "The Largest Conference Ever".

Saturday is a special day of training, concerning the yard itself. Therefore, if you have a yard located within 300 miles of St. Louis, you need to attend on Saturday. Fill a van with your best assets, your people, and bring them to the conference. There's a special price for Saturday. So, bring as many of your people as you can. Don't worry about a membership either. You don't have to be a member of URG or Team PRP to attend this annual training conference.

Come to St. Louis on April 4th – 6th and sign up for the Scholarship Foundation, especially if you can use money for higher education. Bring your team to this premier event of the year. Help by playing golf, donating an auction item, a sign on the golf course or a flag to bring home for your office.

If you attend, you'll be a part of history. You will be able to say, "You were there at the largest training conference in our industry, then return home and make the biggest profits you've ever had because you learned from the best of the best in this great industry." Don't miss this sweet event.

I'll see you on the next URG, "On-the-Go" podcast.



Converter Chronicles



FAQ- O2 Sensors

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



Craftsmanship vs. Automation

By Becca Skowrya

A recent incident at the car dealership involving a coworker has really got us thinking about how traditional skills are keeping up with all this new technology. She called about bringing her car in for a problem, only to be refused an appointment because the dealership didn't have mechanics who could handle cars over ten years old. It's astonishing that a car just ten years old could pose a challenge in an industry historically steeped in hands-on expertise. With all veteran mechanics retired and younger staff unfamiliar with older models, it raises the question: are we adequately prepared for a world increasingly dominated by "kids" that have learned on machines? Are we prepared to abandon the traditional skills we (the generations born before the year 2000) once relied upon? Personally, I'm not ready, but recognizing the inevitability, I must adapt.

Sure, tech upgrades make things faster and more efficient, but they're also making it harder to hang onto the traditional ways of doing things. I'm starting to worry about the younger crowd and whether they're learning to think for themselves. With computers doing most of the heavy lifting for them- are they learning any critical thinking skills? I'll admit, even I've noticed my spelling has taken a nosedive, thanks to relying too much on autocorrect. It's like we're forgetting the value of good old-fashioned craftsmanship and knowledge, and that could spell trouble for a lot of industries.

So, are we putting too much faith in AI? What else might go the way of the dodo because of all this technology? You see it everywhere, even in fields like medicine, where some med students rely so heavily on machines telling them a diagnosis that some don't know how to read an EKG without one.

The dealership incident is a wake-up call to keep using/learning traditional skills yet still stay flexible and use technology as a tool. In a world where technology is changing faster than ever, being able to pick up new skills and roll with the punches is crucial. We've got to be proactive about staying sharp and keeping up with the times, all while maintaining

our traditional skills, if we want to make it in this brave new automated world.

And let's face it, if we don't adapt, we're going to get left in the dust. With automation creeping into more and more industries, those who can't keep up are going to find themselves out of luck in the job market. So, it's on all of us to keep learning and embrace the changes that are coming our way. It's not just a good idea; it's downright necessary if we want to thrive in the digital age.

Now, more than ever, we must acknowledge the importance of adapting to the evolving technological landscape. It's not merely about staying relevant; it's about thriving in a world where innovation is the name of the game. We need to be nimble, ready to embrace new ideas and methodologies as they emerge.

But it's not just about individuals—it's about entire industries reshaping themselves to meet the demands of the future. Take manufacturing, for instance. With automation on the rise, factories are transforming into high-tech hubs where robots and humans work side by side. It's a brave new world, and those who can't keep up risk being left behind.

So, what's the solution? It starts with education. We need to equip our youth with the skills they need to thrive in this new reality. That means emphasizing critical thinking, problem-solving, and adaptability from an early age. It means teaching them to embrace technology as a tool for growth. The word 'tool' cannot be emphasized enough. While human oversight remains crucial, an overreliance on AI could render human skills obsolete. We must strike a balance to ensure that humans retain their ability to contribute meaningfully in a world increasingly shaped by technology.

But it's not just about the next generation. It's about all of us taking responsibility for our own learning and development. Whether it's picking up new skills on the job or pursuing further education in our spare time, we all have a role to play in staying relevant in an ever-changing world.

In the end, the choice is ours. We can either cling to the past and watch as the world passes us by, or we can embrace the future with open arms. The choice seems clear: adapt or be left behind.

FAQ



What is assay-based catalytic converter processing?

Assay-based catalytic converter processing involves testing the precious metal content of catalytic converters using specialized techniques and equipment to determine their value accurately.

How does assay-based processing differ from other methods of catalytic converter recycling?


Assay-based processing relies on precise measurements of the precious metal content within catalytic converters, providing a more accurate valuation compared to other methods that may use estimation or rough analysis.

How can sellers benefit from assay-based catalytic converter processing?


Sellers can benefit from assay-based processing by receiving fair compensation for their catalytic converters based on the actual metal content. This helps ensure that they are not underpaid for their materials.

Recore Trading was the first in the country to develop small lot assay based converter processing. We made sure suppliers with 100 pieces could be paid the same way as those with 1,000 pieces.

LEARN MORE

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Corporate America can Learn From Small Business

By Becca Skowrya

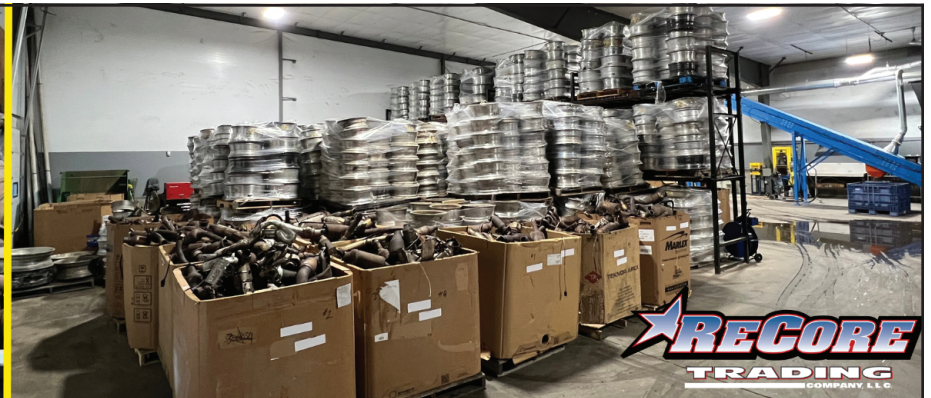
It's no secret that layoffs are becoming increasingly common in corporate America. While unfortunate, they've become a familiar aspect of our corporate landscape. Mergers and acquisitions, economic downturns, and shifts in business strategies all contribute to this reality. In contrast, I applaud small business owners for their dedication to their employees. Many of them maintain long-term relationships with their staff, treating them like family and prioritizing growth over layoffs.

Perhaps there's a lesson here for corporate America. The relentless cycle of irresponsible hiring, unsustainable salaries, and subsequent mass layoffs lacks strategic foresight and responsible leadership.

It seems that many corporate decision-makers have never experienced the challenges of owning and operating a business.

Layoffs, whether affecting a large portion of the workforce or just a small percentage, profoundly impact individuals and families. The stress and uncertainty they bring can be overwhelming, especially for those who bear the financial responsibility at home. What we need is stronger leadership and a clearer vision. Corporate leaders could benefit from the wisdom of those who have built businesses from the ground up.

I've always believed that small business owners possess a unique intelligence born from taking risks and giving their all. Their firsthand experience of committing everything they have teaches invaluable lessons about resilience and determination. When in the presence of such individuals, it's wise to pay attention and learn.



UPFRONT PAYMENT



REVOLUTIONARY EQUIPMENT



2ND PAYMENT (ASSAY) IN 7-10 DAYS



PICK UP

We offer pick up throughout the Northeast and shipping nationwide



PURCHASE BY CODE

We purchase each converter by code or grade from our extensive catalog



PROCESSING

In house processing with revolutionary equipment and processes



DROP OFF

We have buyers readily available at our location to assist you if you choose to drop off



IMMEDIATE PAYMENT

We pay you on the spot for the value based on code number or grade



ASSAY PAYMENT

Bonus payment within 7-10 days of receipt of converters



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Laughter is the Best Medicine

Little Old Ladies

Three old ladies were sitting at the dinner table discussing their problems with getting old.

The first one said, "Sometimes I catch myself with a jar of mayonnaise in my hand, while standing in front of the refrigerator, and I can't remember whether I need to put it away, or start making a sandwich."

The second lady says, "Yes, sometimes I find myself on the landing of the stairs and can't remember whether I was on my way up or on my way down."

The third one says, "Well, ladies, I'm glad I don't have any of those problems, knock on wood." As she hit her knuckles on the table she looked up and said, "That must be the door... I'll get it!"

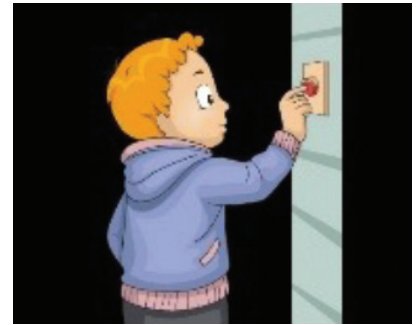


What now?

One day a priest was walking down the street. He saw a little boy on the front porch of a house trying to reach the doorbell. The boy was standing on his tip toes and jumping up and down, but he still couldn't reach the bell. The priest walked over to him and asked, "Do you need some help?"

The young boy said yes so the priest rang the doorbell. Then the priest said, "What now?"

The little boy shouted, "Run!"



THINGS MECHANICS SAY THAT SOUND DIRTY

1. You've got to keep that rear end lubed.
2. Oh, don't worry I'll fill'er up.
3. Not getting enough suction.
4. Just pump it a few times.
5. This is going to need some more oil.
6. How long since this pads been changed?
7. You might need to wiggle it a little.
8. Let me show you these nuts.
9. This belt is gonna have to come off.
10. Feel how hot this hose is.
11. We'll have to change it, the rubber is worn down to nothing.



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