



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

Fueling The Competition ~ It Doesn't Make Sense

By Don Belisle, Sr.

I have always been of the mindset that business is competitive. It can,

and should be, friendly competition, but as business owners our survival and success rate depend on each of us getting as much market share as we possibly can. In the 35 years that Recore has been in operation, this is the way I have done things. There have been many times when market conditions caused a major slowdown in our business when the volume of converters and other recyclable metals coming in was drastically reduced. This is part of dealing in a commodity price driven business. We understand it and deal with it.

It was often suggested that during these slow periods when our overhead and work force remain the same, we should buy junk cars ourselves, remove the converters and all other valuables and then scrap it all ourselves. This would have been an easy transition since we were licensed, had our own car crusher and the help and equipment needed to do this. On every occasion I would respond by saying "I will NOT compete against our suppliers!" It did not make sense to me that I should compete against the local salvage yards to

acquire the limited number of junk cars and then expect them to sell their converters, wheels and scrap car bodies to me. It just doesn't make sense so I did not and would never do that.

Now here we are in 2024 where the competition to buy junk cars at a price where you can make a reasonable profit is tougher than ever. As you all know there are a few players in the market that are consistently overpaying for scrap to the point where the rest are squeezed out of much of the market. This is the tough situation that you have been forced to deal with. It sucks and we all know it sucks.

The part I don't understand is that we see so many of local salvage yards actually helping their main competition! They do this by

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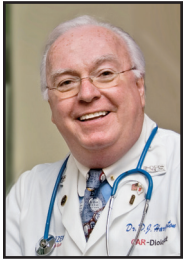
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doing business with these players in other segments of recycling! If you are dealing with a company that aggressively competes against you for scrap cars then you are fueling your enemy. Let's face it -they make a profit on all the business they do with you and then they use this profit to compete against you by buying scrap cars! It just doesn't make sense to feed the guy who is cutting your throat. I

will never sell to someone who is competing against me, even if it is more convenient or even if their price is higher!

It just doesn't make sense, and I won't do it. However, we are seeing many local salvage yards doing this every day! It is very ironic/crazy to complain/whine/bitch about someone squeezing you out of business when you are actually helping them to do so!



Bill Weaver, An Infectious Giver

By D.J. Harrington

It is with great sadness that I share the sad news that Bill Weaver has passed. Bill Weaver, a dear friend went to meet his maker on April 27th, 2024. Bill was 72 years old. Bill was one of a kind and his mother's maiden name was the same as mine....Harrington. Even though I would like to claim Bill as a relative, we weren't related through his mom. When someone we loved so much has passed, some say they're GONE. I prefer to say what my pastor said one Sunday morning, "*He isn't gone. He's arrived!*" Knowing Bill the way I did, I believe Bill's chatting with some of his old friends right now. As you read this article about Bill, how did you get to know him?

Lots of us knew Bill from spending time at the "IT" Trade Shows that he would facilitate around the country. Bill started Weaver Industrial Equipment back in 1978. Everyone within the auto recycling industry knew Bill Weaver. As a frequent speaker at industry events around this country and Australia, the "IT" Trade Shows grew

because of the effort Bill Weaver made. There were "NO RULES" at "IT", which I might add was an unconventional industry trade show, but a successful show.

I first met Bo Wroten who was Bill's friend and auctioneer at an "IT" Trade Show. Bill raised lots of money for lots of groups around this great country. Bill would help a group of people as well as many other kinds of groups. In fact, my sister Patti was also a recipient of his generosity. Bill heard that Patti helped the homeless of St. Petersburg, Florida. As always, he wanted to help, and Patti still does this today. For her group, Bill raised \$7,000 at an "IT" Show, and my sister was quite stunned that someone would send a check in the mail for the homeless veterans in St. Petersburg when they didn't live there. That's where I met Paul D'Adamo.

As you know, Pauly D and I did the URG, "*On-the-Go*" podcast and spoke about this great

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guy, Bill Weaver. If you haven't listened to that podcast yet, it's one that you must hear. It was a heartfelt conversation about how we stuck together a tapestry of stories that showcased Bill's lasting impact on the automotive recycling industry and how it affected our own lives.

When I think about the legendary Bill Weaver, I'm reminded of the sheer power of one individual's, relentless spirit of giving had on an entire industry. Alongside Paul D'Adamo, we recounted the unforgettable moments where Bill's antics in shirt auctions and his philanthropy raised not only funds, but also the spirits of everyone around him.

Remembering Bill takes an emotional journey through his "dash", the life he lived so purposefully between the dates on his tombstone and invites us to reflect about the way he filled every moment with generosity, kindness and love for others.

In case you don't already know, Bill Weaver has an ARA Scholarship Fund for himself and his late wife, Susan. Susan was also a true gift and a great lady. Before we ended the podcast, we spoke about the URG Scholarship Foundation and the Ambassador Club and encouraged our community to join us in supporting URG with a monthly contribution of \$11 in the spirit of Bill's belief that every act of giving contributes to a greater good. This episode is more than a tribute. It is a call to carry on the torch of giving, inspired by the one and only Bill Weaver.

It's no doubt all trade shows will be different because all of us will miss Bill. I think of all the great people I have met through the years because of Bill Weaver. I was an emcee at the "IT" Trade Shows and loved it. Look at the picture of me wearing the Uncle Sam hat. Bill was next to me,



and then the late Kenny Hubbard next to Bill. If it had not been for Bill Weaver, I would not know so many people, and I hope to pass on what he showed me about people. Bill lived a full life of infectious generosity because he was a giver who swayed others to give too. It's with fond memory that I remind everyone that *Junk Yard Billy* did so much to improve our industry.

If you have a comment or story that you would like to share about Bill Weaver, please let me know. I would love to hear it. Bill Weaver was one of a kind, and he will be greatly missed because Bill touched the lives of many people.

See you on the next URG, "On-the-Go" podcast. *"The Voice of the Automotive Recycling Industry."*



The Illusion of Freedom: A Modern Perspective on Independence Day

By Becca Skowra

As we approach another Independence Day, it's important to confront a harsh reality: in many ways, our freedom today feels more precarious than ever before. Are we really even free? While we celebrate the fourth with fireworks and barbecues, we need to acknowledge the complexities of freedom in this modern era.

The Surveillance State and Erosion of Privacy

In the digital age, our lives are increasingly lived online, blurring the lines between public and private. The rise of surveillance technologies, both governmental and corporate, has led to unprecedented levels of intrusion into our personal lives. From warrantless surveillance programs to the pervasive tracking of our online activities, our right to privacy is under constant threat. Not to mention all of the devices in our homes, and our "electronic leashes" AKA our phones!

Social and Political Polarization

The fabric of our society is fraying under the weight of social and political polarization. Divisive rhetoric, fueled by echo chambers on social media and partisan news outlets, has deepened the division between Americans. The right to free speech, a cornerstone of democracy, is under attack as dissenting voices are silenced, marginalized, or censored.

Corporate Influence and Economic Coercion

In the pursuit of profit, corporations have immense power over our lives, shaping



everything from the products we consume to the policies enacted by our elected representatives. The unchecked influence of corporate interests in politics undermines the democratic process, tilting the scales in favor of the well-connected.

Personal Finances

How can we claim to be truly free when a family of four spends a staggering \$500 a week just on groceries alone? That figure doesn't even begin to cover the myriad of other expenses that weigh heavily on households – gas, electricity, car payments, mortgage, and the list goes on... don't even get me started on taxes.

A recent report from SmartAsset revealed a startling truth: to live comfortably in Massachusetts, one must earn a jaw-dropping \$301,000 annually. But for the average family, attaining such income seems nothing short of a pipe dream. Instead, they find themselves



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 there getting full value for that catalytic converter



Please submit all questions on our website under contact form!



www.recoretrading.com

The Illusion of Freedom: A Modern Perspective on Independence Day

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caught in the relentless cycle of the rat race, working tirelessly just to make ends meet.

As we gather to celebrate another Independence Day, it's crucial to recognize that the concept of freedom has evolved in the modern era. While we revel in the festivities, it's essential to acknowledge the complexities and challenges that threaten our liberties today. From pervasive surveillance to social division and economic struggles, the

obstacles to genuine freedom are daunting. However, in acknowledging these challenges, we also find an opportunity for action. By fostering a society that values individual empowerment, innovation, and opportunity, we can begin to pave the way towards a more authentic freedom. As we reflect on the legacy of Independence Day, let us renew our commitment to building a future where liberty is not just a slogan but a lived reality for all.



HAPPY INDEPENDENCE DAY





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Laughter is the Best Medicine

Gravy Ladle

John invited his mother over for dinner one evening.

During the meal, she couldn't help but notice how attractive his roommate Judy was.

She had been suspicious of a relationship between her son and his roommate for quite some time, but this only made her more curious.

She watched the two of them interact over the course of the evening and began to wonder whether there was more between John and Judy than met the eye.

Realizing only too well what his mother was thinking, John said, "I can see your wheels turning Mom and I know what you're thinking. Rest assured Judy and I are strictly roommates."

A few days later, Judy mentioned to John that the gravy ladle had been missing ever since his mother had come to dinner. "You don't think she would have taken it, do you?" she asked.

"I doubt it, but I'll email her just to be sure," he replied.

John then wrote his Mother the following: "Dear Mom, While I'm not saying you "did " take the gravy ladle from my house, and I'm not saying you "didn't" take the gravy ladle, the fact remains that ever since your were here for dinner one has been missing. Love, you son."

The next day, John's mother wrote back "Dear John, While I am not saying you "do" sleep with Judy, and I'm not saying you "don't" sleep with her, the fact remains that she would have found the ladle by now if she were sleeping in her own bed. Love, Mom."



4th of July "Dad" Jokes

Q. Why aren't there any Fourth of July knock-knock jokes?

A. Because freedom rings.

Q. Why does the Statue of Liberty stand in New York Harbor?

A. Because she can't sit down.

Q. What's a firecracker's favorite summer treat?

A. Pop-sicles

Q. What did one flag say to the other flag?

A. Nothing. It just waved.

Q. Which colonists told the most Dad Jokes.

A. Punsylvanians!

Q. Did you hear the one about the Liberty Bell?

A. Yeah, it cracked me up!

My wife wanted to skip the BBQ party in order to watch the July 4th parade instead.

I told her that would be a big missed-steak.



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