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A Bump in Palladium Prices

By Don Belisle, Sr.

Of the three precious metals platinum, palladium and rhodium (PGM'S), the so-called platinum group

metals that control converter prices, palladium affects pricing more than any of the others. Most everyone has correctly forecast that the prices of these metals would continue its slow decline at least until the end of the year. When asked about what will happen to the price of converters, I have repeatedly said "Sell now or sell for less later." You can see how we were all surprised late last week when palladium(pd) jumped up to over \$1,000.00 per troy oz!

What could have caused this, and will it last? I looked into all the projected buyers of PGM's, auto makers, jewelry makers and industrial users for the next year and there were no significant changes. Then I looked at all of the PGM suppliers worldwide and found what I think was the trigger. Remember these markets are controlled by fear as much as the supply/demand ratio. And the fears of electric car mandates have impacted the markets greatly. Well, there hasn't been any change in the e-car forecasts. What I did find is Stillwater mining in Minnesota, laid off 600-700 workers and forecast that they will produce 200,000 less ounces of Pd at that Minnesota plant in the coming year. This sounds like the trigger

that produced the knee jerk reaction to the price of Pd. Sabanye Mining, the parent company that now owns Stillwater mining, is a major player in the PGM markets. Most of their interest is in the PGM mines they own in South Africa. I am not sure of their intent when they laid off the workers, but it did have the effect on the market that they probably wanted.

One thing for certain is that this price increase will not last and its effects on converter pricing are minimal; however, it bucks the trend and can be enjoyed by the recyclers who are quick to react and jump on the opportunity.

When the price jumped, we at Recore hedged several hundred ounces in anticipation of recyclers jumping on board. We still have the hedge to fill and can take a couple thousand more converters at this price point. Whenever we see a jump in the market, we will always lock in extra

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ounces of the precious metal affected. This way, our suppliers can take advantage of market spikes when they happen. If you want to take advantage of this bump in converter pricing, let us know right away because once the hedges are filled, we will be at market pricing again.

On a more stable note, aluminum wheels are still enjoying relatively high prices. And the lead acid batteries remain strong as well. With converters being our main business, it's nice to see that the other commodities we buy having relatively strong pricing. We will pick up the wheels and

batteries when we are picking up converters. We will not pick up these other commodities if we are not picking up the converters as well. We will, however, buy all the products we buy at our docks here in Hudson NH. It's good to see recyclers take advantage of higher prices when they can. I see full evidence of this when I walk through our warehouses and see 5,000 wheels and several bags of processed ceramic from converters. One gaylord bag of processed ceramic from converters has the content of about 1,000 converters.



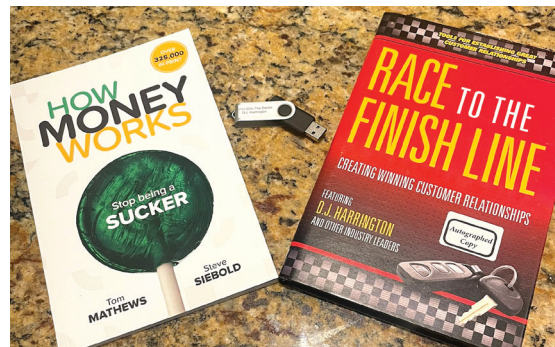
Do I Have a Deal for You

By D.J. Harrington

Have you ever had your spouse nag you to clean out that office, warehouse or garage, but for some reason you put it off until you need something found?

Such was the case recently. I had been putting together materials so that I could speak in Mississippi to a group of their independent auto dealers. Since I had not spoken to any group for the past few years, I thought it prudent to explain to the executive director that I was diagnosed with Guillain-Barre in December. After over-hearing my conversation with that director, my wife presented me with 4 cases of books from my office. She asked, "Can you sell them while you're in Mississippi? It sure could help pay some medical bills." So, folks, here's my offer.

I'll give you a FREE copy of that book, [Race to the Finish Line, Creating Winning Customer Relationships](#), PLUS a FREE copy of the [How Money Works](#) book, now over 500,000 in print. Here's the offer. I'll give you both books FREE,



IF you'll buy a thumb drive filled with 3 ½ hours' worth of my training. Included on this thumb drive are: **"Time"**, which is about God giving us 86,400 seconds each day. It's amazing how some of us spend those 86,400 seconds that we have daily. How do you spend yours? This short video is very thought-provoking and lasts about 6 minutes in length and was produced by Disney.

Then there's the **"Dash"** poem, written by Linda Ellis, the famous writer but performed by me in a cemetery. A dash between the years shows the date of when a person is born and the date when a person has died. What's to be remembered is the dash, all the years and events of the person's life between birth and death. It's not about the car, house or cash, but is how you lived your "Dash" and how you'll be remembered.

Added to this thumb drive are over 28 mini sales

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Converter Chronicles



FAQ

How do you determine how much precious metals are in catalytic converter?

Here at Recore Trading we have our own in-house laboratory as well as a state-of-the-art processing plant located in Hudson, NH. We offer assay to all customers with 75 or more catalytic converters.

What are the precious metals in the cats?

Platinum, palladium and rhodium are the three main components in a catalytic converter.



Please submit all questions on our website under contact form!

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Do I Have a Deal for You *continued from page 2*

meetings which run about 3 minutes in length for each of them. A good suggestion here, you can plan to play one at the start of your meeting, and one at the end. All those meetings are done by me and full of good business information. The thumb drive also includes the **“Eye Can”**. Even the last four letters of the word, American, has “i can” in it. It makes everyone listening to it leave with an “I CAN” attitude.

Also, on this thumb drive are **4 leadership classes** which are perfect for anyone whom you might be molding into a future manager. A big piece of this is phone training from the person answering the phone to the salesperson using customer care. Yes, even which ear you use has a bearing on the outcome of a call.

Now, let me tell you about **“Words to Live By”** on this thumb drive. That training focuses on an all-day meeting. It’s not focusing on just a few people within the company but everyone who works for a company. It was broken down into two sessions which allowed any owner to bring in food and soft drinks. Here I am revealing what happened one day during this training at a company. A frustrated man on the verge of losing his cool walked over and asked, “When will this blankety-blank meeting be over?” A little taken back, I quickly responded, “In about 55 minutes.” Without hesitation, he retorted, “It better be. I don’t have time for this feel-good crap.”

It takes about six to seven minutes to hear that segment. A short background about my producer, Bob Chesney, a voice and recording professional from Los Angeles, California. Bob does recordings for Tony Robbins too. Bob literally works for some heavy-hitting speakers. When I had finished with my training that day, I picked up all my props and headed to my rental car. As I approached my car, standing next to it was the same man who asked how much longer I was going to speak. Not really looking forward to what he was going to say this time, the man revealed that his 16-year-old

daughter had left home only eight weeks ago and was living with another family about four streets away. She wasn’t coming back because of what he had said to his daughter. No, I didn’t sell him a copy of “Words to Live By” that day. After hearing his plight, I literally gave him a copy of it because I felt sorry for him and his wife. Three weeks later, the owner said that man had the most improved attitude on his team. He had dropped the copy I had given him into the mailbox for his daughter. Four days later when he came home from work, his daughter was there crying at the kitchen table with his wife. She wanted to come home. Folks, that’s one reason why I love, “Words to Live By”.

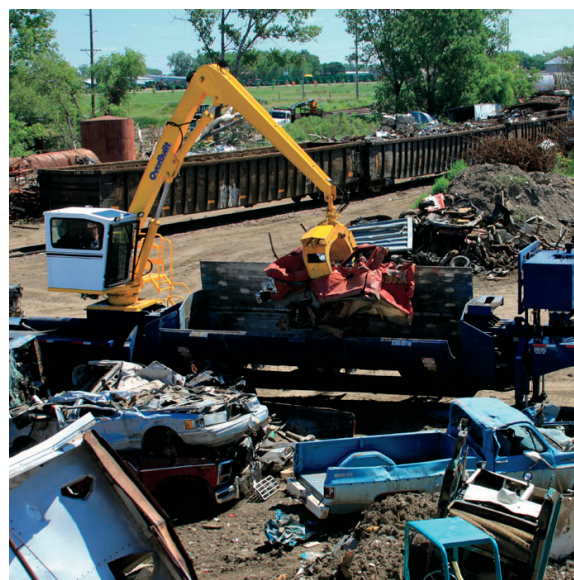
The entire 3 ½ hours of the thumb drive is filled with wonderful stuff that helps employees and their relationships. Also, included on this thumb drive is what I delivered for the PGA and the professional golf association. Just a few years back, I gave all their members a copy of “Words to Live By”. Here’s how they use it. They play it before they interview new team members. If prospective interviewees like what they see in this training, then they get hired because they know they will be faithful team members. Since it’s worked for the PGA, it can work for you and your business too.

Folks, the whole package is \$50. That includes the thumb drive with all the training, plus, books. All you must do is send me a text message with your contact information, and I’ll pay shipping and handling. I’ll include an invoice with your package. After receiving shipment, if you feel all this isn’t worth \$50, just send everything back to me. No questions asked. This will help me get rid of some books and lower my medical bills. So, it is a “win-win” for both of us. Getting your order processed is easy. Email your contact information to: dj@djsays.com, or you can text me your request and contact information to: 770-301-4122.

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Title?

By Becca Skowrya



Well, fall is officially here! As a New Englander, I can't decide if I'm excited or disappointed. Summer went by way too fast, as it usually does, but this year it feels like I may have slept through a few weeks. It went by in a blink...

At Recore Trading, we understand that the changing seasons can bring about a sense of uncertainty, especially when it comes to the market. But don't get spooked by fluctuations; we've been seeing them for a while! Our team at Recore is dedicated to ensuring you see a good return, not one that's going to make you want to bury yourself in the cemetery. With our expert analysis and market insights, we are committed to helping you navigate through these times with confidence. We're here to ensure that your profits are anything but spooky.

Consider us your Halloween treat, no tricks involved! When you come knocking on our door- we don't pass out the mini candies, we're handing out King size!! You'll get not one but TWO payments. That's right! When you choose to sell your converters to us, we ensure upfront payment. Our buyers purchase each of your converters by code number from our extensive catalog, often surpassing your current buyer's price- don't let them fool you. What's even better is what sets us apart—our innovative system, pioneered by us—allowing us to assay your converters and provide your bonus (second) payment within an impressive 7-10 days! It's

a partnership where you always get that extra special treatment from us.

There's no need to go around town trick or treating- we're the "house" that's got the goods. We've meticulously engineered a fully enclosed system, eliminating any losses from dust during converter processing. Dust, the most valuable part by weight, is securely handled in our innovative setup. This not only ensures the highest quality in our services but also allows us to give you even more value in that assay check. Don't worry, we will make sure your wallet doesn't have any cobwebs in it.

The treats don't stop there – rest assured that you will receive fair market value for your converters. At Recore, we are constantly watching the markets to ensure our suppliers get the best deals. We treat our suppliers the way we would want to be treated because, at Recore, fostering strong and mutually beneficial partnerships is at the core of our values.

Maybe you're worried that a distant partnership might be as eerie as a ghost town? Fear not! We reach you, no matter where you are! Our services include nationwide shipping and convenient local drop-off and pick-up options.

Embrace the treats of top-notch service and groundbreaking solutions this Halloween and beyond! Let Recore Trading be the spook-tacular partner you've always wished for.

»»»FOR SALE«««



One owner 2013 Kenworth T800 Tractor in
Excellent condition only 238,000 miles

Cummins 525 HP, 18 speed Fuller Trans,
135 Gallon fuel tank, 75 gallon wet system,
Aluminum Budd wheels, Jake brake etc



\$60,000.00



Benlee Super mini roll off trailer,
will haul up to 40 yd container

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BUY BOTH FOR
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Laughter is the Best Medicine

Bert & Joyce

Bert and Joyce, an old couple, hadn't celebrated Halloween in a long time.

This year they decided to dress up and go out.

The old woman went into her bedroom, stripped naked and tied a string between her legs with a lemon at the end of the string.

When she walked out of the room Bert yelled, "You can't go out like that!"

"I can go out as whatever I want and so can you!" she yelled back.

Bert nodded and went into his bedroom.

Soon he came out naked, with a string tied to his penis and a potato at the end of the string.

Old Joyce said, "You're going out as that?"

"Yup, if you can go out as a sourpuss, I can go out as a dictator."



Costume

I walked into a coffee shop on Halloween to find a woman behind the counter with a bunch of sponges pinned to her uniform.

"I'm assuming this is a costume, but just what are you supposed to be?" I asked.

The waitress responded proudly, "I'm self-absorbed"



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