


**STRONGEST BUYER OF CATALYTIC CONVERTERS**


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

## Who You Gonna Believe?

**By Don Belisle, Sr.**

With the prices of the precious metals used in catalytic converters down significantly from the

highs of recent years, we see many recyclers scratching their heads. The decision they are trying to make is "Should I sell my converters now or wait for the market to come back?".

At Recore, we see our suppliers struggling with this decision every week. We can certainly sympathize with these recyclers because it is obvious that they want and need to get the best payback they can for their products. In the recent past, the converter sales were one of their top producing commodities in auto recycling. In fact, the converter prices were the largest contributing factor in the prices they paid for scrap cars.

There is no shortage of opinions on where the markets are headed. Although most (including myself) feel that the markets will keep trending downwards to a point and stay there. When I'm asked by a supplier what I think the markets will do, my advice is to sell now or sell for less later. Yes, there were times in the past when things were trending up and the advice would have been, "Hold on, if you can because I think

you will do better if you can afford to hold." Unfortunately, those times are long since gone.

All you need to do is look at the prices of the two metals that really control converter pricing. Palladium at its peak was nearly \$3000.00 per ounce and now it is in the low \$900.00's. Rhodium was near \$30,000.00 per ounce and now is \$4500.00 per ounce. Ouch! That is a 70%, and an 85% decline! It is no wonder scrap converter prices have dropped so much. Obviously, the decision to sell or hold is the recyclers to make. All I can do is give my honest opinion about what I think will happen in the precious metal markets.

There is some good news in the prices of products you produce. Aluminum wheels

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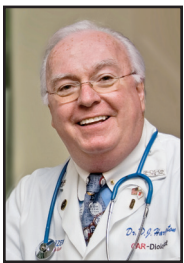
## Who You Gonna Believe? *continued from page 1*

have been relatively strong compared to what we have seen in recent years. And, lead acid batteries have had similarly strong prices as well. It's not all bad. I will concede that the increases in wheels and batteries do not come close to offsetting the drop in converter prices. I liken it to throwing a starving man a cracker!

If anything, the recyclers that have survived all the changes in the past couple of decades are masters at changing and adapting. Long gone are the scrappers who used to say, "I've been doing this for 25 years this way and I'm not

going to change now." I salute the survivors, and I am truly impressed by the changes they have made to continue their businesses.

So, like yours, my head is on a swivel monitoring market and legislative changes. These are the things we all must do to survive and hopefully, to flourish. If you're sitting on product, there are two things you must consider: Risking more than you can afford to lose, and weighing whether the money you receive now would have a greater impact on your business than the possible price to come back in the future?



### Do You Have a Van?

By D.J. Harrington



Recently, I attended Bill Weaver's memorial service in Florida and sat with some friends, Bo Wroten, Paul & Lynn D'Adamo and J.C. Cahill. While together, we spoke about helping a group called Tunnel to Towers Foundation. Each one of these friends told me if I contacted them to see how they could help, then they would be all in. That was music to my ears because the rest is history. Here's what we discussed that day.

This past month, Tunnel to Towers Foundation unveiled plans for their newest Veteran's Village located in Memphis, Tennessee. Their foundation has plans to eradicate veteran homelessness. That's a huge undertaking. As I explain the details, I hope I have your heart too.

Tunnel to Towers has purchased the shattered hotel on Riverdale Bend in Memphis and will transform it into housing for America's veterans. Tunnel to Towers will renovate every dorm room and install new flooring, add furniture, fixtures and appliances which will make each room an independent living space for America's veterans to call home. The Memphis Veterans Village is scheduled to be completed in 2025, and it will provide housing for over 100 formerly homeless veterans.

The Veterans Village is so much more than just housing. The first floor will offer on-site comprehensive support services for residents. Some services include job training, benefits

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## Do You Have a Van? *continued from page 2*

assistance, education assistance, medical care access, mental health support, PTSD counseling, and addiction treatment. So, they will offer a lot to our veterans.

In 2023, the Tunnel to Towers Foundation launched its homeless veteran program with a very ambitious mission of eradicating veteran homelessness nationwide. As of the writing of this article, T to T has provided housing assistance and services to more than 5,000 veterans. It's a huge undertaking. Here's what they've planned so far.

There are currently Veteran's Villages opening in Houston, Texas, Riverside California, West Los Angeles, California, and Phoenix, Arizona. They're moving forward because T to T has broken ground on the next two locations in Bradenton, Florida near Steve Holland's Salvage Yard and just last month there's another one in Mableton, Georgia within an hour's drive from me at the Six Flags exit.

Before the end of this year, T to T will start additional Veterans Villages in Denver, Colorado, Charleston, South Carolina, Buffalo, New York and Harrisburg, Pennsylvania. New locations keep coming for these deserving veterans. With locations being added across this country, here's how I need your help.

I contacted T to T and started to see what we can do to assist with this tremendous need to help our homeless veterans. They could use vans to take the residents to doctor appointments, to special events during the year or maybe a weekly trip to Walmart for toiletries. See where I'm going with this request? If you can help in any way, I want you to have my contact information. My cell number is 770-301-4122 and my email address is [dj@djsays.com](mailto:dj@djsays.com). If you know someone with a used van or shuttle bus with a walkout wheelchair

ramp, then please let me know. These veterans could really use it. I started investigating this so that next April in Orlando, Florida at the URG and Team PRP Training Conference we would donate a van for transporting 10-12 people for T to T.

As you can see, they could use our help to find a small shuttle bus, and we can clean it up, add a wheelchair ramp, and it would be from all of us in the recycling business. Those of you reading this article care about homeless veterans from all over this great country. My sphere of influence doesn't go far enough.

So, I am looking for people to join my committee to help with this project. We need vans, used wheels, maybe an engine or transmission now or then. We will need wheelchair ramps and someone who could install the wheelchair ramp into a van that was donated. What I really need are people that have heard the call and are willing to help. Donate a van or just sign up to give \$11 a month to Tunnel to Towers. To donate, go online to [T2T.org](http://T2T.org). It is very simple to do. Or make one call, that's all!

Please let me know if you know someone with a van or wants to help URG and me put this program together. We really could use your help. Nothing would please me more than in April when we get together to donate 2 vans to Tunnel to Towers for homeless veterans that we have Jelly Roll, the singer there to accept them. With your help, I know we can do this.

Thank you in advance for hearing our request and acting upon it. I will see you in Reno, Nevada on October 23rd – 26th for the 81st Annual ARA Convention & Expo. At this convention, you will find me at the URG Booth. So, come by and let's talk.

See you on the next podcast.





# Converter Chronicles

## OEM vs Aftermarket



In the past few years we've seen more and more aftermarket converters that look almost identical to an oem style cat. Here are some examples:



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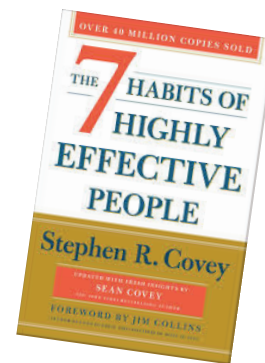
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# The 7 Habits of Highly Effective People: A Blueprint for Personal and Professional Success

By Becca Skowrya



As summer winds down, I've realized just how chaotic the past few months have been. With the kids out of school, routines were thrown out the window—late nights, unpredictable mornings, and the constant hustle of kids' sports have kept me on my toes. In search of some sanity, I turned to Stephen Covey's *The 7 Habits of Highly Effective People* for guidance. What I found was more than just a self-help book; it's a timeless guide to achieving a more productive and fulfilling life.

Covey's seven habits offer a roadmap for success through intentional action. If you haven't read the book, I highly recommend it. But if you're short on time, I've got you covered—here's a summary of the key principles that can help you lead a more effective life.

## 1. Be Proactive: Taking Responsibility for Your Life

The first habit, "Be Proactive," is about taking ownership of your actions and decisions. Covey argues that highly effective people recognize that they are in control of their own lives. Instead of reacting to external circumstances, they focus on what they can control—how they respond. This habit encourages you to be intentional in your actions, to plan ahead, and to take the initiative in all aspects of your life.

**Application:** Start by identifying areas in your life where you tend to be reactive. Whether it's at work, in relationships, or in personal goals, make a conscious effort to shift your mindset from reactive to proactive. This might involve setting clear goals, developing a positive attitude, or simply taking the first step toward a long-term objective.

## 2. Begin with the End in Mind: Defining Your Vision

Covey's second habit, "Begin with the End in Mind," emphasizes the importance of having a clear vision of what you want to achieve. Highly effective people visualize their desired outcomes and work backward to create a plan that will get them there. This habit is about setting long-term goals and aligning your daily actions with those goals.

**Application:** Take time to define your personal and professional goals. What do you want to achieve in the next year? The next five years? Once you have a clear vision, break it down into smaller, actionable steps that you can incorporate into your daily routine. This approach ensures that your actions are always aligned with your long-term aspirations.

## 3. Put First Things First: Prioritizing What Matters

"Put First Things First" is all about time management and prioritization. Covey teaches that highly effective people focus on what is most important, not just what is urgent. This habit involves organizing your time and energy around your highest priorities, rather than getting caught up in distractions or less important tasks.

**Application:** Evaluate how you spend your time each day. Are you focusing on activities that truly matter, or are you getting sidetracked by less important tasks? Use tools like time blocking or task lists to ensure that your most important goals and responsibilities are given priority. This habit helps you make the most of your time and ensures that you're always working toward what truly matters.

# The 7 Habits of Highly Effective People: A Blueprint for Personal and Professional Success

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## 4. Think Win-Win: Building Mutually Beneficial Relationships

Covey's fourth habit, "Think Win-Win," is about developing an abundance mindset in relationships. Highly effective people seek solutions that benefit everyone involved, rather than just focusing on their own gain. This habit promotes cooperation, collaboration, and mutual respect in both personal and professional relationships.

**Application:** In your interactions with others, strive to find solutions that benefit everyone involved. Whether it's in negotiations, teamwork, or everyday interactions, look for ways to create win-win outcomes.

## 5. Seek First to Understand, Then to Be Understood: Enhancing Communication

Effective communication is a cornerstone of Covey's teachings, and the fifth habit emphasizes the importance of listening. Highly effective people listen with the intent to understand, not just to respond. This habit involves truly empathizing with others, understanding their perspectives, and then communicating your own thoughts clearly and effectively.

**Application:** Practice active listening in your conversations. Focus on understanding the other person's point of view before sharing your own. This approach not only improves communication but also builds stronger, more trusting relationships.

## 6. Synergize: Harnessing the Power of Teamwork

"Synergize" is the habit of creative cooperation. Covey explains that highly effective people understand the value of teamwork and collaboration. They know that the collective efforts of a group can often achieve more than the sum of individual efforts. This habit is about

valuing differences, building on strengths, and working together to achieve common goals.

**Application:** In group projects or team settings, encourage open dialogue and collaboration. Recognize the unique strengths of each team member and find ways to leverage those strengths for the benefit of the group. This habit leads to more innovative solutions and greater overall success.

## 7. Sharpen the Saw: Maintaining Balance and Renewal

The final habit, "Sharpen the Saw," is about self-renewal and maintaining a balanced life. Covey argues that highly effective people take care of themselves physically, mentally, emotionally, and spiritually. This habit involves regularly investing time in activities that rejuvenate and energize you.

**Application:** Incorporate self-care into your daily routine. This might include regular exercise, reading, spending time in nature, or engaging in hobbies you enjoy. By taking care of yourself, you ensure that you have the energy and resilience needed to stay effective in all areas of your life.

## Implementing the 7 Habits for Long-Term Success

Stephen Covey's *The 7 Habits of Highly Effective People* provides a powerful framework for growth. While I'm still a work in progress, incorporating these habits has made me more vigilant about to-do lists, prioritizing tasks, and embracing teamwork. Though I usually thrive in chaos, I've learned that it can slow me down, especially with others involved. By adopting these habits, I aim to become more proactive, focused, and successful in all my endeavors. Start with one habit at a time, and with consistent practice, they'll become second nature, guiding you toward a more fulfilling life.





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B A C K T O S C H O O L !



## Laughter is the Best Medicine

### Little Johnny

Little Johnny was heard by his mother reciting his homework: "Two plus two, the son of a bitch is four; four plus four, the son of a bitch is eight; eight plus eight, the son of a bitch!"

Johnny shouted his mother "Watch your language! You're not allowed to use the swearwords."

But, Mom, replied the boy, "That's what the teacher taught us, and she said to recite it out loud till we learned it."



Next day Johnny's mother went right into the classroom to complain.

"Oh, heavens" said the teacher. "That's not what I taught them. They're supposed to say, 'Two plus two, the sum of which is four.'"

### Little Johnny and Babies

Little Johnny, 6 years old, gets home from school.

His mother is very interested in his day and she asks, "How did it go?"

"I died of shame" he answers. The teacher asked where babies come from.

Annie from over the road, says that storks bring babies.

Sally next door said, you can buy babies at the orphanage.

Timmy in my class says you can buy babies at the hospital.

His mother laughs and says "But that's no reason to be ashamed?"

"No, but I can't tell them that we were so poor that you and daddy had to make me yourselves!"



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