

STRONGEST BUYER OF CATALYTIC CONVERTERS

Platinum on the move

By: Jon Ingalls

In recent weeks, we've seen Pt (platinum) prices rise to levels not seen since 2021. While Pt may not have the same influence on the value of catalytic converters as Pd (palladium), the market is definitely moving in the right direction! Some catalytic converters will see more of an increase in value than others. For example, some Toyotas and older GM converters contain more Pt, whereas Hyundai and Kia converters are typically higher in Pd.

Why is the price of Pt climbing recently? Here are a few reasons it is up and why it may stay strong in the coming months:

Supply deficits: Platinum has faced a significant shortage over the past three years, and this trend is projected to continue.

Investor demand: Pt is gaining more attention from investors, partly due to the repeal of the EV (electric vehicle) mandate, which may slow EV sales and extend the lifespan of ICE (internal combustion engine) vehicle demand. In addition, Pt jewelry sales in China have jumped 300%, driven by rising gold prices and strong social media influence.

Growing industrial demand: The diesel engine catalyst market continues to grow, and it relies heavily on Pt as the primary PGM. Hydrogen fuel cells, which also require Pt, are another growing technology. Several manufacturers are already planning to produce hydrogen fuel cell vehicles in the near future.

With all that considered, PGMs are moving in a positive direction. As demand rises, so will the value of catalytic converters, though it may be a gradual climb if Pt is the main driver.

As you know- we at Recore watch the market all day, every day and offer hedging if you want to lock prices in, we just require the converters be received within 2 weeks.



I Love Being a Grandpa

By: DJ Harrington

Being a grandpa is a very special title for me because I have three wonderful grandchildren that I love dearly. Each of them has their own quirks, but I love all of them just as they are. In fact, you might agree that your grandchildren are smart and the best at what they do too. As a parent or a grandparent, you should also be sold on their abilities because they're part of your DNA, right? My GKs are very special to their grandmother too.

Approaching 14 years old in a few months, our oldest GK is 13, going on 21 while the twins will be 12 in a couple weeks. I had the opportunity to spend last night with my oldest granddaughter, and we stopped to get a cheeseburger and ice cream at a local fast-food restaurant. Her name is Haley. Haley is very smart and well-beyond her age with maturity but is leaning toward being a lawyer or a psychologist when she completes her college education years from now. I can already visualize Haley counting her money!

While she and I are out on an errand, we talk about many things. It could be about her siblings and what they'll become after they finish school or where she feels they'll land when they are done studying. We started talking college to all three of our GKs as soon as they knew about money because if a person wants to earn more, they must learn more. I wonder where and when you've heard me say that phrase before? Hum! Let's go back to the burgers that Haley and I ate last night.

By this time, we had received our order when Haley asked, "What's some good advice that you would suggest for communication, Grandpa?" No doubt discussions with her mom might have prompted that question because it kind of shocked me, momentarily. "It is called KISS." You've probably heard me say that in meetings from the past. Kiss means "Keep It SHORT Silly." Due to the look on Haley's face, I could tell she didn't quite understand what I meant. Haley always seems to be holding her phone in her hand, so she started adding my comments to her phone as if what I said was either prolific or mind boggling.

For many years, I have been writing for the Recore newsletter on topics ranging from attitude adjustment, developing valuable hiring techniques for key personnel and overcoming whinners. That was the one where I introduced a lay made of pacifiers on a string that I handed out to whinners in the class. At this point, I likened what I said to Haley as getting off the phone with one of her classmates that can sometimes be more difficult than working in her mom's office for the summer.

As I continued answering Haley's question, my time spent working with Mohawk Carpet came to mind. That's the time when I was able to stop the customer service department from saying phrases, such as: "Bye, Bye", "Take Care", "Chillout", "Be Cool", and "See You Later". All ending phrases once voiced by Mohawk Carpet employees in the order department have now been replaced by a basic phrase, "Thank you for your order and thanks for thinking Mohawk. "

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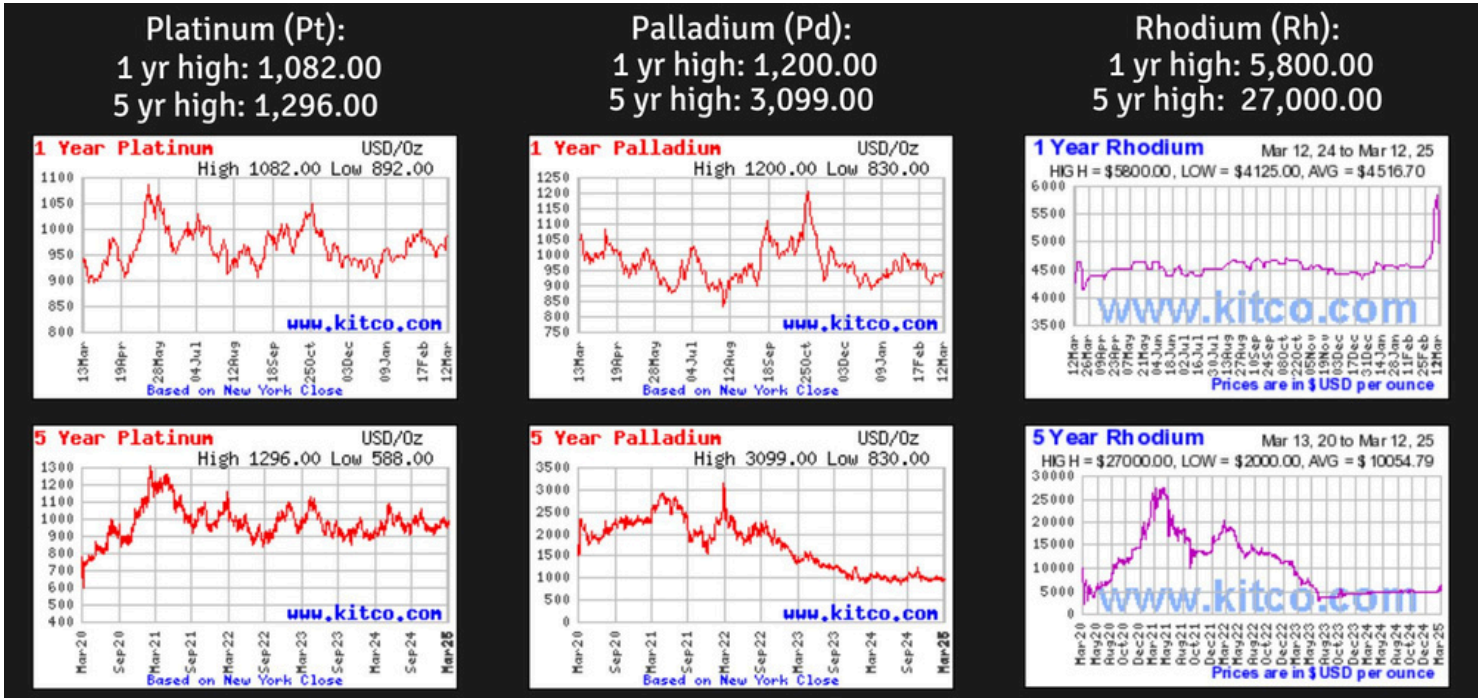
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Last month on the URG podcast, Shannon Nordstrom told Amanda Morrison and me that all his 77 employees working at Nordstrom Auto Parts gets off the phone the very same way by saying the same phrase, “Thanks for Thinking Nordstrom”. If you end your conversation that way, you will surely see those people again. One-time customers become repeat customers because they like hearing that their business is appreciated. When they visit the store or call again, they may even tell you that they like your saying, “Thanks for thinking ABC Auto Parts.” Hearing that phrase is a whole lot better than “bye-bye” which really sounds like baby-talk to me.

Getting back to my time with Haley, I want my readers to remember our effectiveness over the telephone is measured by percentages. 7% is basically the words that are used. 38% is tone of voice, but a whopping 55% is your body language. Those figures may be appropriate when speaking to a person in the yard, but over the telephone or cellphone we do not have the privilege because of fiber optics.

As Haley and I ended our evening together, she still was taking notes on her phone. I told her to remember the # 1 book. Read the Bible. I charged her to remember KISS, K-I-S-S, but continued, “Here’s another one, Haley. Write the word, B-I-B-L-E.” She looked at me and asked, “I know we’re close to a church, but why Bible?” Quickly, I gave her another acronym. “The Bible stands for: Best Instructions Before Leaving Earth.”

As you can see, I try to have some loving and educating discussions with my oldest granddaughter, so she’s better prepared for life when I’m not here anymore. Hopefully, Haley will remember some of what I’ve said when she’s raising her own children and grandchildren. Hopefully, some of this information will be applicable to your business as well. In the meantime, I hope to see you on the next URG, “On-the-Go” podcast.





Converter Chronicles



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Delivered: Our warehouse is open 7:30am-4:00pm Monday through Friday to buy any amount of catalytic converters and all other automotive scrap. You are paid up front for all material.

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Picked up: We offer a free pickup service for all of New England when buying catalytic converters. We can also purchase your other automotive scrap. e.g. rims, batteries, wire, radiators and more. You are paid on the spot.

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It's Not Just Dust in the Wind

By: Rebecca Skowyra

We've had a lot of great conversations lately here at Recore! Between the market trending up, a soggy spring (making things wildly unpleasant out in the yards), updating our contacts, and officially going digital with our newsletter- let's just say we've been chatting with our suppliers more than ever!

One recent conversation really stuck with me. I was talking with a yard across the country, he had never tried assay before and casually mentioned a guy nearby who processes converters. Then he said something that stopped me in my tracks: "When the guy cuts them open, it's all out in the open, and all that dust is just blowing around." Uhh... what?! That "dust" from converter processing is actually the most valuable part by weight. All I could picture were invisible dollar bills swirling in the air- blowing away, never to be recovered or accounted for.

At Recore, we don't leave that kind of value to chance. We've developed a completely enclosed system for processing catalytic converters. This allows us to safely capture all of the precious dust, making sure you get every single ounce of recoverable material- and none of it is lost to the wind.

If you've never had your material assayed or want to understand what you're really getting out of your converters, let's talk. We're always happy to walk you through the process, share what we've learned, and help make sure not a single dollar is left behind... literally.



Wishing you all a safe,
joyful, and patriotic
Fourth of July!
May we never take our
freedoms for granted.

Happy Independence Day!



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LAUGHTER IS THE BEST MEDICINE



After a tiring day, a young lady settled down in her local train seat and closed her eyes.

As the train rolled out of the station, the guy sitting next to her, pulled out his cell phone and started talking in a loud voice, “Hi Sweetheart, it's Jon I'm on the train”

“Yes, I know it's six thirty and not four thirty, but I had a long meeting”.....

“No, honey, I was not with Cindy from the accounts office, I was with the boss attending the meeting”

“No Sweetheart, you're the only one in my life”.....

“Yes, I'm sure dear”.

Fifteen minutes later, he was still talking loudly. The young woman became annoyed.

She finally had enough of the loud talking, she leaned over and said into the phone, “Jon darling, hang up the phone and come back to bed.”

Now, Jon is back from hospital and doesn't use his cell phone in public any longer.



Ray and Bob, two government maintenance guys, were standing at the base of a flagpole, looking up.

A woman walked by and asked what they were doing.

“We're supposed to find the height of the flagpole”, said Bob, “But we don't have a ladder.”

The woman said, “Hand me that wrench out of your toolbox.” She loosened a few bolts, then laid the pole down.

She then took a tape measure from their toolbox, took a measurement and announced, “Eighteen feet, six inches” and walked away.

Ray shook his head and laughed “Well, ain't that just like a ‘Miss-know-it-all’ woman?” he said.

“We need the height and she gives us the length!”

Ray and Bob are still working for the government.