

STRONGEST BUYER OF CATALYTIC CONVERTERS



No More Inspections in NH

By: Don Belisle, Sr

As most of you know, on June 26 our legislators in NH voted to end the vehicle safety inspection program. This will take effect January 31, 2026. Until then, NH vehicles need to display a current sticker. Eliminating inspection stickers was opposed most notably by the NH State Police, and the NH Auto Dealers Association. Initially, I was surprised by this because I thought this would never happen. I was wrong!

Most of us have had to deal with vehicle inspection stickers our entire driving career. After a bit of research, I discovered that NH is one of only 14 states that still required inspection stickers. In our corner of the world, we deal with different types of businesses that supply us with catalytic converters for recycling and all these suppliers will be affected by this new law. I have talked with many of you about the effects and the responses have been widely varied, as one would expect. The salvage yards mostly fear that owners of older cars will no longer need to get rid of their rides because they won't pass inspection. They feel there will be a decrease in junk cars being offered to them by individuals. They also feel the owners will literally drive these cars into the ground. When they do finally want to sell the car for salvage, there won't be much left to it. These same owners will be offering these same "used up" cars to salvage auctions as well. Overall, yard owners feel that the quality and availability of "junk cars" will go down substantially.

The used car dealers feel that sales of their lower priced inspected cars will drop off dramatically. The need for drivers to buy an inspectable car is greatly reduced. Why buy a new car when they can run what they have into the ground? Most feel that the portion of the used car market that consists of lower priced inspected cars is gone. On the other hand, up until now, NH dealers could only sell cars that showed valid inspection stickers. Now, will they be able to sell formerly uninspectable cars?

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This is still a gray area that has not been defined. Perhaps used car dealers will have a row of cars out back that are low priced as is specials?!

The repair garages will probably be hit the hardest by this new law. Significant portions of their business were keeping cars able to pass inspections. Drivers had no choice but to either get their car repaired and inspected or to not drive it. This very profitable segment of their business is gone! Drivers of these older vehicles have no need to get to the garage to see what's triggering that check engine light. They will not replace that blocked up catalytic converter with an expensive replacement. Many will install the infamous "Test Pipe" and be on their way. That pesky check engine light will be ignored or covered up with black tape!

The converter/scrap buyers that go from garage to garage weekly to make a living are very concerned as well. In most cases the most profitable item they get and sell to us is catalytic converters. They feel that once the inspection law is gone, the volume of converters at garages will go down significantly. This will change the whole dynamic of their business. In the past, most would take the good with the bad with regard to garage scrap. With getting fewer or no converters now, they will have to charge for their services rather than pay for the scrap.

The converter processor - Recore Trading (us) - I feel this new law will have a negative impact on the volume of converters coming through our doors from NH suppliers. For all the reasons stated above by our suppliers, that can only decrease the numbers coming to us. There may be a small uptick in individual owners selling their converters at our door but the overall picture of converters coming in from NH will go down. How much it goes down remains to be seen so we must wait and see.

NH Dealer Inspection Desk, I spoke with a rep at the state this morning. Unfortunately, she didn't have any more info. I asked her if there will be safety inspections on medium and heavy-duty trucks and will there be emissions checks of any vehicles? She is as anxious to know as I am. She said she is being bombarded with questions from dealers and inspection stations. We will all have to wait and see!



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Converter Chronicles

Individual Assay



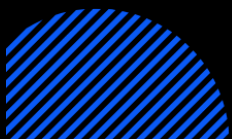
Newer vehicles are being recycled and or repaired all of the time, when it comes to the value of those catalytic converters there may be some guessing involved:

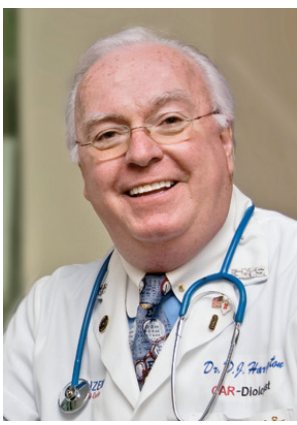
But not at Recore Trading. We offer individual assay for any unknown or new catalytic converter that we have not seen. This is something we offer to ensure the customer they're getting full value for that catalytic converter.



Please submit all questions
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Do You Have A “CANI” Spirit?

By: DJ Harrington

Recently, I was explaining to someone what happened at a carpet convention in Myrtle Beach, South Carolina. Back then I was hired to speak to about 900 carpet dealers for a well-known carpet company, Mohawk Carpet. The atmosphere at that convention was very much like speaking to a large room of recyclers at the ARA or URG Show.

For two years, I travelled the US, Australia, Canada, and the United Kingdom doing my “CANI” classes. Every letter of the word, “CANI,” stands for something: Constant And Never-ending Improvement. A person’s improvement can’t stop. He or she must ALWAYS continue improving. The Japanese call it KAIZEN. Toyota uses it today. Let me explain what I mean. When a speaker, like me, leads a group by asking the group to repeat something after me, they normally do repeat it. That day, I told the audience to say, “CANI”, and all 900 dealers yelled back, “CANI”. However, it wasn’t without guarded looks, side-to-side. I could see that maybe they weren’t quite sure about my request. Not to be short-changed, I pressed with, “Are you with me?”

We practiced it once more, and then I pressed, “When I say “CANI”, you’re supposed to respond with “CANI”. All of us need to be constant learners and always be improving on what we do. Saying CANI does that for people. That convention lasted 3 days. So, for all that time, we hadn’t seen the President of Mohawk take the platform. When the President did, he was a tall, thin man with a full head of hair. (I hate that type—the full-head of hair type). Their President showed up the last day of the convention as the keynote speaker.

When the President exited the elevator, people around him were saying, “CANI”. Since he hadn’t heard me speak about Constant And Never-ending Improvement, he asked his assistant, “What the hell are they saying?” With much trepidation, she said, “Oh, sir we had a speaker, D.J. Harrington, open the convention, and he has everyone saying, “CANI”. It stands for constant and never-ending improvement.” There’s no doubt that she explained to him what everyone else had already heard about constant improvement. The day that I spoke at their convention, three speakers followed my opening talk. All those speakers started their speech addressing the audience with “CANI,” and all the carpet dealers yelled back the same phrase. It was great to hear their response each time it was done. It’s inevitable!

When the President of Mohawk finally took the stage to speak to the audience, he started with, “I guess I need to start by saying, “CANI.” The entire group of dealers from across the US and Canada yelled back in unison, “CANI”. Ok, what just happened? Here’s my point. A positive affirmation was created within the group, and their response was going to continue.

That meeting happened years ago, but I was reminded again of the atmosphere that phrase, “CANI” created when I visited Shannon Nordstrom at Nordstrom’s in South Dakota. As Shannon and I walked through his beautiful place, we saw his successes. Every employee greeted Shannon with “CANI”. Hearing that phrase again told me that Shannon brought home the CANI attitude story to his team too. Delighted to hear “CANI” from the employee, Shannon answered him with “CANI”.

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Whether they knew it or not, hearing both men repeat that phrase really made my day. The underlying message is that Shannon and his people work as a team. In fact, Shannon has a wall that sports the letters of “CANI” in 4-foot letters which means that people at Nordstrom’s Automotive believe in constant and never-ending business improvement.

However, Nordstrom’s Automotive isn’t the only company doing this. Interactive Financial Marketing Group in Richmond, Virginia used the same phrase at their Christmas party to toast the New Year. With glasses held high, the team at IFMG yelled, “CANI”. The best part? Their improvement continues today.

Folks, we have an opportunity this year to make some adjustments, so we can keep improving. You’re probably thinking we’re already halfway through the year, DJ! True! Even though we are, it’s still not too late to make changes that can add to our improvement. Certainly, things are changing in this world, but none of it should stop us from keeping our CANI spirit alive. Igniting improvement is the best thing that can happen to us. So, I have a favor to ask of you.

When you see me next time, whether it’s while I’m speaking at a convention or maybe at ARA in Birmingham, AL on October 15-18, make sure you say, “CANI”. It certainly would give me great pleasure to respond with, “CANI”. Until then, don’t stop working on Constant, And Never-Ending Improvement. Your success depends on it.

See you on the next podcast.





Maximize Your Profits with Recore Trading

By: Rebecca Skowra

At Recore Trading we specialize in catalytic converter processing, and we do it all under one roof. With over three decades of experience and a fully equipped in-house lab and processing facility, we deliver consistently higher returns, faster payouts, and service you can count on. If you're looking for value, transparency, and reliability, here's why Recore is the right choice.

Everything In-House = Maximum Value

Since 1989, we've taken pride in doing everything ourselves: de-canning, milling, sampling, and lab-grade assay. By keeping all processes in-house, we eliminate the middlemen and group each converter by its precise precious metal content. That allows us to process more accurately, ensuring you receive every gram's worth of value.

When converters are sold in bulk or by category, you're often leaving money on the table. At Recore, our precise sorting and lab analysis means we pay you based on actual content, not general estimates. This level of precision makes a big difference.

Enclosed Processing System = No Precious Metal Loss

Our cutting-edge, fully enclosed processing system sets us apart. It ensures that no platinum, palladium, or rhodium is lost to the air, machinery, or handling. Where other facilities might allow valuable material to escape due to outdated or inefficient equipment, our system captures it all. That means more recovered metal, more accurate assay results, and ultimately, higher payouts for you.

Fast, Fair, and Transparent Payments

We believe in keeping your business moving. That's why we offer upfront payment options and deliver final settlement within 10-14 business days. You'll receive a clear, detailed report with your payment- so you know exactly what you're getting paid for.

Whether you're dropping off a few converters or shipping full pallets, you can expect prompt, courteous and professional service every step of the way. No delays. No surprises. Just straightforward transactions and honest communication.

The Recore Difference

Whether you're new to the industry or a seasoned pro, we'll meet you where you are and help you get the most out of your converters. We don't play games or make unrealistic promises, we simply do what's right and back it up with results. What sets us apart isn't just our processes or turnaround time. It's our commitment to doing right by every customer. Our founder, Don, built this company on the values of integrity, transparency, and fairness, and we continue to uphold those principles today.

At Recore Trading, we're not just another processor. We're your partner in profit, here to make sure you get the highest possible return on every load of converters you bring in.

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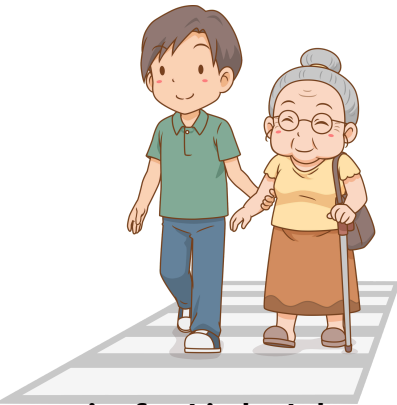
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LAUGHTER IS THE BEST MEDICINE

Little Johnny is Happy to Help



A father waits for Little Johnny to come home from school. The son is an hour late.

“Where were you?” asks the father.
Little Johnny: “I helped a Granny cross the road!”

Father: “I’m proud of you! Such a fine deed deserves to be rewarded – here’s \$5.”

The next day, the father is waiting again. The Little Johnny shows up with a friend.

“Why are you late? and who’s that with you?” asks the father.

“He’s a classmate. We helped two Grannies cross the road!” says Little Johnny.

The father, impressed: “That’s wonderful. You both deserve to be rewarded – here’s \$5 each!”

The next day the father is waiting again. Several hours pass before the son shows up after school.

Behind him are most of his classmates. The father, surprised: “Why are you so late from school, and who are all these kids?”

“They are my classmates.” says Little Johnny.

“We worked together to help dozens of Grannies cross the road.”

“That’s great!” says the father “here’s \$5 for your efforts.”

“Father, since they all pitched in, you should reward them too.”...

“Helping old ladies cross the road is a simple task. Why did so many of you need to pitch in?”

“Because the grannies resisted.”

Naughty Old Professor



An old professor told naughty jokes in class and the women wanted to protest it.

The women decided that the next time the professor starts with these kinds of jokes, they all will leave the class as a protest.

Somehow the professor heard about the protest.

At the next class, in the beginning of the lecture he said: “in Sweden a call girl makes \$2,000 per night.”

All of the women stood up and started to leave the class.

So he shouted after them:

“Where are you going? The plane to Sweden doesn't take off until the afternoon!”

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