

## STRONGEST BUYER OF CATALYTIC CONVERTERS



### Good Bye, Old Friend

By: Don Belisle, Sr

It was with great sadness and nostalgia that I recently attended the wake for Dale Brasseur.

As most of you know, Dale started Archer Auto Parts in Lawrence, MA about 30 years ago. Dale has been a staple in the used auto parts business for many years. I have known Dale for over 40 years! I met Dale when I was lured into running my father's salvage yard (Anchor Auto Parts) in the late 70's.

Back then (pre-internet), all the yards communicated through a "voice line" that was piped into and ran constantly (out loud) in the counter area of all the participating yards. On this voice line is where I met Dale. If you were looking for a part you would pick up your microphone and announce the part you were looking for and your request would be broadcast to all the yards. To keep your anonymity and protect each yard's price mark up, each yard had an ID number and a price code. I was #99. Dale, who worked at another yard in MA back then, was #5. For example, a part request would be "#99 is looking for a nose for a 1970 Nova." If another yard had one and wanted to quote it, their response would be "#5 has that nose in good condition and could send it tomorrow for uncle, paul, paul." Each numerical digit 0 thru 9 had a code word assigned to it so the quote was \$700.00. To this day I still remember the code words for each numerical digit.

With this system, my potential customer could be standing right next to me when I made the request, and he would not know who quoted me nor the price quoted. In its day, this system worked remarkably well for many years. There was, however, a certain lingo and mannerism that each participating yard used. If you didn't use the correct lingo or terminology, you were obviously a "rookie", and would be harassed/embarrassed by the established pros.

## Good Bye, Old Friend

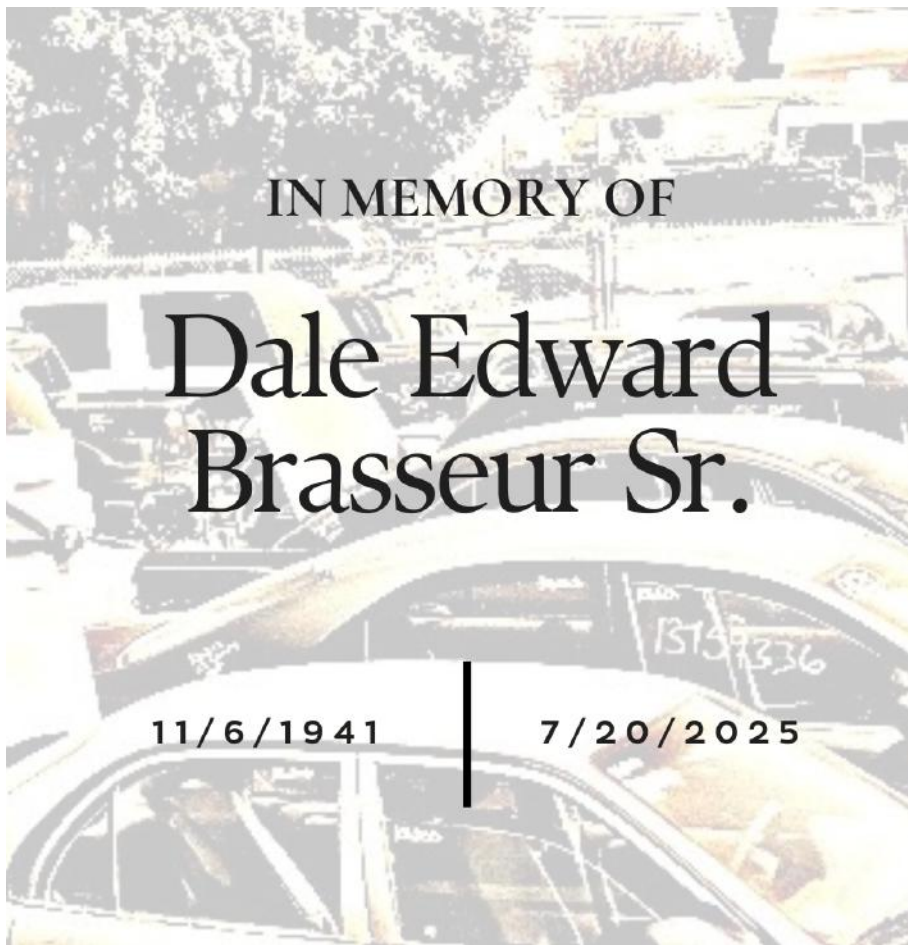
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After making some of my early parts requests, I got a phone call from Dale. I did not know anything about Dale other than that he was a resident expert on the voice line. Dale gave me very helpful guidance on the voice line and in many other areas of the parts business. It wasn't long before I was requesting and quoting like a pro, thanks to Dale! We became and have stayed good friends for all these years. Dale was a great down-to-earth guy.

Archer Auto, which Dale started from scratch has been a loyal supplier and, more importantly, a good friend to Recore since we started in 1989. Dale Junior currently owns Archer Auto and is doing a great job running that yard.

Dale Senior's favorite part of the business by far was crushing cars. He was the absolute best at getting the most weight possible onto a load of "Flats". If Dale wasn't at the counter, he was in the yard crushing and packing cars. It was not uncommon to see Dale crushing cars on Sundays as well. When Recore was in the crushed car end of the business, Archer was one of our favorites and a very loyal supplier. The only issue was that Dale's loads were consistently extremely heavy. It got to the point where we could only take 5 stacks per trailer from Archer, where we could take 6 from other yards. Even in retirement, Dale would go to the yard to crush cars because he loved doing that so much.

Talking to Dale Junior at the wake, he told me that he and his sister, Denise, decided to honor their dad's memory by placing his ashes in a steel container and crushing it with the car crusher! I think that is a great idea that Dale Senior would have gotten a kick out of. The crushed steel container will be proudly displayed to represent their dad's memory for years to come.







# Converter Chronicles

## Serial Numbers



Most catalytic converters have a serial number, also referred to as a code. It's usually engraved or stamped on the cat or the heat shield.

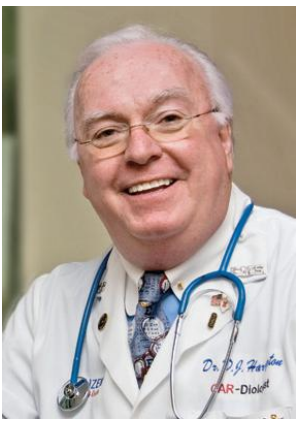
The code/serial number is generally a combination of numbers and letters, that can range from 3-12 digits, depending on the manufacturer. Here are some examples:

Toyota	3-6 Characters, with letters and numbers (e.g. OH040)
Dodge/Chrysler	3-10 Characters, with letters and numbers (e.g. 484AA)
Vw / Audi	9-11 Characters, with letters and numbers (e.g. 1K0131701DM)
Gm	8 Characters, usually no letters (e.g. 12606389)
BMW	7-10 Characters, with letters and numbers (e.g. 90602945)
Hyundai \ kia	4-6 Characters, with letters and numbers (e.g. CNV01)
Mercedes	6-11 Characters, with letters and numbers (e.g. KT0366)
Subaru	5 Characters, with letters and numbers (e.g. FCA97)



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# Sprinkling Moisture on Your Company's Mission

By: DJ Harrington

You are probably wondering how the dew point could possibly affect this industry in some way. Whether you pay attention to it or not, every evening as the sun goes down, nature restarts the process of watering the grass, flowers and trees. It's built into nature and happens like clockwork, every day without fail. Sometimes it's a small amount of dew and sometimes, it's more than expected so that everything can refurbish itself. As the

difference in temperature falls from hotter to cooler temps, a dew forms through water drops, fog, frost or snow. If the day was extremely hot but the nighttime temperature was cooler, dew points are expected to climb.

When the sun rises the next morning, the grass, flowers and trees appreciate the effort because the dew point makes them ready to face the sun again. With just one step into the grass early in the morning, you know exactly what I mean. You might even notice how much water has accumulated on your shoes. Some days it's more than other days. And instinctively, you'll find that some days are much better than other days in your business. If things aren't going well right now, then maybe it's time to reflect on what you want to achieve in your business and rehash your company's mission with your team, so everyone is prepared for a better day.

There's a question you must ask yourself every morning. What can I do today that will help us do better than yesterday? Maybe you have a goal in mind or aspire to have one but don't quite follow it on a day-to-day basis. I understand. Things can happen at any time to throw us off track. If your mission statement is followed to the tee by everyone on your team, that's fantastic. Keeping everyone working toward a common mission isn't easy but reminding them of what they're here for is necessary. If you don't have a mission statement, then work on one.

Your mission should include what you and your team offer and how your team members react to and provide your customers. If everyone in your business knows your mission statement and can work toward it every day, it could result in the best day EVER in your business. You and your team will enjoy the day, be satisfied for the activity they accomplished, and everyone will want a repeat tomorrow. Dew point does that for foliage too, so why not sprinkle something extra on your team each day so you stand apart from others in this industry. Special recognition for a good job, done well, can go a long way with any team member. So don't be afraid to praise someone in front of other team members.

Perhaps you want to be one of the best recycling providers around, helping as many people as you can without getting bogged down in politics of the industry. Maybe you just want to be a help to as many people as you can, so others want to do business with you. Reaching across the aisle could garner some new customers, with whom after you've proven yourself, they could be customers for life. Customers can recognize a helpful provider and prefer doing business with those that demonstrate help.

Here are two different perspectives from groups within the recycling industry and both wake up every day, finding ways that they can help others in need. I've copied their mission statements directly from their websites.

# Sprinkling Moisture on Your Company's Mission continued from page 4

## **Nordstrom's Mission Statement**

Nordstrom's team will strive each day while embracing CANI, to meet or exceed our customers' expectations. We will offer money saving options with best-in-class warranties to give customers Complete Confidence®. We will promote a friendly, integrity-rich culture within which we can provide opportunities for many while building long-lasting relationships inside and outside of the company. We will profitably operate a clean, green, modern, efficient organization that gives back to the community and the industry. Paramount to all our goals is recognizing all glory goes to God as our faith is the foundation for everything.

~ The Nordstrom's PTLA 1st Thessalonians 5:18

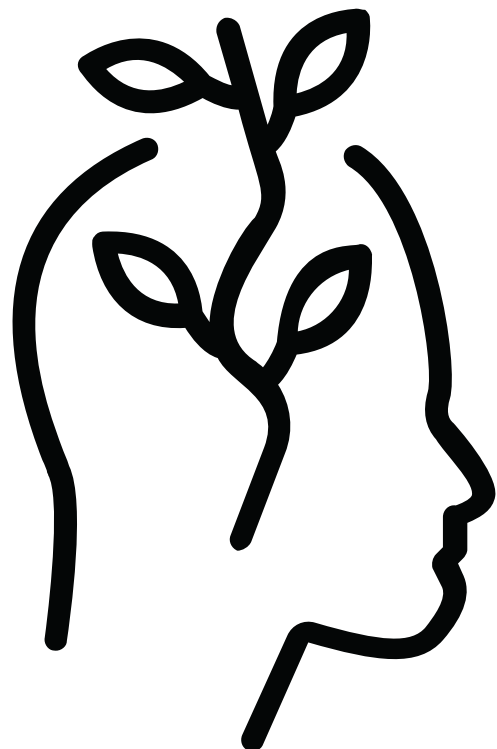
## **URG's Mission Statement**

By recyclers\for recyclers. Smart tech tools for savvy recyclers. Driving your yard forward, one innovative solution at a time.

Whether they're training recyclers or providing parts to the public, both want to be a help to those working within this industry. I can also guarantee that both entities want to offer the best help they can to as many people as they can. So, ask yourself. Is your team on the same page, and what do you and your team members need so you can provide the best you can for your customers? Do you need more competitive prices, quality equipment, better customer service skills from your team members or training by others within the industry so your team is better prepared for each day?

It's time you sprinkle some moisture on yourselves each morning by reviewing your company's mission with your team so you can be the best you can be for everyone going forward. Forget about yesterday's blunders because that's in the past. Wake up today, knowing that you're starting a new day with a fresh spirit and willingness to help customers get what they need, and then, GO OUT and DO IT!

See you on the next podcast.







# Good Intentions Don't Always Make Good Policy

By: Rebecca Skowrya

Lawmakers in Washington are moving quickly on the PART Act, a bill aimed at curbing catalytic converter theft. On the surface, it has all the hallmarks of an “easy win” - bipartisan support, a clear problem to solve, and strong public backing. But as with many feel-good bills, the fine print raises questions.

Industry groups were able to remove one of the most problematic provisions: a ban on de-canning - and also negotiated changes around payment rules, ultimately accepting the requirement that only traceable forms of payment be used. Those outcomes matter. Yet another section of the legislation remains troubling: language that could be interpreted to require VIN or unique ID markings not only on converters, but potentially on any major automotive component destined for recycling- things like oxygen sensors, control modules, and more. That kind of mandate risks pushing well-intentioned recyclers into costly compliance battles while doing little to stop actual thieves.

The industry isn't united here. The Automotive Recyclers Association (ARA) has come out in support of the bill. The Recycled Materials Association (ReMa), however, has declined to endorse the PART Act in its current form, and the International Precious Metals Institute (IPMI) has flagged the same concern. Their position isn't outright opposition; it's a warning that, without clearer language, the law could disrupt recycling supply chains and place unnecessary burdens on legitimate operators.

Regulation written without industry input tends to hit small and mid-sized businesses the hardest. Larger corporations, with compliance departments and deeper pockets, may be able to absorb new requirements. Family-owned yards and regional recyclers, on the other hand, are already stretched thin. Extra paperwork, unclear enforcement, and additional labeling costs could push some out of the market. The end result? Fewer independent recyclers, less competition, and higher costs for consumers.

Nobody doubts the seriousness of converter theft. Because converters contain valuable metals, they will always remain an attractive target for thieves, and communities deserve solutions. But effective solutions come from listening to the people who actually live in this space every day- recyclers, refiners, and suppliers... not just from writing laws that look good on paper but could potentially fail in practice.



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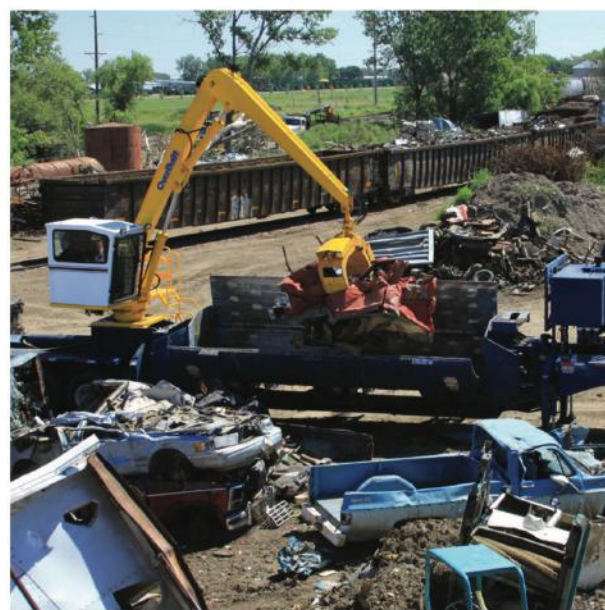
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## LAUGHTER IS THE BEST MEDICINE

### Little Johnny & Susie at Catholic School



Little Susie was not the best student in Catholic School. Usually she slept through the class. One day her teacher, a Nun, called on her while she was sleeping.

“Tell me Susie, who created the universe?”

When Susie didn't stir, little Johnny who was her friend sitting behind her, took his pencil and jabbed her in the rear.

“God Almighty!” shouted Susie.

The Nun said, “Very good.” and continued teaching her class. A little later the Nun asked Susie, “Who is our Lord and Savior?”

But Susie didn't stir from her slumber. Once again, Johnny came to her rescue and stuck her in the butt.

“Jesus Christ!!!” shouted Susie.

And the Nun once again said, “Very good,” and Susie fell back asleep.

The Nun asked her a third question...  
“What did Eve say to Adam after she had her twenty-third child?”

Again, Johnny came to the rescue.

This time Susie jumped up and shouted,  
“If you stick that damn thing in me one more time, I'll break it in half!”

The nun fainted.

### Write in the Dark



Little Johnny asked his father:  
“Dad, can you write in the dark?”

His father replied:  
“I think so, what do you want me to write?”

Little Johnny said:  
“Could you sign this report card for me...”

### No Fun



The teacher wrote on the blackboard:  
“I ain't had no fun in months.”

Then the teacher asked the class,  
“How should I correct this sentence?”

Little Johnny raised his hand and said,  
“Get yourself a girlfriend...”

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