



# Newsletter

603-437-3000  
www.recoretrading.com

## STRONGEST BUYER OF CATALYTIC CONVERTERS



### The Stars are Aligned

By: Don Belisle Sr

As we know, the prices of the PGM (platinum group metals) metals are extremely difficult to predict. Many of us try to forecast what next week or next year will bring, but we

are often disappointed. We can use all the logical tools at our disposal only to get limited success. The problem is that there are so many factors influencing the markets that it is nearly impossible to predict.

Having been in the converter business for 36 years, I have seen many major market changes that were triggered by the weirdest things you can imagine. One of the strangest events that comes to mind is a power failure in South Africa that lasted an extended amount of time. Since most of the world's major PGM mines are in South Africa, this extended power failure crippled the mining of precious metals for converters. With a shortage of virgin mined metal ore, the demand and price of recycled metal jumped a great deal. The recycled PGM's that we all sell have the exact same effect on exhaust gasses that virgin ore does. The chemical reaction of these elements never wears out and is good forever. The manufacturers of converters for new cars have no preference regarding virgin or recycled PGM's.

There have been many fear driven factors that have triggered the market downward as well.

I remember some years ago that someone predicted that new car sales for the following year would be down 10%.

This sent prices spiraling down at a tremendous rate. This was all based on fear. As it turned out, the sales numbers weren't nearly as bad as predicted but the market took a bath anyway. Fear and volatility are the norm in the PGM markets and supply/demand rarely has a lot to do with pricing.

So here we are today where all three metal prices are very good. Year to date platinum is up 70%, palladium is up 50%, and rhodium is up 71%! Another major factor with palladium is Russian palladium. Russia is a major producer and sells to the world market. In years past when Russia's production and supply fell short, palladium prices increased. There was some talk of restricting Russia but this does not look like it will materialize. Russia wants to generate capital from the sale of palladium and all

indications are that they will flood the markets. If this is true, demand and prices for PGM's will most likely drop. This is a very opportune time to sell converters if you have them. We have a number of suppliers who have been sitting on converters waiting for the right time to sell. I don't claim to be any smarter than any of the predictors, but I feel now is an excellent time

to maximize your profit on converters.

New car sales are forecast to be off next year by 8%. Whether this forecast materializes or not, it will most likely affect PGM prices. As the title of this article says, the PGM stars are aligned and selling into today's market seems to be a wise decision.







## Moving on up!

By: DJ Harrington

Every time I hear the phrase “moving on up,” I remember the iconic show *The Jeffersons* and how they were in the cleaners business. They moved from the slums to the East Side of the city, and they were well on their way to making it big in the cleaners world. Mr. Jefferson was determined to do better than he had done in previous years, and he took the steps to make it happen.

Speaking of moving... if you’ve ever moved before, whether it was for your business or your home, you know exactly what I’ve been going through for the last 30 days. It’s been challenging at times, especially because of my health issues. However, things are looking up because my daughter is in a better place with her life now. We had to do it to move forward.

When moving, all the pieces have to be planned so everything gets done in a timely manner, and usually a backup plan is needed just in case something doesn’t get done like it was planned.

Utilities have to be shut off and turned on again at the new place. All of it seems to be never-ending because you’re working around the clock, while working ahead of what’s needed to get it all completed by your deadline.

However, good things don’t happen to those who wait. I know that’s not the correct quote, but it is so true. If you wait, nothing gets done. Now I don’t have to climb 22 steps up nor 22 steps down the stairs because I can just roll into my house. I thank my wife for her decision while I was in the hospital battling an irregular heartbeat,

AFib, a heart murmur, and a UTI at the time.

As I thought about myself during this move, I couldn’t help but think about the end of the year- what I’ve accomplished and what I plan for in 2026 for my business. People remark that I have a good outlook, even with my recent CIDP diagnosis (ugly stepsister) to GBS.

In reality, your business is your life, and business goals should be very important to you. It will be your roadmap for a successful 2026, and you’ll want to review what you were able to accomplish in 2025. What do you expect to accomplish in 2026? Maybe you want to spend more time with family next year, or you have to spend more time with your business because you don’t have the help in place that you will need to get through the next year just yet.

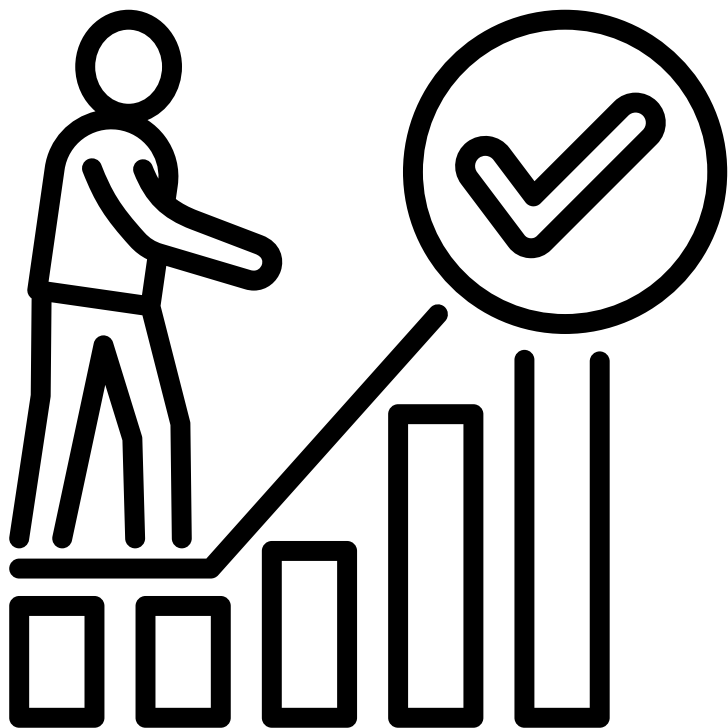
Maybe you need more parts, trucks, or a bigger facility. Whatever it is, if you decide to grow your business, you should be putting it down on paper, giving it a timeframe of when you want to accomplish that particular part of your goal. Discuss what you want to accomplish in the new year with your team members who want to be alongside to watch it grow, so they understand what you’re working toward. The decision is ultimately yours, but they may have some suggestions that could help get you where you want to be in your business quickly.

I would discuss it only with those that think like you do. If there isn’t such a person at your business, then seek the advice of someone else outside the business—whether a banker,

financial person, or a wise person who can help you strategize. It is most important to avoid opinions from any Negative Nancy you know when seeking advice. They're talented at throwing cold water on warm ideas, and you don't need that when you're trying to move up.

Remember that the first sale is to your family. You must sell them on what you want to do. If you're moving on up, then move up with the help of those that care.

I will see you on the next podcast.



UPFRONT PAYMENT



REVOLUTIONARY EQUIPMENT



2ND PAYMENT (ASSAY) IN 7-10 DAYS



## PICK UP

We offer pick up throughout the Northeast and shipping nationwide



## PURCHASE BY CODE

We purchase each converter by code or grade from our extensive catalog



## PROCESSING

In house processing with revolutionary equipment and processes



## DROP OFF

We have buyers readily available at our location to assist you if you choose to drop off



## IMMEDIATE PAYMENT

We pay you on the spot for the value based on code number or grade



## ASSAY PAYMENT

Bonus payment within 7-10 days of receipt of converters





## .....And She's Off!

By: Rebecca Skowra

This month, we share news that is both bittersweet and full of hope: our beloved Office Manager, Suzanne, is retiring.

As many of you know, Suzanne suffered a stroke a few months ago. With her signature strength and determination, she has made an inspiring recovery. With that fresh perspective comes a new chapter...one where full-time work no longer defines her days. Instead, she's decided to begin the next chapter of her life: retirement.

For years, Suzanne has gone above and beyond. She's been, what I like to call, our Chaos Coordinator: the steady hand who could sort out any situation and the one who knew every truck coming in and going out. She understood every detail of how the office ran, often anticipating needs before the rest of us even realized they existed. No matter how busy or hectic the day became, Suzanne somehow kept

everything moving, everyone on track, and the office running smoothly behind the scenes.

But don't worry- Suzanne's retirement will be far from quiet. She's diving into the things she loves most: spending time with her family and friends, cheering on her favorite New England sports teams, dancing her heart out at Zumba, and tackling her beloved daily "puzzles": Wordle, Connections, all the NYT Games...along with plenty of good reading and making fabulous cocktails.

Though she won't be at the front desk every morning, she will always be a part of this place.

Please join us in wishing Suzanne a retirement filled with joy, relaxation, good health, and all the adventures she's put off for far too long.

We love you, Suzanne. Thank you for everything you've poured into us.

## *With Thanks and Best Wishes!*

Thank you, Suzanne, for your years of dedication and heart. Wishing you a happy, healthy, and well-deserved retirement! May it be filled with Wordle wins, Zumba moves, and lots of living.

All the best,  
Your Recore Trading Family





## A Message from Suzanne:

### Time to Say Goodbye

After 15 years here at Recore and over 50 years of working it's time to retire and I am doing so as of January 1st.

After having a stroke this past August I looked forward to getting back to work and did so after 6 weeks of being out only to find that I wasn't able to perform as I had been before. Unfortunately, that has led me to make the decision to pack it in.

It has been a pleasure working with you all over the years. I have loved meeting those of you that I have and talking with so many others. And I will miss you all.

To my Recore family. I will miss seeing you daily and hearing about the family. You have been my family for a long time and hope to hear from you regularly.

I am looking forward to the next chapter filled with time with family and friends. Life is too short, time to grab all the special moments I can.

In the words of The Dropkick Murphy's:

May good luck be with you as you go your way and I go mine. And until the next time it's Farewell and not Good-bye



## Converter Chronicles



### R- Recovery:

Recovery is when we extract the valuable core material from the catalytic converter that contains Platinum (PT), Palladium (PD), and Rhodium (Rh). This is the starting point of converter recycling.

### E- Evaluate:

We evaluate the converter by grade and/or Serial/Code number. This determines its face value.

### C- Catalyst:

The catalyst, the core of catalytic converter, is the valuable part. It's a ceramic or metallic substrate that contains platinum, palladium and rhodium.

### O- Optimize:

Optimize your prices and profit by watching daily PGM market live on our website [www.recoretrading.com](http://www.recoretrading.com) and click on Metal Charts.

### R- Refine:

Loads of 75 or more go through an assay process, where the converter is decanned, milled and sampled. This gives exact PGM for payout

### E- Established:

Established in 1989. Building well over 30 years of trust in buying catalytic converters







## OverBuilt has the Largest Opening & Fastest Car Crusher in the Industry



Email [service@overbuilt.com](mailto:service@overbuilt.com) or  
Contact Todd or Steve at 605-352-6469

**Still Building the Fastest Car Crushers and Baler Loggers in the Business**



OVB HOLDINGS, LLC

**800-548-6469 • 605-352-6469**  
**[sales@overbuilt.com](mailto:sales@overbuilt.com)**  
**[service@overbuilt.com](mailto:service@overbuilt.com)**

## LAUGHTER IS THE BEST MEDICINE

### Little Johnny Guess the Object



Little Johnny goes to school one day and the teacher has a brown paper bag.

"We're going to play a little game class. I'm going to describe the object in this bag and you're going to guess what it is." She reaches her hand in it and says "it's round, it's got a stem, and it's got a leaf."

Little Johnny raises his hand and says "it's an apple, it's an apple."

"Very good, Johnny." She says.

Then Johnny says "now let me give you one."

He reaches his hand in his pocket and says "it's round, it's hard, and it's got a head."

The teacher quickly scolds him "Johnny! I don't think that's appropriate for class!"

Little Johnny says "it's a quarter!"

### Little Johnny Punctuation

This week in Little Johnny's English class, they were learning about punctuation.

When they got to periods, Johnny asked, "Why are periods so important?"

The teacher informed him and asked why he wanted to know.

He said, "When my sister told us that she missed a period, my father began yelling and my mom passed out."

### Senior Citizen Texting Code

## SENIOR CITIZEN TEXTING CODE

BFF	BEST FRIEND FELL
LOL	LITTLE OLD LADY
BTW	BRING THE WHEELCHAIR
TTYL	TALK TO YOU LOUDER
BYOT	BRING YOUR OWN TEETH
LMDO	LAUGHING MY DENTURES OUT
WAITT	WHO AM I TALKING TO?
OMSG	OH MY! SORRY GAS
GGPBL	GOTTA GO PACEMAKER BATTERY LOW
ROFLAGGU	ROLLING ON THE FLOOR AND CAN'T GET UP

### PROUD MEMBERS OF:



Vermont  
Auto  
Recyclers  
Association

