



# Newsletter

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603-437-3000 [www.recoretrading.com](http://www.recoretrading.com)

## STRONGEST BUYER OF CATALYTIC CONVERTERS



### Rising PGM Prices, Rising Responsibility

By: Jon Ingalls

As catalytic converter prices rise once again, theft activity predictably follows. Recent significant increases in platinum group metal (PGM) pricing,

particularly platinum and rhodium, have sharply increased the intrinsic value of converters.

Compared to last year, pricing has surged due to renewed investor confidence, a growing global shortfall across all three primary PGMs, and a supply environment that is increasingly conducive to hoarding by both countries and manufacturers.

At the same time, a renewed emphasis on internal combustion engines and hybrid vehicles, both of which require higher PGM loadings, has further intensified demand. While long-term narratives continue to focus on full electrification, the reality is that ICE and hybrid platforms will dominate global vehicle production for the foreseeable future. This shift has placed additional pressure on already constrained PGM supplies, driving values higher and tightening the market even further.

These conditions have created a perfect storm: higher metal prices, limited availability, and increased demand, factors that collectively elevate the value of end-of-life catalytic converters and, unfortunately, make them a prime target for theft and illicit trade. As pricing rises, so does the incentive for bad actors to re-enter the market, often exploiting weak

documentation practices or unverified supply chains.

At Recore Trading, responsible sourcing is a core operating principle. We maintain rigorous supplier verification, detailed documentation, and full regulatory compliance to ensure material is sourced ethically and transparently. In a market where volatility can encourage shortcuts, we believe accountability matters more than ever.

By prioritizing traceability and integrity, we aim to support legitimate recyclers, protect downstream partners, and contribute to a healthier, more sustainable PGM ecosystem. Rising values should strengthen the industry, not undermine it, and we remain committed to doing our part to ensure growth is driven by responsible practices rather than opportunistic behavior. As the market

continues to evolve, collaboration across the supply chain will be critical. Scrap suppliers, recyclers, manufacturers, and regulators all play a role in maintaining market integrity during periods of price appreciation. By working together to uphold consistent standards, share best practices, and prioritize transparency, the industry can reduce illicit activity while ensuring legitimate material continues to move efficiently. At Recore Trading, we see this moment as an opportunity to strengthen trust, protect long-term value, and help set a higher bar for responsible participation in the PGM market.



## SELLING MADE EASY

### Deliver:

Our warehouse is open 7:30am-4:00pm Monday through Friday to buy catalytic converters and all other automotive scrap. You are paid up front for all material. Appointments are not required.

### Pick up:

We offer a pickup service for all of New England when buying catalytic converters. While we are there, we can also purchase your other automotive scrap- you are paid on the spot. Contact our office by phone or email to make arrangements. In some cases we can schedule you in that week.

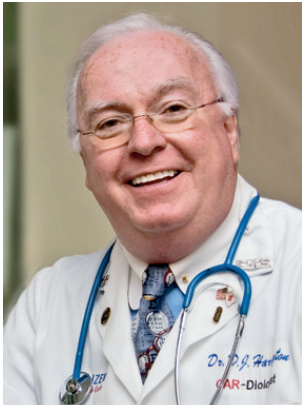
### Ship:

When shipping your converters it's an easy and simple process. We can help or arrange shipment, all we need is: \*Number of units  
\*Weight of package  
\*Measurements and quantity of packages

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## Don't Take Your Eye Off the Ball

By: DJ Harrington

Without question, you've heard that command many times before now from a parent, trainer or coach. They will tell you if you take your eye off the ball from what you're doing, then you're not going to like the results. The same thing is true with taking your eye off your business goal. Within the first few months of each new year, all kinds of playoffs are being held for college football teams, the NFL, and the AFC. Taking your eye off the ball when you're playing anything isn't a strategy. It doesn't matter what sport it is or what business. Being aware of what's going on is most important for anyone who has a goal.

Suppose for the moment that you were running down the field to the goal line but somehow got distracted. If you take your eye off the ball, usually something bad happens. Tell that to any athlete were they've been injured. There have been so many of them. Consider Kirby Puckett or Juan Encarnacion (from Baseball), Henry Boucha (from Hockey), Sugar Ray Leonard (from Boxing), Orlando Brown (from Football), Larry Sanders or James Harden (from Basketball). None of these players planned on getting hurt, but it happened. Nevertheless, it's how they dealt with the results that mattered. Some moved forward through their challenges and finished stronger than ever thought possible.

Taking your eye off your business plan, if even for a month or two, could cause a bumpy ride in '26. You could miss something that would have helped you complete it. Look at your plan that you created. If you haven't already done so, reveal to your team what you decided to shoot for this year. If you're excited about your plans,

they'll be excited. With the right team in place (and I really hope you have them already), they will want to be a part of something bigger this year too.

Kickstart the year as if you're in the playoffs and that winning each game depends on your advancement to the finals. Study the plan with your team every time you meet. Discuss it in detail to see if they have suggestions on how to complete each task in record time. You'll find that you're able to cross off tasks at a quicker rate than doing it by yourself. Begin every team meeting this year with an update on your business plan for '26. You can use a chalk board or provide it on paper so they can see it in print. They will like seeing tasks marked off each time you meet.

To make bigger goals easier to accomplish, break down the goal into smaller pieces so it doesn't appear to be unachievable. If you're trying to get new software for your business you can easily find where that part is in the yard or building, then subdivide your plan. Ask a trusted employee for their assistance in helping you find the right software source that will fix your company's needs. There's nothing like giving someone else a little responsibility in helping you complete your plan. Tell them it will help you to help them.

Update the team during each meeting on each part of your goal even if you say we'll work on that later. Furthermore, call on the employee that helped you find the right software to

continued on page 4



## Don't Take Your Eye Off the Ball

continued from page 3

4

communicate what happened. If something has been accomplished, let the team know what part they played in it and give them kudos. Everyone likes praise, and accomplishing something that's on the plan is a huge deal. If you follow this strategy at every team meeting, you'll discover that you're creating momentum and excitement within the team but you're meeting your goal for 2026 at the same time. They'll help you to get where you want to be much quicker than you trying to do it all by yourself.

Just remember, even the wealthy and supposedly smart people have gone through what you have. Have you heard of Bill Gates or Steve Jobs? Arianna Huffington? How about Thomas Edison? He probably went through many trial runs before he achieved success. He was the creator of the phonograph, incandescent light bulb, motion

picture camera, and improved the telephone microphone. What about Walt Disney or Jeff Bezos? I wonder how many times it took for them to get something right. They kept working on it...no matter what happened.

Keep up the good work and don't take your eye off your goal.

I'll see you on the next podcast.



### **SELL DIRECTLY TO THE PROCESSOR!**

Recore made it possible to cut out the middleman! Here, you can sell directly to us with everything done in house. Without outrageous lab fees, and our small lot assay-based processing, you are able to maximize your profit and get paid the same as the big guys!

**GIVE US A CALL TODAY!**



📞 603.437.3000

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## When Systems Go Down

By: Rebecca Skowyra

Technology is the backbone of most modern businesses, but when it fails, it can bring even the most organized operations to a standstill. Internet outages, phone disruptions, and system failures are reminders that no business is immune, no matter how prepared you try to be.

Recently, we experienced an internet and phone outage that lasted longer than we had hoped. In the middle of that disruption, a nationwide wireless outage affected one of the major carriers for nearly an entire day. For a business that relies on consistent communication with suppliers, buyers on the road, partners etc, it quickly became a lesson in adaptability, creativity, and discovering just how patient we could be.

Our first priority was making sure our suppliers were informed. As soon as it became clear that the outage would not be resolved as quickly as we needed it to be, we took several steps to keep communication open and prevent anyone from thinking we had disappeared off the grid:

- Updated our social media page to notify everyone of the situation
- Listed a cell phone number so suppliers could still reach us directly
- Sent an email from a remote computer explaining the outage and how to contact us in the meantime

We wanted to be transparent and proactive. Suppliers deserve to know what is happening, And for the record, we were restarting devices, and checking signal bars as often as possible, all while reminding ourselves that turning it off and back on only works so many times.

Even with these measures in place, the reality is that system outages make everything more difficult. Communication becomes fragmented, messages arrive through multiple channels, and tasks that normally take minutes suddenly take much longer.

Without stable internet and phone service:

- Responding to inquiries takes more time
- Processing and tracking slow
- Coordination with shipping carriers and suppliers becomes more complicated
- Internal workflows become less efficient

While we were still operating at full capacity, the pace was undeniably slower. Technology is not just a convenience; it is a force multiplier. When it is gone, even the most dedicated teams feel the drag, and productivity briefly resembles life before Wi-Fi.

Thankfully, people do not expect businesses to be immune to outages, but they do expect effort and communication when problems arise. How a business handles disruption often matters more than the disruption itself.

We sincerely thank our suppliers and partners for their patience and understanding during this time. While the outages created temporary challenges, our team adapted quickly, kept operations moving, and stayed on schedule. The experience reinforced the importance of flexibility and clear communication, but it did not disrupt our commitment to reliability or service. Technology may fail from time to time, but our ability to respond, adjust, and deliver remains constant.



# 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.

Here are some from 2024



Please submit all questions  
on our website  
under contact form!

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## LAUGHTER IS THE BEST MEDICINE

### The Valentine's Day Gift



A young man wanted to purchase a gift for his new sweetie for Valentine's Day. As they had not been dating very long, it was a very difficult decision. After careful consideration, he decided a good gift would be a pair of gloves.

Accompanied by his sister, he went to the store and bought the gloves. His sister purchased a pair of panties at the same time.

The clerk carefully wrapped both items but, in the process, got them mixed up.

The sister was handed the gloves and the young man got the panties.

The young man mailed his Valentine's Day gift with the following note:

*This special Valentines Day gift was chosen because I noticed you are in the habit of not wearing any when we go out in the evenings. If it had not been for my sister, I would have chosen the ones with buttons, but she prefers short ones that are much easier to remove. These are a lovely shade, the lady I bought them from showed me the pair she had been wearing for the past three weeks and they were hardly soiled. I had her try yours on for me and they looked quite lovely. I wish I was there to put them on you for the first time. When you take them off, remember to blow on them lightly before putting them away as they*

*will naturally be a little damp from wearing. Just think how many times I'll be kissing them in the future. I hope you'll wear them Friday night for me*

*Love, Cuddle Bear*

*PS: The sales lady says the latest style is to wear them folded down with just a little fur showing.*

### Still Got It



An elderly couple is lying in bed on Valentine's Day night.

The wife sighs and says, "You know, when we were younger, you used to hold my hand before bed." The husband reaches over and gently takes her hand.

She smiles. "And then you'd kiss my neck." He leans over and gives her a soft kiss. Her eyes twinkle. "And then... well... you'd nibble my ear." The husband obliges, kissing and nibbling just like the old days.

Suddenly, he rolls over, gets out of bed, and heads toward the bathroom. The wife looks confused. "Where are you going?"

He turns around and says, "After 40 years of marriage... I need my teeth."

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