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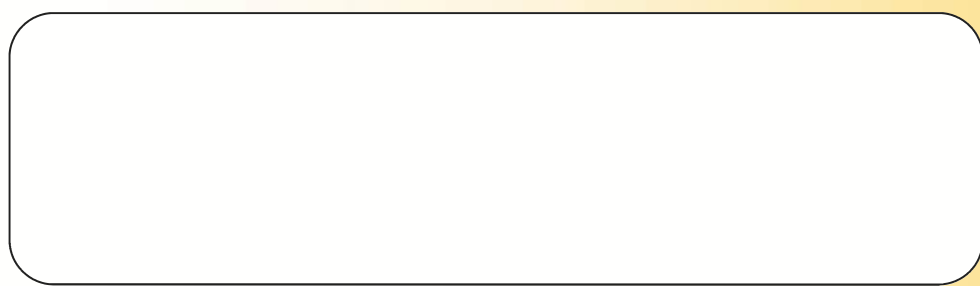
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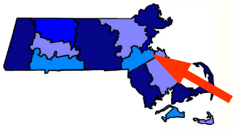
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# RECARB, LLC

Written and submitted by Jen Lawrence

## Introduction

**R**eCarb, LLC was born from more than 35 years of experience in the scrap industry. Dan Rossi established ReCarb Tungsten Carbide Recycling with the goal of building a distinctive, new kind of company that could offer customers something different. He wanted to provide them with a refined recycling process, higher returns through direct market pricing, and, a superior level of service.

## Brief Background of the Company

The idea for ReCarb was decades in the making. It has always been the case that the scrap industry's efficiency could improve. Dan sought to understand exactly where it was lacking, so he could come up with a solution to fill the void. It became apparent that customers would benefit most from having the option to work with a narrowly-focused company that is specifically geared towards the tungsten segment of the market.

Instead of jumping on the notion to start a business right away, Dan invested substantial time, energy, and resources over the course of 20-25 years, to establish tungsten products — particularly, tungsten carbide — as his area of expertise. He



*Dan working with customer at Villa Machine in Dedham, MA.*

### ReCarb specializes in:

- ▲ Mixed Grade WC Inserts & Drills
- ▲ Pure Tungsten
- ▲ Tungsten Sludges & Filters
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*Tungsten Carbide Inserts are a major scrap item for ReCarb.*

*Continued on page 7*



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*Dan discussing specific tools with a customer and gaining an understanding of his needs*

worked with people around the world to learn market dynamics, acquire a technical understanding of various materials, and develop a solid skill set.

ReCarb is an innovative company that cuts out market variables, as well as three to five unnecessary steps in the recycling process. This makes it possible to put materials' real values – that would've been essentially lost – back in the hands of manufacturers and machine shop owners.

### **“Direct Market” Explained**

When someone brings tungsten carbide to a local scrap yard, he or she is going to receive a considerably deflated price for the material. *Why?* Because, after being recorded for inventory purposes, the only thing that material is going to do at a scrap yard, is sit — well, that is, until a larger, regional dealer purchases it and stores it in *his* inventory. Eventually, the material will be sold to one or two national brokers.

Once the material arrives at a national scrap broker's yard or warehouse, there is a light at the end of the tunnel. The primary purpose of these companies that operate nationwide, is to accumulate and store various commodities until an end user requests to purchase them. This is the stage at which the material is said to have “arrived at market”.

As one can imagine, the local scrap dealer, national scrap broker, and everyone in between, needs to make some kind of profit — but exactly how much are we talking about here? Percentages vary, but the fact remains that the number of hands tungsten carbide has to pass through in order to reach the end market is excessive.



*Tungsten carbide grinding filters.*

*Continued on page 9*



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*Tungsten Carbide powder.*



*Tungsten Carbide sludge.*

The amount of time between when a scrap dealer acquires the material and when that material will be sold to someone else, is a risk that is factored into the price offered to a customer. It's worth noting that the market has a tendency to be volatile. The value of any given item can shift up or down (sometimes significantly) with very little warning, so that too, is a risk that is taken into account.

Traditionally, the scrap metal industry has always operated this way. It is primarily made up of general scrap yards that collect many different types of materials with the intent to sell them to someone else. Specialized companies are few and far between, which is where ReCarb comes in.

ReCarb is continually refining the way business in the scrap industry is done. Customers now have the option to work with a company that understands their needs and offers pricing, as well as an informed point of view that most others can't, simply because they don't focus on tungsten products everyday. ReCarb does.

### **Getting Material to ReCarb**

Part of ReCarb's philosophy is that everyone should be able to access direct market pricing — there is no such thing as "too small". ReCarb's shipping options are designed to make it as easy as possible for you to get your material to them. That way, you don't have to accept less than what it's actually worth.

### ***Shipping Less Than 250 lbs.***

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*Continued on page 19*



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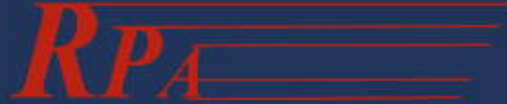
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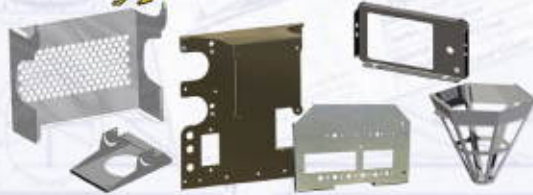
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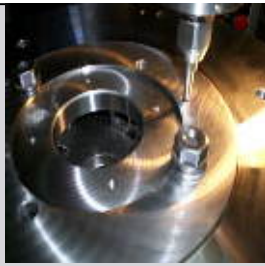


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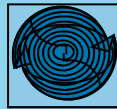


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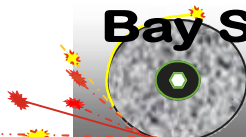
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### **ReCarb's Origins**

In the early 1980s, after building a career in the scrap metal industry, Dan's father, Dominick Rossi incorporated Northeast Alloys and Metals, which concentrated on processing hi-temp alloys. Dominick exposed Dan to all aspects of the business. He let him make mistakes so that he

could work through how to correct them. He wanted Dan to learn to recognize different metals, and also, to learn to think outside the box in terms of how to process and market them most efficiently.

Perhaps even more important, is the honorable work ethic that Dominick instilled in his son. He always placed great emphasis on the importance of respecting the people he worked with, as well as the people he did business with. "My father wanted to build a business that took care of its customers. Now I'm trying to carry that idea on with ReCarb. Without them — our customers," Dan says, "there'd be no ReCarb. We really believe in building solid working relationships with our people."

### **Conclusion**

Dan Rossi established ReCarb because he didn't believe in the traditional hierarchy, where three, four, or sometimes even more people profit from the same material because it is transferred in so many different directions. He wanted to make it possible for the machine shop owners and manufacturers to realize the true value in their own materials, so he built a company that connects them directly with the market.

*ReCarb proudly donates a percentage of every dollar earned to Feed Our Vets, a Utica, NY-based nonprofit organization that is dedicated to helping US Veterans and their families. Those interested in learning more about Feed Our Vets' mission may inquire through ReCarb or visit their website, [www.feedourvets.org](http://www.feedourvets.org).*



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## PRESS RELEASE

### Volo Aero MRO purchased Flag Precision Corp

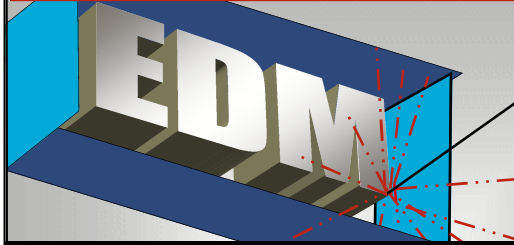
Flag Precision Corp, is an FAA approved repair facility FAA # FP7R098J based in East Longmeadow Massachusetts that performs specialised processes for precision jig grinding and OD/ ID grinding. The company has been in operation for over 30 years and has built up an extensive knowledge on both manual and CNC grinding for the aerospace and tooling markets. Supporting both the OEM new manufacture markets and new make tooling industries as well as the repair markets for these industries.

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# FORGINGS

MATERIALS	ADVANTAGES
<ul style="list-style-type: none"> <li>♦ Carbon Steel</li> <li>♦ Stainless Steel</li> <li>♦ Alloy Steel</li> <li>♦ Aluminum</li> <li>♦ Scandium</li> </ul>	Near Net Shape Parts Strength Time Savings Efficiency

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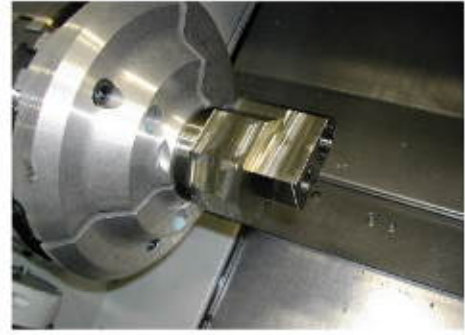
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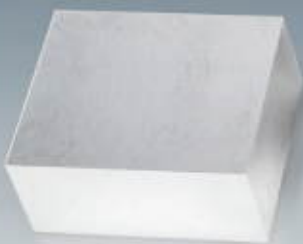
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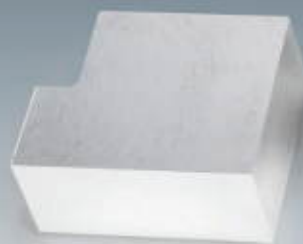
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