



along to take over the process. ...Or until the market (and not just some individual) tells me in no uncertain terms that I'm no longer wanted or needed.

I mean for these tools to act synergistically to establish and maintain credibility - I don't want you to have to wonder if I'm a "dog". If I don't know something, I try to admit it; there are weaknesses in my knowledge and shortcomings in my manuals - I am working to rectify them. I will never tell you everything I know, because there are just some things you have to learn on your own. And frankly, I know that you're going to ignore certain things I tell you - maybe you'll prove me wrong, and maybe you'll learn some expensive lessons. Probably BOTH.

The one thing I want to impress upon you is that you CAN make money in recycling by using these tools. There are almost too many opportunities out there to choose from. WHETHER you do or not is entirely up to you. But I will be here to provide you the best resources I'm able to help you succeed. And, until this time, I haven't required you to spend a single cent to utilize most of these tools.

What I'm telling you today is that I'll be adding a few resources to the system, while I'll be restricting some others and making them more exclusive for the benefit of you, my loyal reader.

First, as of October 15, 2003, the discussion forum will be going private - it will be exclusively a tool and a benefit for those who have paid for "The Recycler's Library" manuals. This should come as no surprise, as I have always had an intended "closing date" in the Forum - one which I have extended over and over. My original plan was to close it to non-paying customers after the 100<sup>th</sup> registration - regardless of whether the registrant had bought from me at any time.

Since registrations have not met expectations, I am now going to require everyone who wants to participate in the forum to register before October 15. After that, only purchasers will be able to join in discussions and interact with other members. I have come to realize that there are many currently participating who have never been motivated to register, for whatever reason.

If you are one of those individuals, please register so you can continue to participate and profit from the activity. If you are one of those who has a philosophical problem with the registration requirement, please make use of the "Unsubscribe" button at the bottom of this newsletter.

Next, I am going to be expanding and more precisely defining the discussion areas. There will be separate areas for the various types of scrap, business techniques and tips, referrals, and success stories, and yes, there will be an area for you to talk about refining.

For those of you who don't want to register and do not want to unsubscribe, there will be a weblog ("Blog") starting mid-October. This will be a more generalized journal approach to telling you what's happening in the world of recycling for profit and suggesting new, unique, and valuable resources and links. This will be open for your input, although recycling techniques will not be discussed. My purpose for this is three-fold - first, to keep you informed on a more consistent basis, without having to flood your inbox with more emails; secondly, in order to increase my sites findability and ranking in the search engines; and third, to improve my cashflow. This is, after all, a business which must support itself and me.

This newsletter will continue to be published, but on a more regular basis than I've done recently, and will continue to be FREE. I am making an investment in new technology to more efficiently send it out to the 8,000+ subscribers it currently goes to. I have only been able to mail to 1,000 per day, so even if it is sent out on time, some readers don't receive it for over a week after the first ones do. I am also integrating the database with the mail server program so that we'll finally have an effective affiliate program.

Of course, in order to have said affiliate program, the manuals will finally be finished with the most current information you'll be able to find online. As I've promised, all current owners of "The Recycler's Library" will have free online access to all the upgrades.

Finally, I will have a downloadable toolbar ready for you by the end of the month. You will have the ability to simply click on a toolbar at the top of your screen to access all public functions and areas of recyclebiz.com, as well as an integrated search box. This will be entirely at your option, but will give you the most efficient method of keeping updated without having to search for a single icon on your desktop or, worse, type in our address each time you want to visit.

It is my hope that these new tools and functions will assist you in getting full value from your time spent here - whether you've made the investment in my manuals or not. And that you'll realize that not everybody on the Internet is a "dog".

By the way, here are some links you might want to follow to familiarize yourself with the site:

<http://recyclebiz.com/discuss> -discussion forum - open to all until 15 October, after that time to owners (and those already registered) of the "High-Profit Recycling" manuals only

[http://recyclebiz.com/the\\_recycling\\_entrepreneur\\_newsletter.htm](http://recyclebiz.com/the_recycling_entrepreneur_newsletter.htm) - the past issues of this newsletter - good reading for real recyclers

[http://recyclebiz.com/frequently\\_asked\\_questions.htm](http://recyclebiz.com/frequently_asked_questions.htm) - Our FAQ - if your question isn't answered, ASK US!

[http://recyclebiz.com/metals\\_and\\_alloys.htm](http://recyclebiz.com/metals_and_alloys.htm) - a number of rare BoM reports, articles on recycling, and stuff you're not likely to find anywhere else, including (see the following article) "Recycle Thermonuclear Devices for Fun & Profit"

And, of course, PLEASE visit here:

<http://recyclebiz.com/online%20order%20form.htm>

## 2. Recycle Thermonuclear Devices For Fun and Profit???

Got any extra B-61'S or other low or high-yield nuclear bombs laying around, but don't know just what to do with them? Tired of having the neighbors complaining about your house starting to glow in the dark, even after everyone's gone to bed and all the lights have been turned off? Fed up with getting unsolicited emails from third-world dictators and ESL religious fanatics offering outlandish sums for your unused atomic weapons, only if they can get delivery overnight and in a plain brown wrapper (and pay online)?

You've probably been thinking "Gee, if only there were someplace I could get rid of all these pesky and virtually useless devices without the hassles and dangers of loading them in the 'ol pickup and driving all over town!"

Well, relax! Now you don't have to! Recycle them for fun and profit! Thanks to the largesse of our own Uncle Sam and his loyal minions, you can learn step-by-step exactly how to dispose of your surplus thermonuclear devices, and better yet, make a good profit doing so. And as a reward for your loyal readership of "The Recycling Entrepreneur" newsletter, we are making this report available to you at NO charge! Just another small benefit of being a member of our inner circle of "serious" recyclers. Here's your "classified" link.

P.S. - Be sure to obtain all required licenses and permits (which brings us into the next topic) before starting this process at home.

### 3. Compliance With Government Regulations - The Challenges of Being a Home-Based Entrepreneur

A common concern expressed to me is that of obtaining the necessary licenses and permits to 'legally' perform their business activities. This is especially problematical if you're working out of the home rather than a separate business location.

Unfortunately, government never seems to be able to come anywhere close to meeting the demands of a changing economy and the unique requirements of the small-businesspeople and entrepreneurs who have been downsized, outplaced, or just plain had their career disappear. Hundreds of thousands of us annually are finding that the traditional "secure" jobs are no longer. And once you've lost or left that career, especially in mid-life, your chances of finding another of equal pay and/or benefits is becoming less and less likely.

So it is no secret that the SOHO (Small Office, Home Office) market and all its variations is flourishing and will continue to do so for many years to come. But government, especially local governments which require you to be duly licensed, approved, blessed by, and especially taxed for doing business and bringing economic development to the community (which everybody profits from), seem to put up every roadblock you could think of.

Try going to your city hall or county seat and telling them you want to open a recycling business and run it out of your home. The most common response is that you absolutely cannot run a scrap yard out of your residential neighborhood! Tell them you'll be buying scrap precious metals and they'll likely want to call you a refiner or a pawn shop - then wait and see how many bureaucratic hurdles you have to clear, how many forms you need to fill out, how many hoops you must jump through, and how many inspections you'll endure before being told you can't do that here.

So what are you going to do? Feeling brave (and stupid)? You can always ignore all that government 'crap' and proceed. Let's face it, millions do, and have no problem. It isn't too difficult to operate 'under the government radar', as long as you're paying your fair share to Uncle Sam and any local (state and community) taxing entities. If you're prepared to risk it, be sure that you're

at least well-educated as to the laws you'll be breaking. If you are running a benign home-based business without violating any zoning laws blatantly (like operating a refinery in that extra bay of your garage), creating an environmental hazard, or having customers visit your home business on a regular basis, you may be fairly safe.

However, be sure you can afford some civil fines and penalties, as well as the legal assistance you'll need to represent you when the paper-pushers catch up with you. Better yet, get that legal advice BEFORE starting your business - you'll feel more secure knowing that you've at least met the requirements to be able to consider your efforts a "business", whether legally licensed or not, and save the thousands in taxes you're currently paying.

There are myriad sources you can consult for free - SCORE, your local Chamber of Commerce, legal aid clinics or local law schools, etc. It would probably be a wise expenditure to pay for an hour of a local business attorney's time - although you need to be sure to locate and contact one who specializes in small business organization and licensing - not a generalist and not one who sees you and your business as a down payment on his new Porsche.

Remember, if all else fails, you can always call yourself a consultant. This is about the most general business field you can find. Just don't tell them you're consulting with sellers of scrap materials to negotiate the sale of same. Even a bureaucrat will see through that one, and you're back to square one!

#### 4. Where Has All The Competition Gone?

I've had a number of people email about some of my online competitors suddenly not answering emails, having their phones and faxes disconnected, and posting "This website temporarily unavailable" on their previously active sites.

Some have taken me to task for referring you to a business or individual who is no longer in business. Others have remarked that I must be happy that the competition has gotten less and less.

My response is quite the opposite, as a matter of fact. Although there are many reasons for leaving a market or shutting down a business, competition is not in the top 10 in my experience. I can assure you the amount of money I make from selling information on money-making recycling businesses hasn't put anybody else out of business. In a world of 3.5 billion souls, there is ample opportunity for anybody wanting to enter this market, as well as almost any other market you could name.

No, the competition only serves to motivate us to provide a better product or service to our customers if we want to stay in business. Frankly, some of my competitors' products have been better than mine (although more narrowly focused) in some respects. And I'm still trying to catch up and surpass their efforts, even if they're no longer 'players'.

So what is the difference between myself and "them"? I believe the biggest difference, besides my generalized experience, is that I actually bought THEIR products and services, and learned from them. NONE of us knows everything about recycling, and those of us that know the most will never reveal EVERYTHING they know - even if they sincerely want to. There just isn't enough time to justify it, and there will ALWAYS be things one simply must learn by doing.

The thing that is surprising (to me, at least) is that NONE of my competitors bought MY manuals. As a matter of fact, one other author flatly refused to sell to me, accusing me preemptively of wanting to plagiarize his work and threatening legal action "when" I did so. Apparently he felt he had a lock on the knowledge and expertise (his product was excellent, by the way) in his particular area, and wasn't about to let his competition (me) in on it.

I know that there will be more precioustrash.com's, more cashforcats.com's, and more scrapcats.com's and wirelesswaste.com's as well. Perhaps you, the individual reading this here and now, is a future competitor. Maybe you have knowledge and unique experiences which qualify you to teach others how to improve their life. If so, I say "Welcome!", and tell me about your product or service - I'll be your first customer.

#### 5. What, You STILL Want to Refine Your Scrap?????

Judging from the content of the messages in the FORUM, the most discussed topic is that of refining, especially electronics scrap. Despite my assertions that refining is a losing proposition and a waste of time and money for the vast majority of participants, there is clearly a huge demand for this information.

As I have flatly stated multiple times before, I am not a refiner, I have never been a refiner, and I do NOT promote, encourage, or advise you to attempt to do so. I am not qualified to judge or comment on the accuracy of anything having to do with refining or the use of any chemicals, supplies, equipment, or processes used in refining or purifying precious metals, or any other scrap materials. And any information I have published on the subject has been reprinted from original US Bureau of Mines reports, and with the sole intention of teaching you just how complex, expensive, environmentally hazardous, and potentially deadly these processes are.

Of course, that is only valid if you want to refine the RIGHT way - that is, using historically proven and traditionally accepted methodologies. One can certainly cut corners to decrease the expense and complexity, but my suspicion is that doing so only increases the environmental and health risks, and probably decreases you're the efficiency as well.

What little I do know about refining tells me this is an industry in which there is relatively little innovation and processes are done in a traditionally accepted way because that is what works best. You "professional" refiners and "certified" chemists can feel free to tell me otherwise, and I'll have to take your input with a grain of NaCl. Remember, "On the Internet, nobody knows you're a dog"

My point in this is, if you're going to forge ahead and learn the hard way, at least learn from the "masters". Determine that you're going to make the necessary investment in equipment and supplies, but especially in KNOWLEDGE, and follow the advice of a known quantity. Frankly, is it worth a few hundred dollars to learn the REAL techniques necessary to efficiently reclaim precious metals from scrap? Is your LIFE worth a few hundred dollars investment? If not, start working on your obituary, and skip to the next article.

If you see the wisdom in what I'm trying to impress upon you, you simply MUST invest in the works of C. M. Hoke and C. W. Ammen. They've been around since dirt and have always been the recognized and published experts in this area.

Need an example? They are the guys that are referred to by no less than IPMI, the International Precious Metals Institute, not to mention Action Mining.

Their books are mostly out of print, and are NOT cheap, but are generally available from these sources:

<http://home.att.net/~actionmining/STOREFRONT.html> (scroll through the entire page for more treasures), or try this resource:

[http://ipmi.org/publications/index\\_non.cfm](http://ipmi.org/publications/index_non.cfm) (you'll possibly pay a lot more), but go here before buying to make sure you're getting the best price:

<http://half.com>

And NO, I am NOT an affiliate of any of these organizations, so you don't have to worry about me making anything from your purchases. Should you decide to ignore my advice and choose to experiment or follow the unproven advice of those you've heard about online, please have your loved ones cancel your newsletter subscription once you're gone, and don't bother having them send a copy of that obituary. Is that clear enough?

Well, I think we'll wind it up for this version of "The Recycling Entrepreneur". Let me know if you have questions, concerns, or would simply like to see a topic covered or an interest addressed in next month's issue. And please visit the forum (and register by October 15) to take advantage of the variety of experience and knowledge exhibited there - this is YOUR resource.

I'll leave you with these words of wisdom: The TWO most important rules for success in life are:

1. NEVER tell EVERYTHING you know about a subject.

'Til next month, happy (and profitable) recycling!

With Warm Regards - Scott Andrews

P.S. - And remember, on the Internet, nobody knows you're a dog

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