

The Lifeline of the Industry---Cores!

The major raw materials necessary for a rebuilder to exist is the continual supply of a product that is capable of being rebuilt. To ensure this flow, a rebuilder adopts a core return policy that is financially advantageous for a customer to follow. It would appear that for every 100 rebuilt products sent to a customer 80-85 cores will be retrieved. Therefore, 15-20% are lost or possibly beyond repair. To maintain full capacity a rebuilder must turn to other sources of supply. For a smaller custom rebuilder a scrap dealer or wrecker helps to fill the void. The larger production rebuilders utilize a core broker whose only business is to systematically buy cores and sell them, in volume, at a price the market will bear. Canadian production rebuilders more often than not deal with American core brokers. Their primary reasons for buying in the United States are a better selection of marketable cores at an affordable price. It is believed by the leaders in the industry that the ability to buy cores is the single most important element to a profitable business.

The following three tables indicate the many sources of supply a rebuilder must maintain to retrieve cores.

(See Page 21, Table F)

(See Page 21 A, Table F-1)

(See Page 21 B, Table F-2)