

Bloomington Stories Podcast: Trash Talking with Bethany Robinson
Recorded and produced by Josh Bennett and Chris Kupersmith
Guest: Bethany Robinson
February 1, 2024

We used an automated program to create the transcripts.

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Home of Indiana University, rock quarries, cornfields, enchanted woods and injury lawyer canon Bloomington. As the town has a term for its ability to lure one time residents back the Blumarine. There's something weirdly magical going on here in college Town nobodies Josh Bennet and Chris Coopersmith are going to get to the bottom of this place by listening to stories and writing every possible tandem on the way to check in.

00;00;30;01 - 00;01;02;04

To check, check, check. Can you hear me? Yeah, Can you hear me? So, yeah. What the hell? I just. so frustrating that, like, so goddamn frustrated. You think it's funny? What, are you frustrated? I just don't know if I can go on. Like, I was just listening to Bill Cameron in rec. Recall his days in Brown Betty in the night and then podcast down in Bloomington as well.

00;01;02;06 - 00;01;25;11

This is him reminiscing about the days of like them trying to well, he was first always talking about having like \$10 to go out, \$3 for covers, \$7 for beer and \$2 for tacos afterward. And then and then he started talking about this tour. They tried to do where they they were going out to L.A. because they got signed by some label out there.

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And then in Colorado, they something about a rod blew or something because nobody was changing the oil in their van and their van until he died. And they had to, like, put all their essential gear into Ford Focus and drive to like the they took the bass, Jimmy's bass and Bill's guitar and Tom Shavers like cymbals and bass drum.

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They were in a Ford Focus and left their van and caught this Colorado town, drove to L.A. Played four shows. So it was all there, the equipment. And then in a ford focus. Yeah, they left all their, like, amps and shit in their van because they couldn't bring that and they had to, like, borrow people's shirt and like it was supposed to be like a showcase for their people.

00;02;06;03 - 00;02;34;01

And they were like borrowing people's amps and it was a disaster. And, and I was like, That's how my life feels at 52 with my good. It's just it's like there's so many simple things, like just trying to get on with you and do this. Yeah. That millions of people do every day. And they have a very they have a system that they've created that works for them that they know will be there the next day.

00;02;34;03 - 00;03;00;19

And you feel like you just have to start over every day. Every day, every day of my life has been just starting over, like figuring out how to make the coffee right? Figure out where I want to leave my keys. Right. You know, all the everything. I was thinking about that in, in my twenties, like I that, you know, they were talking about the brown Betty.

00;03;00;19 - 00;03;19;13

They ran out of oil or something like that, you said. Yeah. So I bet they didn't check, even check the oil ones. Absolutely not. Yeah, those were the days. You just didn't you didn't check your oil. I know, I know. When they said that. When they said that, I was like yeah, it happened to me too. Yeah. Like the fire would be.

00;03;19;15 - 00;03;41;20

I would drive to Colorado and I knew that I didn't have a spare tire. I'm like, I'm willing to roll the dice on this. So yeah, but it was fun, man. Yeah. No, I mean, I wouldn't, I wouldn't trade it. I'd get back. Yeah, it was made it an adventure. Yeah, exactly. But that's what I'm saying is like it was an adventure then.

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But I don't want, I don't want to have that adventure now. You don't need an adventure at 6 a.m. in the morning when you have to go to work. Yeah, It's like I still don't exactly know how to make a Friday, but, like, something always goes a little wrong when I make a Friday. Like, a little bit of the shell gets in a or I flip it too early or I try to flip it and it doesn't flip.

00;04;07;00 - 00;04;44;28

Right? Right. And it just seems like most things that I should be just allowed to know how to do by now. Well, I'm gonna cheer you up a little bit, okay. coincidentally, I was also listening to that podcast this morning, but it was same at the different episode. Okay, Different episode. It was one with PJ Christy, and he was talking about, like, the band's our Dana was recording in Chicago in between, like Wilco and, and Smashing Pumpkins.

00;04;44;28 - 00;05;10;07

I think it was like those are that was the same day. And just a just as I was seeing it. Well, that's pretty cool. I slept on my stairs, but like, when you heard that right at that part, I was like, that's really cool. and buzz. Buzz of my ask hurt my right ankle and my left knee sort of had right.

00;05;10;09 - 00;05;52;14

And I was convinced that I broke a bone, sort of had to crawl in and and then I had to finish the episode later down. man, it's a good podcast. I'm glad we're talking about it because it's very niche, you know, It's like the nineties. It's kind of like the night, kind of like the late eighties and nineties and Bloomington music scene, you know, like, but if you were there, it's so great to, you know, I mean, I am not saying it's not if you weren't there because I don't know how that feels,

but if you're there it's cool because you're just like it starts lighting up all these memories really great.

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So down in Bloomington, Mike Emmett's podcast. Yeah, those are also the days when you know, but you always had to use cash everywhere. So yeah, you had to incorporate in your night the regular runs to the ATM, you know like you think you're, you think at the beginning of the night you're like, I'm just going to, you know, ten bucks for it's arm spinning and tonight and then there's like three trips to the ATM that night.

00;06;22;20 - 00;06;44;07

And it's like and the more you drink, you're like, \$3 charge to use this ATM. I don't do shit and then end up. Yeah. Anyway, but, but then the next morning you're like, my God, I spent all my money. How am I going to pay my bills? But by the end of the night, after you've done your pizza delivery, you got it covered.

00;06;44;10 - 00;07;12;04

That's right. Pizza's going to be my breakfast again today. Sometimes I wonder if anybody who listens to the show thinks that, God damn, these guys, they really peaked early and it wasn't even much of a peak because of how much we talk about the twenties. Yeah, I'm pretty sure that a lot of people are like, you know, I always I always thought he was a fool.

00;07;12;07 - 00;07;52;12

And now, now I know for sure, right? Kind of him to document it so thoroughly. I never knew him that well. I thought he was an idiot. I was right. I had a good sniff around that one. How is your mom been this week? She's been pretty. She's been. She's having a pretty good pretty good week, you know, like ever since you like, she's just she just come kind of coming alive a little bit just because she's having more like, people take care of her and more food and like all these good things and I went in there yesterday and I went to her room and she wasn't there, which is peculiar.

00;07;52;14 - 00;08;12;04

But I knew but I knew it was dinner hour. But she's been kind of refusing to go to the dining hall. And I went around and looked and looked in there, and there's my mom sat in a wheelchair talking to two other ladies in wheelchairs, know gray haired ladies at a table. And I was like, Holy shit, you know, because it was girl making some friends, making some friends in that room.

00;08;12;09 - 00;08;30;20

But it just ever since you talked about the thing of being an introvert and how it's just really hard to talk yourself to go do things, even if, you know, even if you end up, you'll have fun. Probably. Yeah. That's how my mom's whole life has been. And so it's just like she doesn't have as much of a choice in the matter now.

00;08;30;23 - 00;08;54;15

Right? And so she's kind of being pushed into being social and it's really cool to watch. It's like this weird silver lining. She's like being pushed into being social, but she likes it. That's cool. Yeah. And also, she loves to drink, and she. And she. But she's been kind of like she just hasn't been drinking because you're in the hospital and nursing home and stuff, right?

00;08;54;17 - 00;09;15;25

The better she's been feeling, the more she's remembering that she hasn't been drinking. And she's like, you know, it'd be kind of nice a little bit of wine around here and yeah, maybe you could pick me up some wine. And so we picked her up some nonalcoholic wine. And, well, actually, it started on New Year's because I called her up and she was like, Hey, how you doing?

00;09;15;25 - 00;09;34;08

And she's like, I'm doing great just sitting here drinking a glass of champagne. And I was like, Here, they're serving her champagne in the nursing home. And I didn't didn't bother me, but but it turned out it was just like sparkling, right? Fake, whatever. And she just. But it felt right to her. Yeah. So now. So now I'm just like, Hey, look what I brought.

00;09;34;08 - 00;09;49;23

I get like a brown bag with, like, these two bottles of wine in the car, right? And she doesn't know that. It's so that's awesome. Or a big old glass of wine and she is happy as a clam. She's like, Could you put a little bit more in the Styrofoam cup? Just leave for me for later. I was like, Yeah, I'll put some in there.

00;09;49;26 - 00;10;15;19

Don't tell on me. Yeah, exactly. That's cute. Yeah. Yeah. Would you do this weekend? I think you recommended the book How to How to Write one song. The Jeff Tweedy thing. Yeah. Yeah, I've been. I've been zipping right through that. Yes, I've been doing. Yeah. That's a cool book. Yeah, it's really good. I, I'm trying to get myself to read again or like, trying to read fiction again because I never, ever read fiction.

00;10;15;22 - 00;10;43;08

Yeah. Do you? Almost never. Yeah, like I used to like. But it's been I'm talking about 20 years ago. Almost everything I read is like sort of informational or like, I don't know, you know, like, philosophical or, you know, spiritual stuff, but it's not. But I, I kind of like kind of, like, mysteries. I just googled, like, what were a good modern mysteries and about some of those.

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But, but then I found myself reading this book, like I had this pile of books by my bed down and out of all of them, I read a little bit of them, and the next thing you know it, I was reading nonfiction again. It's this book called Yes, Your Kid. That's about the Because I'm a teacher just for you mean, Right.

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Just for context, you know, And I have a 13 year old, but it's about like the sexual lives of teenagers and it's like this deeply research book by Dr. Debbie Urbanek. Who's this? She does She's a sex researcher and specialists from in Bloomington who, I think she's affiliated with Kinsey. I don't know that for sure, but she she does these sex salons at the Bishop in Bloomington, where she, you know, they she talks about and I think it's like an interview format, but she talks about different like sex topics anyway.

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But this book is crazy because if I told you about it. That's that's really intense, man. Teenagers like, I have this fear. I have this concern. I'm concerned about pornography and its effects on, like, children, younger people, you know? Yeah, I think that there I mean, I don't think I think it's she documents and it's true that they're learning a lot of weird shit from porn and there's a lot but one of the things that's becoming like ubiquitous in like teenage sex and even teen age like kissing and making out is like violence.

00;12;14;25 - 00;12;44;16

Like, really? Yeah, like, like it's it's not like, weird. It's. It's common. Very common for, like, 1 to 1 person to put their hand on the other one's neck, even when they're, like, making out like, like a string, like a choking kind of thing. Weird. It just kind of blows me away. Yeah, but it's one of those things that I think, like, people like if we if we use this in the podcast, there might be people who are thinking, Dude, it's creepy that guys like thinking about that.

00;12;44;16 - 00;13;05;25

But I'm like, No, actually, I think it's something that nobody wants to think about and talk about. But like any but anybody, the name of the book is Yes, Your Kid, because she talks about so many people about what she's learning. They're like, Yeah, but my kid, that is no way. Then right now they are, because like 74% of kids are doing X, Y and Z, you know?

00;13;05;27 - 00;13;28;29

Yeah. So I just think it's like important not to be ignorant because I'm certainly going to talk to my own guy about like, Hey, man, like, don't be like choking people, right? Unless the it's, unless there's like a really clear kind of conceptual thing going on. It's not dinner in a movie and choking. It's just dinner in a movie.

00;13;29;05 - 00;13;58;07

Right? Right, exactly. Exactly. And that's weird. That's a weird thing to, like, grow up with porn access as you're, you know, like, you're so easy to access it and a lot of kids on that being your teacher of they're your teacher, right? Yeah like a lot of kids get on there. A lot of kids end up on porn accidentally when they're children, you know, just because, you know, you actually land on it.

00;13;58;10 - 00;14;37;23

Yeah. Actually, my old job one time is one. A coworker is not a joke. I was looking up something on like Betty Betty Crocker dot com and I accidentally forgot to put, you know, or that I was there

when she opened the website to go and closet. Now that's all there is. that just reminded me if I have the story right, we have a mutual friend who probably doesn't even care with women or men.

00;14;37;24 - 00;14;55;08

Ryan Women. But the way I remember the story is that he, I think he sent out an invitation to a party or something like that. And it was, but, but it was just a regular party. But he was like, hey, everybody, you know, come to my house this weekend or I'm having a sex party with like whips and chains.

00;14;55;08 - 00;15;12;29

And he said, illustrated this shit. And he had like two johns and his phone and one John was the guy who he was trying to wanted to invite. And the other John was his boss at the library. my God. Yeah, Yeah.

00;15;13;02 - 00;15;42;10

And, and, and, and the guy who got it and John the John who got it accidentally was like, be right over. Not really. No, not really. Look, he was funny, but that was the follow up to that. And like 10 minutes later, he was knocking on the door. Ryan's, like, hiding me in the closet or something. No, he's knocking on the door with a trench coat and a thong.

00;15;42;12 - 00;16;12;26

That's it. He's got, like, a briefcase. I'm ready to get down to business to get the joke right. I feel bad that we are stuck in this situation where we have to somehow transition from that conversation to introducing a remarkable human being. I just don't believe it's our fault. It's not our fault. It's really not our fault. How's that?

00;16;13;02 - 00;16;39;27

That's. That's on the audience. It's on everybody else but us. We're just true. We're just a couple of innocent bystanders. Don't shoot the messengers. Right? Well, so Bethany Robinson, as she wears a bunch couple hats, but big hats, one of them is the reason that we're well, that we're talking about on the in the interview is that she's the vice president of J.

00;16;39;27 - 00;17;07;17

B's salvage. Her father was J.B. Robinson, who started JB Salvage many decades ago in Bloomington. And she's also the CEO of Lucid Services Group, which she runs with her husband, who's the CEO. I think. And they do like tech i.t. Kind of stuff, consulting i.t project management kind of things. So lots of stuff going on in her life.

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So they're kind of running two businesses at the same time. Yeah, they're they're serious powerhouses. Yeah. And amazingly, I've been out to their house a bunch because our kids are friends and, and they run these two businesses, one an indie, the Lucid. And then on top of that,

her husband I can't remember she we caught this on the interview that her husband has like Mad Men out there.

00;17;28;23 - 00;17;53;01

He's constantly doing crazy projects out there with bulldozers and skids, tears and stuff in his free time. So her busy family kind of reminds me reminds me of you a little bit. I remember you saying one time that, like, everyone's at your old place anyway, like, you had like you put a fence post in, but you wouldn't really have any idea what you're going to do with it.

00;17;53;04 - 00;18;17;21

But that I'm so glad that I've moved on from that phase of my life. I don't even know what that phase was. But it. It's true. Yeah. Hey, one thing I want to ask. We've said something about her being a townee. And it may be the first official townee that we've had on here. And so what do you know?

00;18;17;21 - 00;18;36;17

What qualifies as a townee? I mean, like, you tell me, Am I a town? Is Coronado a town? I mean, Bernardo Jim Granado, our first guest, was born in Chicago, but grew up in Bloomington. Right. I've been here for, you know, since I was about 13 or 14 years old. You've been here? It's a good question.

00;18;36;23 - 00;18;37;05

Yeah.

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It seems like you should be able to be an honorary townee even if you haven't been here. Even if you weren't born here. Right. I feel like you go to college here and you stay here. Does that mean you're also a townee now? Great question. Depends on who you ask, you know. Well, should we bring her on? Let's talk to stuff.

00;00;21;15 - 00;00;48;18

Really? Thanks a lot for coming over and being on our podcast. No problem. Awesome. Great. Yeah. Excited. Especially on what? A one degree day. Right. Said five on the way here. Well, when the sun's out, it felt like six. Well, that makes all the difference. You grew up in Evansville. I did. And where are you from? Roseville. So, yeah, my parents.

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I was born very close to the Savage yard on. We lived in all the tech drive right downtown here. Was there for were there for a couple of years. And then we moved to another place in Bloomington. Actually, my parents bought a little bit of land and had a trailer. And then when I was in first grade, we moved to Alice, though.

00;01;09;03 - 00;01;33;20

Okay. And then that's the homestead for, you know, for my parents and family ever since I went to Edgewood. Yeah. And the salvage yard existed before you were born? Yes. So. Well, yes and no. So my father was a part owner in Bloomington Auto Parts. Okay. And so when? Before I was born. And then I was born in 81, end of 81.

00;01;33;20 - 00;01;54;05

And then he bought by himself. Bought the salvage yard in 84. So I was just a little tyke when he bought that. And it was it was a salvage yard. All right. Okay. It was it was owned by a fellow named Dick Green. There was a small salvage yard and he bought it from him and took over the operations.

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And was he acquainted with Dick Green at the time? Just not like they weren't great friends, from what I understand. But, you know, acquaintances. And so kind of in the same line of work as he owned an auto parts store and if salvage. So, you know, those types of things kind of go together and you know people in the business.

00;02;10;12 - 00;02;38;04

So totally totally. Chris did posted something I don't know if you if you saw but I did got signed looked it up after he mentioned it though they got some interesting we got some history so. My my favorite question that I really wanted to know is I have two really. Okay. One is the most bizarre thing that someone brought to the salvage yard.

00;02;38;09 - 00;03;00;20

Yes. If you could talk a little bit. Well, see, that's a two part. There's two ways you can answer that, because there could be the most bizarre thing someone brought to the salvage yard to sell. And then there's also the most bizarre thing someone brought to the salvage yard just with them. Okay. So, okay, that's a very different right situation.

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So I would like for you to answer both. Absolute. Well, so and I cannot guarantee that these are actually the most bizarre. These are the most bizarre things that I know about. Okay. Okay. As you know, in almost a 40 year history here. God only knows what these things you know. Right. My dad was in it's kind of like a family joke.

00;03;26;03 - 00;03;52;11

And you know how family businesses and family dynamics work is that he had seen so much over the years and just so much nonsense and interesting characters, but nothing that she became less of use. Right. He'd always just kind of close his eyes and shake his head and like, walk away. Like, I think that he tried not to laugh sometimes when we were like, my God, he was just like, I'd like walk away.

00;03;52;11 - 00;04;16;17

Like, it didn't even faze him. But I know he was laughing inside kind of thing. So I'm sure that he saw who knows what all but. So the most interesting, some of the interesting things that people bring with them not to sell. Which are sometimes my favorite. We've definitely had a baby pig. Like a pet pig that I got to hold baby goat.

00;04;16;19 - 00;04;34;20

And so they brought him in because they wanted to go in and like, look for things. But yeah, we're just like, came in to get paid and like, had a baby goat following them, you know, like, and so, and these, you know, it seems just second nature and I'm not, not no leash just roaming around the parking lot like okay you know.

00;04;34;22 - 00;05;02;16

All right. So lots of animals show up like I'm all I'm an animal lover, so I'm like holding the baby pigs, you know, playing with the baby goats. But I don't think that happens that every business probably doesn't seem like a, you know, one time and another. I'm going to get off track here already. But now they're on animals just like on you never know what you're going to run into any given day.

00;05;02;19 - 00;05;24;06

I this is my dad was actually still alive and this was one where he was trying not to laugh. And I know he wanted to so badly. So I was actually at the window paying people for a scrap that they had sold. And so a lady came in and was I was, you know, getting her ticket and getting her money.

00;05;24;06 - 00;05;44;15

And she turned and looked out the window and yelled at her children and said, you know, shut the door to the van. The dog and the duck are going to get. And my dad is in the office behind me. And you know how it is when you're in a moment and you can just laugh, it would seem very inappropriate because she wasn't laughing.

00;05;44;17 - 00;06;04;20

And I the harder I tried not to laugh and the guy behind me, my coworker was like, you know, I feel the tears welling up like, my gosh, That's the questions of like, you know, why is the dog going to eat the duck? Like, why is the duck all these, you know, So things like that are just not that out of the ordinary where it's like, all right, well, here we are.

00;06;04;27 - 00;06;22;11

And, you know, if she she says, you know, shut the door because the dog and the duck are going to get out, it's because they had gotten out. This is not their first time. Yeah. And I think she actually then said, like J.B. doesn't want to dog in a duck running around the scrap yard, like and then I was I was done at that point just, my gosh.

00;06;22;11 - 00;06;51;13

Like I think that that I had to like excuse myself after that. And people thought I was like crying. And I was like, Well, I am crying, but it's because I'm laughing like, so, Yeah, think so. There's never really a dull moment whatsoever. So the people bring in so all sorts of things with them. One of my other favorite stories and then I'll get to that selling part is someone came in to scrap a full size van because of course, we buy automobiles, whole automobiles, little plug here.

00;06;51;13 - 00;07;14;00

If you have a junk car sitting around, prices are actually really good right now, the best they've been in a few years. So we buy all sorts of non running automobiles and recycle them to make, you know. Anyway, that's not good enough anyway. A full size, you know, old school big van came in, you know, came and gave us the paper or we made the van, got the whole deal done and gave him his money.

00;07;14;00 - 00;07;35;29

He was leaving. A lot of times people will have a friend pick them up, someone follow them, call a cab, whatever, because obviously you're leaving a car there. Well, we didn't see he just had just propped a unicycle up next to the building and rode off on a unicycle. That's not a van. A unicycle. I mean, down. It was riding home on like again, things you don't see every day.

00;07;35;29 - 00;07;55;12

No, but no big deal. So that was pretty fun also. So when we had a lawnmower. Do you get I'm sure you get tons. A lot. Okay. So we had one that stopped working and with my wife put in a something on Facebook about, you know, a free lawn mower, come and pick it up. And I think it was seriously, like 15 minutes.

00;07;55;20 - 00;08;21;06

absolutely. A guy came here on a moped. Yep. Pulled like, drove a half, especially close to the salvage yard and, like, just pulling the lawnmower on his moped. Yeah, I'm sure he went straight to the salvage yard. Absolutely. Yeah. I lived, you know, really close to the salvage yard for, like, 20 years. Yeah. And, and like. And it was just certain time, especially Saturdays, mornings, but at times when it was like it was you.

00;08;21;12 - 00;08;40;06

If you didn't know better, you'd think there was some great big magnet up there because you just saw all these people pushing random cart carts and things. And I think it was heading in the same direction. Absolutely. There there is a big magnet up there attached to a crane. Yeah, absolutely. Absolutely. So, no, here you could put anything out and it would get.

00;08;40;13 - 00;08;59;12

Yeah. Hauled away for free. Yeah. So I, I learned that lesson too at one point at my old house that I was, I tried to pay a company to, to pick up a washer dryer or something like that, and they just kept not showing it. So finally I was just like, I'm just going to put it out in my front yard and, you know, within an hour.

00;08;59;14 - 00;09;32;11

My goodness. Absolutely. And so it's I often tell people it's one of those things where, you know, it's sometimes it's an interesting group of people that do this for a living or for extra money. But at the same time, 99% of the time it's there. It's not theft. And they're doing it in this way where they're are taking things away that people don't want anymore and don't have a means to get it where it needs to go, because obviously it's much more environmentally friendly to get it to us than to get it to the landfill.

00;09;32;12 - 00;09;58;18

Exactly. So someone will pick it up for free, whether it's, you know, a washer and dryer, you know, whatever it is, it's you know, it's a win win. You're right. And question about the folks like I've definitely like I I'm not going to lie. I like to have a good truckload of solid junk and get that \$5. it's you know and get especially when they give you the the dollars.

00;09;58;29 - 00;10;16;24

man, I half dollars you really accused of stealing from me. But yeah, I like to get the \$5 and just turn right around and just go eat a big bunch ice cream or something or henkel's. Right. I think those you some donut, you know, but it also kind of would feel like you're sort of in the Old West if you went paid for ice cream with coins.

00;10;16;27 - 00;50;59;10

Yes, that's right. Absolutely. I like to push both doors open and crescent donut so it feels like I'm walking into a saloon. Really? Tip your cowboy fries? Yes. And then just eat a big sugary bar dough and then cry and then cry on the way out. So anyway, what I was wondering was, But I saw.

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But I've seen a lot of people who, you know, are they're always doing it in their trucks, everything. And I know that. I mean, that seems like a like that's a grind, you know, to be doing that. But at the same time, a lot of those guys look like I just see a look in their eye like like they're in it for the hunt, like part of it.

00;00;16;14 - 00;00;37;26

sure. Sure. Is that. Absolutely. Yeah. I think a lot of the guys it is they enjoy it, and especially now when they say the prices are higher because the prices vary on the global market with supply demand, you know, it all is a whole, you know, thing that is out of our control. So you have a lot of different I mean, I always get sent to the tin pile to have something good.

00;00;38;01 - 00;00;58;22

I'm not Cynthia, just like I pull up and sit there for a minute and I feel like like I don't I shouldn't be allowed to be a g solid enough. I'm never the man. Yeah, I don't know, scrap to be here right now. Like Tin pile. I always feel like they're, like little wimp. Like, they might as well be saying go ten by little baby.

00;00;59;19 - 00;01;20;01

that wouldn't be. That would only be if you had, like, you know, like two £20 things and asked for someone to help you unload. Okay, So then you might get judged, but I think you're good otherwise. So I mean, where does the stuff that's what what happens then. So it's a really interesting process. Basically. It's one of the last free man's trade.

00;01;20;02 - 00;01;44;11

So we're a middleman. So we don't process on our location and we're it's not big enough for all of these reasons. So what we do is we collect it, we collect aluminum, copper, you know, the stuff in the tin pile, cars, all of these things, appliances. And we sort it out on location, strip, we strip copper, we do some processing like that.

00;01;44;11 - 00;02;08;23

We process the cars, we drain all the fluids out appropriately, we crush the cars, but as far we don't have a shredder. So the next step in the line is shredding. So there are a few places in Indiana that are much bigger corporation ones that have shredders, and these things that are just monsters have to be fed so they can't buy enough on their locations to feed the shredder adequately.

00;02;08;24 - 00;02;38;25

And so they buy from people like us. So we have several different bigger what I would still call scrap yards because they do buy off the street as well that compete for to compete to buy our materials every month. And so we do our own trucking so what happens is, you know, once we get a full load where obviously that's daily for things like cars, things that go in the tin pile, you know, your bicycles, appliances, lawnmowers, things like that.

00;02;38;27 - 00;02;59;02

We do loads every day of those things. We're not getting a load of copper to fill a truck every day. So it kind of, you know, it depends on the frequency of when we're going to sell and how we manage, you know, that game, for lack of better words of who we're going to sell that to the highest bidder, basically.

00;02;59;05 - 00;03;23;10

So once we decide who we're selling it to, we truck it in a semi truck with a, you know, appropriate trailer to that location. Then they weigh it and pay us. So it's the same interesting process that we're taking it in from companies and Bloomington and people on the street where we weigh it and pay them. Then just the differential of what we're paying, whatever they pay us.

00;03;23;12 - 00;03;44;22

And so then once it's there, depending on the material, you know, sometimes it goes to a smelter or things that say, a car, they go through shredders where, you know, the metal goes one way, the seats go another way. It's just a mechanical process. my God. What you've watched is it's like an actual shredder. It's an actual shredder.

00;03;44;22 - 00;04;14;27

Bigger and more powerful than you could really imagine. And so I bet it's fun to watch. Absolutely. Yeah, absolutely. And so then, you know, they might put it on a barge and send it down. Figures to Louisville gets put on a barge and down the river. So like, okay, so say somebody brings their car in to give and it sits on the lot for a while to, to see like if other people are looking for it.

00;04;14;27 - 00;04;33;16

So we process that. We just kind of kind of honed in over the year where we can also we have a tow truck also so people can call and we can tow vehicles. And just as a kind of again, a kind of a plug as what we do. But so the way it works, you have a title for it.

00;04;33;18 - 00;04;52;10

We have to have your state ID and then we pay you by weight. Okay, So it's whatever that car weighs, we don't care if it's, you know, burnt to a crisp or just missing an alternator. It's by the weight, which is hard to swallow sometimes. I understand, but it fares fair. It's what we do and there's no exceptions.

00;04;52;12 - 00;05;16;19

So once we get a car end and it belongs to us, it's then our process, like I said, that we have gone to kind of a fine this time. Some of our employees, if that car just needs to be crushed immediately or if there are parts on it that we need down in our pick apart yard. Okay. So if it's that thing like, no, we're really stocked on Ford Rangers right now.

00;05;16;20 - 00;05;38;26

Like, we can just whatever, get rid of that. But if it's something like, yeah, that's the high demand, we'll take it down or pick parts off of it to take down. So but all cars immediately get what we call processed, which is all the fluids taken out, the gasoline, the oil, things like that. We have a company that comes and picks up the used oil.

00;05;38;28 - 00;06;05;10

I think I told Chris before we they used gasoline in the cars we let our employees put into their cars. Yeah. And so, yeah, I mean, you know what, might as well reuse it. Absolutely So but anyway, that's all done in it's in a concrete with a covered roof. We were the first salvage yards in Indiana to do that and an inside facility versus just on the ground because obviously pollution is a big worry.

00;06;05;10 - 00;06;24;00

And now the cause, no matter how careful you are, there's always an off chance that some oil or something is going to drip out. So we have that contained inside on a full concrete floor with measures to keep that all contained. And then if you guys haven't come to see the car crusher in action, you should really do that.

00;06;24;00 - 00;06;42;23

I want to because it is so cool. I'll send a video that you can add to your Instagram because it's a really, really cool thing. Yeah. So we'll probably do a Bloomington stories field trip to Jane besides, but it's really fun. When we used to do field trips for elementary school. I think when there was more money for field trips in general that we would do the kids, that's a great thing to see.

00;06;42;23 - 00;07;06;03

Would love it. Absolutely. I was just thinking earlier when we were talking about just us. Well, I was just going to say, when we do the field trip, let's also do the field trip to the ice cream place. When we pay for it to say, I love this crescent donuts after work. Right. Right. Was thinking about Richard the Richard's scary you know, busy town you know just thinking like J and B when around there is like sort of an alternate version of Busy town.

00;07;06;12 - 00;07;33;06

yeah so many things going on. There's people coming in and trucks and people doing that. And there's just there's a lot to see. There absolutely is. And speaking of, it's again, not the fun part of business ownership, but our new insurance requires everyone that comes in to the part. Buying the JV's was I had to sign a waiver as if and it makes absolute sense because it's just like anything can happen.

00;07;33;06 - 00;07;53;23

Yeah, exactly. So just yeah, I just I've spent probably too much time like that. I went and visit my mom at the nursing home today and I'm saying, we're going to visit Will's mom. We're going to interview her about the salvage yard. My mom was like, You know, I feel like we've spent a lot of time going to the salvage yard.

00;07;53;23 - 00;08;16;21

Why is that? And that was kind of like, because I dragged your ass there for a bunch of. Yeah, because I love it. Yeah, because I love it. And I was like, I've probably taken more stuff away from there for some project I thought I was going to do than what I brought there. Right? But I was thinking about we walking around in the car lot, you know, and I was thinking about how it's kind of fun, like an interesting to like, look inside the trunk in the car and everything.

00;08;16;24 - 00;08;43;09

yeah. See what's there. Because I went and grabbed like ten tire. They call things that you just tire carjacked because we're literally in or because we were jacking my house up and we used it to like, you know, put a piece of wood in. But anyway, my question is the long way is it just seems like these cars all it was just occurred to me that these are human things and that cars are like mobile houses, you know, So like, people have stories.

00;08;43;09 - 00;09;14;17

And I was thinking earlier about how you probably get a lot of the cars from like the demolition derby. yeah. absolutely. Absolutely. We get I mean, it's really it's an interesting thing where, like, you know, a lot of these cars that we buy, people have. Yeah. Okay. Yeah. Demolition derby will

buy old cars that belong to businesses that they use for work cars, work trucks, work vans, a lot of things like that.

00;09;14;17 - 00;09;36;21

They're just out of, you know, or like even how it goes when the old car loses the transmission, the transmission cost, it's done \$4,000 worth, too. It's like, well, it's sad, but it's it doesn't make any sense. So we get a lot of that. But then I don't to say my favorite. But the thing that's so relatable is when someone brings in a car and they're so sad about it, right?

00;09;36;23 - 00;09;54;20

And you can totally feel that. It's like, I've had this car for so long. It's been a it's almost like a member of the family at that point. Right? It's been a great car. Yeah. This happens. So they'll say this stuff to you. yeah. yeah. Because they're letting go of this. Yeah, exactly. And it's like we even have people, like, kind of, like, hugging their car or like, having a little goodbye.

00;09;54;20 - 00;10;13;20

Yeah. And it's kind of sweet because, I mean, many vacations and trips. Yeah, right. Then I'm sure, like, you know, little kids to grown up growing up, all the things have happened within those vehicles. So it's. Yeah, kind of an interesting, heartfelt time. There could be some there could have been some conception happening. We don't even know, I'm sure, far more than we ever know.

00;10;13;20 - 00;10;34;17

So there's and then on the really, really sad side is we get cars where there have been fatal crashes. Right. And that is spooky. I mean, absolute, absolute. Yeah. And then that requires a whole nother level of processing. I mean, it's it really. Yeah, it is. What kind of things are involved in having the process of it Like, well just wearing like you know, has, has not.

00;10;34;18 - 00;10;53;17

Yeah. I mean it's because there's Yeah. Stuff blood and things in there that's they don't come to us right away so it's but still it's that is things that you don't think about is that car has to go somewhere.

00;10;53;19 - 00;11;13;22

12 years ago 13 years ago we got a new system so we could really easily keep up with all of the laws that had already been in effect. And the ones that we kind of saw coming down the pipeline. So now and it's all really runs really seamlessly to not make our job more difficult because a challenge we have is getting everybody in and out in a timely fashion.

00;11;13;24 - 00;11;37;06

With that. No one wants to wait in line for 40 minutes to, you know, dump off an old refrigerator. It's not appealing. So what happens now is we have it automated where when someone sells something, it takes a picture of it when we take the weight on the scale. So it's a picture of what

all the items in their truck that they're selling or if they're on the back in the little garage, it takes a picture above there.

00;11;37;08 - 00;11;56;20

So it shows everything that they're selling right? And then when they get paid, it takes a picture of them standing in our lobby and we have to have a picture of their ID on file or a state issued I.D. or it's a driver's license or just a state ID, whatever, We are not selling to them unless they have all those things which are state laws.

00;11;56;23 - 00;12;18;02

So we have all of that. And then, of course, titles for vehicles, things of that sort. And it's even come where we don't buy catalytic converters. Yeah, that's about as you remembered all the stories that things went. Yeah. And it was one of those things where we just said, nope, like there's a very, very slim reason you're going to legitimately have that.

00;12;18;04 - 00;12;46;04

Just show up with the catalog. Yeah, that's not something that someone does clean out my grandpa's garage or my family's catalytic converter to sell eight of them. Yeah, they're all. They're laying around like we just said. No on that. Right? It's just not a good time to be a criminal anymore. You know, It's so much easier. You could just go around telling people all that absolutely was easier because now and it's really kind of cool because it's really helpful for the law enforcement now, because they can come in and say to way we can search it two ways.

00;12;46;04 - 00;13;11;14

Like, have you bought any whatever refrigerators we can try to bring up the house more difficult or they can say, okay, has John Doe been in here? What he's what he sold you in the last three days? Boom, boom, boom. He's here these days. He's a picture of him. And our claim to fame is that we helped catch one of the Capitol rioters from January is really it's crazy enough.

00;13;11;20 - 00;13;32;15

We didn't know what we were helping with like during it, because obviously the police don't tell you the detectives what they're working on while they're doing it. But the way that it played out was they had the gentleman was from Bedford and obviously they had had some information, had him pinned, you know, into some pictures and things like that.

00;13;32;20 - 00;14;03;25

But they came in and just asked for if he was in had been to us or whatever. And it came up, it was like January 4th, I think. And he was wearing the same jacket in our lobby that he had. Was in a photograph. And at these were, Wow. Yeah. And it was totally him. And so and like so weird and not that any of this is in any way funny, but we had to chuckle a little bit when you open the news and it said, you know, I figured his name was arrested.

00;14;03;25 - 00;14;33;25

Like, you know, it was like J.B. Salvage. And it's a picture of him in our lobby. And I was like, my God, my gosh, this is the best PR right now. But we help law enforcement. Can we talk about J.B.? Absolutely. Yeah. Yeah. And before right before we started actually recording the show, you were just starting to talk about how you transition out of teaching in 2011 to work for your dad.

00;14;33;26 - 00;14;54;20

Yeah. And so can you give us a little bit of background? Absolutely. About your dad's starting the place in store, how that all worked. Yeah. I'll just try to make this short and sweet here as much as I'm physically able, which is not my God given street good and good company. So he owned an auto with a partner owned Bloomington Auto Parts for years.

00;14;54;20 - 00;40;24;13

Like the late seventies, early eighties. In 84, he bought what? He bought the land. Now I named it J.B. Salvage, bought it from a dick Green. It was called green, salvaged a small salvage.

00;00;00;00 - 00;00;25;18

Jared. He bought it and just borrowed money. I think it was borrowed \$20,000 from his mom to help buy that. And just continue to grow it along the way. And one thing that I always touch on is that his main belief was just try to be debt free as much as possible. So smart. So and especially looking back, I mean, you know, interest rates went crazy through the eighties.

00;00;25;18 - 00;00;48;11

And, you know, I think people, you know, Gen Z or whatnot might not understand. You know, it was 18% like things weren't always how they are now. Right. And so he was very afraid of that. Rightfully so, because also the scrap market, like I said, is very unpredictable and has ups and downs that you have absolutely no control over.

00;00;48;18 - 00;01;14;15

So what he had seen and learned is that a lot of scrap yards, especially the small ones, had gotten themselves in trouble. Things were good. They would qualify for these loans, get, you know, buy this truck, buy this, buy that. And then the market tanked and they went out of business. So that was his biggest fear. And so, yeah, so he just grew it slow and steady with cash, as you know, time allowed.

00;01;14;21 - 00;01;41;19

I remember we took out he got a loan for the first roll off shop as are very expensive, and that was a massive deal that would have been in like 84, 85, 84, 85, and it was like a big, big deal. Yeah. So anyhow, so he bought it and then he bought the adjacent land in 99, expanded up the hill and just continued to grow and expand, you know, piece by piece.

00;01;41;19 - 00;01;59;22

Yes. So this is all West for listeners. If you have been there, this is all West kind of like, it's it's west of town Pass the near West Side, kind of north of Kline, nerve roads and all that. And it's

just Vernal. It used to be Vernal Pike that went out to the highway, but now it's called Lake Fountain or some drive down drive.

00;01;59;22 - 00;02;30;14

Yeah, but that was fun. Changing the road. Yeah. God, that's right. you got to change everything. Yeah, move on. You have the same next topic. So he. Okay, so. And then he your dad. So. And you. But you said that you, you came on with him. We were taking kind of a break from. Exactly. Yeah. So I had graduated from, from Ball State with a degree in elementary education in 2004 and then became a teacher in Bloomington at Summit Elementary.

00;02;30;14 - 00;02;52;27

The year that it opened. I got my masters to be a principal. I loved teaching. I taught full day kindergarten, first grade, absolutely loved it, really loved the degree to be a principal, thought that might be something I would use. And retrospectively, the leadership portions of that are something that I've been able to use a lot. So now running the business.

00;02;53;00 - 00;03;11;13

But after my son was born, I taught half time for a year and started to question things. As far as you know, no matter how hard I work, I only get paid so much. I worked half time, worked a long time. Now they're expecting I don't know. It is. I had questions, didn't know What I really wanted was feeling more.

00;03;11;13 - 00;03;36;24

The entrepreneurial spirit from him took a year off, didn't resign. I had a year to play with. I went to work with my dad and absolutely loved it. Didn't have never considered going back. I miss teaching. I now volunteer in my daughter's classroom a lot, that my schedule is freed up absolutely the love of my life, but I also love my family, businesses and doing all of that.

00;03;36;25 - 00;04;01;17

What do you love about it, the family or that? You said you just absolutely loved it when you went and you like working with my dad? my gosh. Yeah. So it was just because all I'd really done as an adult other than, you know, teenage jobs, college jobs, my only real job had been teaching. Right. And so that's all I knew in that world.

00;04;01;20 - 00;04;18;24

So at first it was like a lot of freedom because teaching you're kind of like stuck in those four walls and we only have 5 minutes. BE Yeah, exactly. So all this at first I was like, my gosh, like, I can like driving at lunch if I want to. And it's like, my gosh, Right? So that was kind of cool to beginning.

00;04;18;24 - 00;04;49;23

But then just seeing how everything worked, I was immediately just so intrigued by all the decisions that went into every day and how everything worked. And I personally loved the leadership portion of it and the employees and how that all that living, breathing relationship and

how that works. I was immediately intrigued by that and felt that that was something that I wanted to be more of a part of.

00;04;51;03 - 00;05;10;07

I just loved all of it. And I it's just knowing how hard he'd worked his whole life in that. And in that time, I had no idea he was going to pass away. A couple of years later, we had he was fine, totally fine, living a very active lifestyle. And so it was the first time he'd always been a solo one man when you know just him.

00;05;10;10 - 00;05;27;14

And so my mom knew a lot of over the years. But it's a huge joke that they would've gotten divorced like the second day if she came in there, because she's a very opinionated one, if you will. So he was like, Absolutely not. They both knew that was never going to work. So but he and I were a lot alike.

00;05;27;14 - 00;05;47;11

And I think that he admitted after at first he's a little wary at first, just because, you know, anything new and having a girl, she's a girl like, you know, whatever. But once he kind of took a deep breath, he was so this is huge for my mom and me. It's really nice having her around. It's having someone to actually confide to it, to tell everything to because he had people he would share this and that.

00;05;47;11 - 00;06;14;13

But I got to hear all of it. And he was very private as far as business dealings went, rightfully so. And so I think for him, just having someone he could tell me everything and talk things through was a very, very new experience for him. And he loved it. Yeah. So what is special to you? It was it was so cool because for so many reasons, A I knew everything, I'm sure not everything, but way more than I would have otherwise.

00;06;14;16 - 00;06;32;22

And I knew all the employees and it would have been just an absolute mess otherwise for everyone. I mean, who wants, you know, their boss to pass away and then family to walk in like, hey, I'm I'm I'm in charge now, You know, like, that's just not, not cool for anyone know. So it was it was really, really special.

00;06;32;22 - 00;06;51;07

So, you know, once I was there, like, I never wanted to turn back. That's working with, like, the buyers. I don't I, I loved all of it. Yeah. I think that for me it's the interpersonal, you know, there's so many different options. And then my brother is heavily involved now as well. And as soon as my dad passed away, he'd been involved on and off over the years.

00;06;51;07 - 00;07;10;19

He was younger. As soon as my dad passed, he came in, you know, full time. But we have a really good thing going where we are, good at different things and like different things. Yeah. So

people often ask like, how does that work? And it's like, well, like I do the things he doesn't want to do and he does the things I don't want to do, but I don't want to do it too good at such an ideal person.

00;07;10;19 - 00;07;26;09

It really felt like it really is so yeah, yeah, I didn't answer the interesting, the strange things people bring in. If we want to circle back to. I do. Yeah, I do. Okay. That's what, that's what inquiring minds. Yeah. my God. Like we had to just tell you we have just a couple of questions related to that.

00;07;26;09 - 00;07;44;15

We had a buddy of ours, Kurt ask. Weirdest thing you've ever found in a trunk, because I guess that's not what they bring in. So let me. Let me not distract. But that is. It's all. Yeah. What we can see right away, though, the I mean, my gosh, the things people bring and you just are you really, really never know.

00;07;44;18 - 00;08;09;08

Then it goes beyond that is how they bring it in. So I think that you said one on a moped. Yeah. So piggybacking off of that absolute silly things that are probably not exactly street legal, get, get some scrap there. So the one that still makes me giggle is a snap or a lawnmower. You know, it's like the old, old snapper.

00;08;09;11 - 00;08;31;21

And you would first thought thought someone might be scrapping that lawnmower and just kind of lived close and drove it over. Okay, fine. No, they had like some sort of rope system behind it with a wooden bed frame, like a twin size wooden bed frame laying flat on the ground, kind of like a sled with a refrigerator strapped to the top.

00;08;31;21 - 00;08;58;05

So, yeah. So the lawnmower is pulling the bed frame. So what's the refrigerator? Coolest. And it's right. Okay. You know, I mean, it's you don't even there's no judgment. It's not like it's like, All right, tin pile, alley, whatever. You sell it, I don't know. Whatever that maybe the whole get up or just the refrigerator. So lots of things that it's not what they're bringing, it's how they're bringing it.

00;08;58;07 - 00;09;16;24

You would not believe the height that people get on top of their cars sometimes. yeah. Holy mackerel. I mean, just things piled up. Everyone, you know, reaching out, holding the bungee cord. It. Yeah, Yeah. Like the kids are holding on the back. You know, you feel a sense of who's your engineering. yeah. my goodness. Yes.

00;09;16;25 - 00;09;38;19

With a duck on the top. Jack On the top. Right. my gosh. Don't let the duck jump off the top of the eggs. Yeah, sure. Yes. And then beyond that, we had a doll factory closed down and it was a

doll doll. Like a baby doll, but like porcelain dolls. I don't like any of the creepy. No one liked any at all.

00;09;38;19 - 00;10;01;03

Very creepy. I'll share some pictures you can share. But it was the forms, the molds that they were using. Even creepy was really? Yes. If you just happened upon it, I was like, absolutely not. The arms. I mean, it was really faces. It was all very, very, very strange. Someone had bought the old factory. It was cleaning it out.

00;10;01;10 - 00;10;17;23

But again, it's things that you don't think about, like the person cleaning that out that doesn't need to go. You don't need to pay to get rid of that in the trash. Right. We'll pay you to take that and recycle all these. Still like all of these random. Yeah, things like that. So, like, will be scared on your behalf.

00;10;17;25 - 00;10;46;28

Yes, exactly. You you don't need to. So lots of strange, strange things. And now a mellencamp moment. What about John Mellencamp? Bloomington, right. It was. Yeah. I was wondering about always. Speaking of which, John Mellencamp. Yeah, I'm sure he's been there. Who knows? Right? So you're always want to know if someone has a John Mellencamp story or.

00;10;46;28 - 00;11;02;16

No, we got to. We got to throw him in there. Yeah, absolutely. Totally. To a town here. I mean, you know, I don't I was trying to think of it, and I. Are you. Is Bethany the first townie we've had on or am I am. I could be reasonably wrong. Well, anyway, but you're townie. I was born in Burlington hospitals.

00;11;02;18 - 00;11;28;25

Yeah, I think. Yeah. my gosh. Yeah. So congratulations. Yeah. Yeah. So you are an original Bloomington story. Perfect. So growing up, I always knew, like, you know, he's famous, like, you know, And his oldest daughter, Teddy, is close to my age, so, like, she was. I'd met her before, and, you know, whatever this and that, my story of me being like, whoa, I.

00;11;28;26 - 00;11;53;07

So I was at Teddy from Real Housewives of Yes, Now housewife. Yeah. Teddy. Yeah. Did you just look at Wikipedia? Is that how you felt? Yeah. I'm afraid. I'm afraid I'm not up to date. that's awesome. So my family, we're really friends with Steve Kinzer, who's also, like, a little local legend with sprint car racing and things like that.

00;11;53;09 - 00;12;08;16

We don't even touch on all the racing, you know? yeah, that's a whole other piece of our families. It kind of all goes together. And funny enough, a lot of the people that do racing, you know, regionally, things like that, their families own scrap scrap yards make sense, and it's like just kind of the way that goes right.

00;12;08;21 - 00;12;33;17

But I was at Steve's house playing with his kids and my mom was hanging out and this really fancy car pulled in the driveway enough for I think I was probably like six or seven. And I was always a very, like adult stuck in a kid's body, kind of a kid that knew what was going on. And I was like, What is it with my like, what's happens is a really fancy car.

00;12;33;20 - 00;12;55;06

And I saw like, Steve get out who I knew. And then like they did something and then left. And then I took note of it in my mind, like does seem like I don't know. And there's like a famous sprint car driver from Wilmington. Yeah, from Bloomington. But like, it. And he wasn't saying he was famous then. He's the best there was ever has been and wing sprint car racing.

00;12;55;06 - 00;13;13;26

So but he didn't seem famous to me because he was our friend. But then so I was inside later and his wife Dana was talking on the phone just like, yeah, Steve left with Johnny Cougar earlier. They were doing whatever. And I was like, that's it. That's why I was that fancy car. Like, Yeah, okay. Okay.

00;13;13;26 - 00;13;44;02

So that is a good townie story. Yeah, very talented. Sporadic, what, 1987. So yeah, they were going to go around, beat some people up. Yeah. Who don't drive fast or drive and this is awesome. It is. I was trying to think if, if there are any other we got some weird did you I'm sorry area did you look at the questions that people some of them I just you just didn't see all of us some strange things I'm sure people don't want to answer.

00;13;44;04 - 00;14;05;01

It's like Jurassic Parks says. You ever sleep in a car? Are you gay now? And if not, have you considered it? Do you know how to fix cars? Thanks for answering my questions. No to all of those. Yeah. I don't. I've never. I've played up the female part. I had made a, you know, decision in my life to, like, not be afraid to be like, I'm a girl.

00;14;05;01 - 00;14;27;20

I'd love to see your car. I have no problem saying that. And that's if someone doesn't want to be that way. Absolutely. But yeah, it's not my forte. I know what I'm good at and it's not fixing cars. So I think that's one of the most. I took me a long time in life to figure out that, like going, I'm not good at that saying, my God, it can really make your life work out a lot better.

00;14;27;20 - 00;14;47;08

Yeah, right. Absolutely. And I think that's something it goes back to what, like my brother and I running this business that we're both able to do. I have the gift of gab and talk to anyone and he does not. And so anything, you know, as far as like political things or meetings and all this stuff that, you know, he has no interest in that.

00;14;47;09 - 00;15;14;09

Yeah, it's so cool. But I love it. I'm sure that happened. You know, as you're growing up, you guys had a feel for each other. Excel yeah. yeah. Like the math for it. Like the spreadsheets and math like that is not me. Now, you're doing that right, and I am totally fine with that. So I think it's something that we that I think is kind of sad and but a cool thing was that I you cyclotron.

00;15;14;11 - 00;25;20;28

Yeah. I think I talked to you about this before and that was that. It's a cycle. Can you just start with the cyclotron one? Yeah. So they made they did radiation on cancer patients and what they, what their portion was to make more.

00;00;00;00 - 00;00;22;14

Olds that were exactly the size of their tumor to target the radiation for their tumor, for the therapy. It's amazing. So it's amazing. Absolutely. But then I think the thing that we've said a lot before is, you know, JBS sees the death this year and sees the death of things. That was the death in the car. You know, the old beer can you're done with.

00;00;22;18 - 00;00;43;17

And this term, it's like hopefully the person lived. But it's that therapy is over and has to go somewhere. It's like the death of an idea. Yes. The things that you don't think about, you get the molds and we got the molds. And it was really, really just chilling thinking about every mold was used for someone that had cancer.

00;00;43;18 - 00;01;08;25

Right. And that was the size of their tumor. And it was very, very just spooky in a way. But again, a necessary part of society. So yeah, yeah, that, that was Yeah, yeah, yeah. And a lot of brass. Yeah. Anyway, yeah. So a secret world as it is, this is all of these things that you don't think about that, you know, years back we did a ton of business with AIG.

00;01;08;28 - 00;01;29;25

All of the company Otis Elevator, those big contracts with like those sorts of businesses when they were booming, of course, they had a ton of scrap that we would haul off in trucks. Yeah. So we've had to pivot over the years as everyone else in Wilmington has, as things have changed and a lot of those big manufacturing businesses have left.

00;01;29;27 - 00;01;46;22

So it's really clear you admire your dad. yeah. And I'm sorry. It's really kind of I guess I wanted to know as a maybe as a last question, what do you want your dad like, what do you remember your dad for in terms of being a businessman in Wilmington? And what do you mean, what did people admire him for?

00;01;46;22 - 00;02;08;06

Yeah, absolutely. So a few things. One thing that he would always say is people just want you to do what you say you're going to do. It's huge. So it's really simple, but I think it holds a lot of

weight. And he was huge on that. His word was everything. And if he told you that something was going to be a certain way, that's how it was going to be.

00;02;08;08 - 00;02;32;19

He didn't need to sign a contract. And, you know, he had a lot of just gentlemen's contracts with people. And times were different, of course, in the eighties and nineties. But that's how he operated. And everyone trusted him with that. Right. Is a business man. I think just honesty and the the debt free portion of it really just went a long way and he treated people well.

00;02;32;22 - 00;02;54;13

And I think the thing that so many people told me at his funeral, which, you know, is you try to remember all those things, but I didn't heard it my whole life before. So it wasn't new. So many people had stories of how my dad had helped them. And these people were oftentimes people that would have been looked down upon by a lot of people in society.

00;02;54;15 - 00;03;18;16

And he had none of that. So he didn't start out with money. You know, he earned money over his life. He never changed. And he was always willing to help people, especially the ones that he thought were good people and were honest. He wasn't just, you know, throwing out freebies to anyone. But if someone came to him and he really he was a softy underneath it all and like that was it if you're a parent for his outer, outer self.

00;03;18;18 - 00;03;40;09

But I mean, he that he I saw many stories. He helped me when no one would, you know, he'd loaned me this money, this, that, the other he gave me this car I mean story after story after story like that. So that's was definitely, you know, who he was as a person. And I think it went into, you know, the business lent itself to that and he knew all these people.

00;03;40;09 - 00;04;09;18

But that was huge. I think just the integrity of that. And he never he wasn't judgmental or as far as, you know, money or anything of that sort, no matter how much money he may have had or not had, he, that meant nothing to him. It was much more, you know, what kind of person are you? You know, he was a soft hearted guy at the end of the day, that did a lot for people that he never wanted it to be known.

00;04;09;21 - 00;04;24;00

And that's what everyone told me. Like I couldn't tell anyone he did this for me, but he did this. And there was a lot of like secret helping that he had done that He didn't want anyone to know about, didn't need the credit. Did not want the credit. Right. Not only didn't need it, he didn't want it. Right.

00;04;24;00 - 00;04;46;08

Yeah, that makes sense. Yeah. Like he really didn't. Yeah. Which I totally believe, but but it also just at the end of the day it's like something and having been now involved in a small, in a small

business in Wilmington for over a decade, I just realize, you know, you just it's just so admirable when somebody sort of when somebody sees their business as an extension of themselves that it becomes more of them.

00;04;46;08 - 00;05;01;24

Because even if these people are keeping it secret and not honoring that, they also know that the guy who owns that, he's a good guy. They'll tell someone else that that's a good guy. Absolutely. Who cares about. Yeah, like, you know, just love that he you know, because that it's situated up on the Hill and on the west side.

00;05;01;24 - 00;05;16;09

There's a lot of people who are down and out and who yeah, generational, you know, poverty only things. I just love that to hear that that he treated everybody with that he did and he had a good I feel like because everyone unfortunately there's a lot of people just asking for handouts and that wasn't who he was.

00;05;16;11 - 00;05;33;00

Right. If that makes sense. He had a good eye for when someone really was in a situation or had an idea or whatnot. So that was a big thing is and then the other thing, I mean, he was funny. my God, he was funny. And that's the thing with John is very funny, too. But he I mean, everyone had his story.

00;05;33;07 - 00;05;53;29

And these stories you are not regular stories. These stories people have about him are just wild. Really? my God. I mean, I try to think of some to set some of the best answers to send you, but they're like, I mean, again, I mentioned celebrity. I go, it's like, yeah, He would drive around with a goat in the front seat of his Corvette 1978.

00;05;53;29 - 00;06;12;15

And there's like, why is your dad your dad? Yeah, you could go guy too. Apparently. I didn't know. So I keep the door closed on the Corvette. Got to get out, boy. I mean, just like this. All animals like. No, I mean, just in. And it was a very, very different time, you know, It was that that time when people had goats in there.

00;06;12;20 - 00;06;33;25

Yeah, exactly. Well, we'll have to do a future episode where you return. Yes. For more stories. But in the meantime, we'll be announcing our Bloomington stories. J.B. Salvage Field trip. Absolutely. And ice cream shop And ice cream. Yes. And present. Don't you pay for 50 cent pieces? Yes. All right. Well, it's been great, guys. It has been. Thank you so much, Bethany.

00;06;33;26 - 00;07;00;20

Right. We have to stop really? Well, got to thank Bethany for coming on here again, interviewing for the second time. I remember the first time I remember the first time we interviewed her.

Remember that recording of the first interview that we only had a piece of. This Chris deleted it. Totally screwed up. Yeah, it seemed like a first interview again.

00;07;00;20 - 00;07;27;25

I mean, it didn't seem like we were repeating anything or repeating the questions or, you know, seemed real. Well, I think that's clearly the that's clearly the benefit of being this old. Like I genuinely was experiencing a lot of her answers. Like, it's the first time I'd heard him say, like, Really? Yeah. Hey, if it's not recorded and we don't have a recording, then it didn't exist right now, not in my mind.

00;07;27;27 - 00;07;53;28

Yeah, well, it's fun. Yeah. And we, as usual, so appreciate you all listening. Yeah, it's fun to run into people in the community or around town who are just, you know, like, I ran into a buddy of ours, Nick Gersten, at IU, at the IU plus the other day, and, and he was just and he was just like, yeah, I was listening with one, one earbud, like doing the dishes and start laughing at something Josh said.

00;07;53;28 - 00;08;15;14

And his wife actually was like, What are you laughing about in there? And he tried to he was like, Well, listen to this. And and of course, you know, she was like, well, I think I need more context, but I kind of wonder if more context would have helped context to make the decision that she never wants to see me ever again.

00;08;15;16 - 00;08;39;10

You just put an earbud in my ear for me to listen to that jackass, right? Yeah. That is super, super awesome. And it's always great to get recommendations and questions. And we have transcripts, We have the social media, so followers and all that stuff. Yeah. And yeah, we'll see you in February. One day, one day before Groundhog Day, we'll be dropping a new episode.

00;08;39;17 - 00;09;15;04

shit. This is the episode. Sorry, this is February. This premiere episode. Got to try this again. Mitch Erskine. Yeah. So we'll see you in March. That's right. That's dumb. And I like that. Either Got him about this. Bye bye. Thanks for listening to Bloomington stories. If you've got any hot leads for guests or topics, please send them our way at Bloomington Stories Pod at gmail.com and come back and check out our guests on the next episode of The Zoo Story.

00;09;15;06 - 00;09;53;23

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