



**CONECUS**

AN ENVIRONMENTAL COMPANY





# RECYCLING

## WE DO IT FOR A LIVING

Before



## ABOUT US

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Conecusus began operating as an independent company in February, 2012. This was done as part of a broader transaction in which individual businesses within ECS Refining were placed into separate companies, in order to allow various business units to be recognized individually and associated with their individual markets. The company's ownership, operation, and commitment to excellence has not changed.

Before emerging as Conecusus, the Terrell, Texas smelter had been in business since 1996 as ECS Refining Texas, and is the cleanest, most modern facility of its type in the United States. It houses the largest rotary furnace for tin/lead residues in North America, and has continually developed new recycling technologies to continuously improve on our processes. We remain a leader in recycling through these improvements, enabling generators to send in more varied materials than ever before.

## LEADERS IN RECYCLING

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Conecusus takes in your residues and byproducts as our raw materials, and, using our experience and cutting edge technologies, produces mixed-metal alloys for sale into the global metals market. From the moment your shipment is scheduled, you can rest assured that we have your best interests in mind. We weigh every shipment on our certified scales, analyze it in our world-class laboratory, and finally, process it into a new alloy.



# OUR PROGRAMS

Conesus has developed programs that fit your needs no matter what size company you are, and we are committed to providing you the best service in the industry. If you ship 500 pounds of material or more to us we will provide you with as many dross collection pails as you require and will pick up your load at no charge to you. Conesus will help you manage your waste streams by walking you through the process and assisting you with the necessary paperwork. Additionally, we have on-staff experts to help you with any environmental issues you may have with regard to your recyclable material.

Our expertise and understanding of these wastes allow us to offer you the education, at no cost, about how to fine-tune your in-house recycling programs to get the maximum return on your byproducts and Tin/Lead residues while minimizing your environmental impact.

Below are some examples of the types of material we routinely process:

- Tin/Lead and Lead Free Dross
- Silver-bearing Filter Cakes
- Solder Paste, Wire, and Ingots
- Tin Rinses
- Solder Pots and Pot Metals
- Jars or Cartridges of Spent Solder Paste
- Contaminated Process Materials
- Stencil Wipes and Under-Stencil Rolls
- Gloves, Finger Cots, Rags
- Other Wastes Containing Recyclable Amounts of Tin, Lead, Gold, Silver, and Antimony



Our Terrell facility houses North America's largest rotary furnace.

# WHY CONECSUS?

While most of our competitors pay for your materials on a “recovery basis”, which means that they pay you not on what you shipped, but what they could recover from the shipment, we pay for the materials you ship on an “as-is basis”, meaning that we pay you for the actual shipped weight; If you ship us 1000 pounds, we will pay for exactly 1000 pounds. Some companies will give you a very high estimate, but when your settlement check comes, you’ll realize that they omitted as much as 20% of the weight, indicating a “melt loss”. At Conecsus, we pay you for what you ship, meaning that if we give you an estimate, you can rest assured that the price is going to be within a few percent of that price, higher or lower, based upon the London Metal Exchange market prices and the actual assay of the material shipped.

Another Conecsus difference is that we pay customers based upon a rolling average of the metal prices listed on the London Metals Exchange, the largest and most respected metals clearinghouse in the world. The use of this average pricing allows you to receive a higher price than you would with spot pricing in a rising market while reducing your exposure during a downturn.

Doing business with Conecsus ensures that you will be paid fairly, quickly, and that the leading technology will be used to process your shipment, ensuring that none of the material you send us will be sent to a landfill upon receipt. We process all of your material in-house, and we provide you with a purchase order, analysis, settlement report, and certificate of recycling to guarantee you that all of your documentation is in order, giving you a cradle-to-grave accounting of your materials.

All of these factors are what make Conecsus a leader in recycling, and a trusted partner who is committed to helping you manage your waste and reclaim the most value from them. We invite you to come visit us at our Terrell facility, learn about us, our processes, and our technologies. At Conecsus, nothing is more important than our customers, and we strive every day to identify more ways that “Conecsus” with you.



### Receive & Record

With fast payments, detailed and transparent settlement reports, and a cradle-to-grave accounting, we guarantee that you are given fair market value for your materials and provided with the records to keep you in compliance.


### Rapid Returns & Reporting

Conesus issues purchase orders and bills of lading for every shipment, ensuring that you have full documentation and no-hassle shipping. Upon arrival, each container is marked, weighed, and sampled to ensure that your payment is fast and accurate.

### Reuse & Recovery

Using our cutting edge, advanced technologies, we recover the most value from your materials as well as help you reduce your waste stream volume and carbon footprint. There is no other recycler on the planet that can provide the same level of sophistication and environmental benefits that Conesus does.





WORLD CLASS LABORATORY  
EQUIPPED WITH THE LATEST  
IN ANAYTICAL EQUIPMENT





# LABORATORY SERVICES

## ABOUT OUR LAB

Conesus has a fully staffed, world class laboratory equipped with the latest in analytical equipment to ensure that we can provide the most accurate assays in the industry. While many of our competitors report only Sn, Pb, Ag, and Au content, we can provide a truly complete analysis with up to 75 elements listed at exceptional levels of precision. The quality and quantity of data we can provide surpasses industry standards and can be used to identify irregularities within your process.

## OUR ANALYTICAL EQUIPMENT

- Spectro SpectroMaXx Spark Optical Emission Spectrograph
- Spectro Genesis Simultaneous Inductively Coupled Plasma Optical Emission Spectrograph
- Bruker S4 Explorer X-Ray Fluorescence Spectrometer
- Mettler Toledo T50 Titrator with Rondo 20 Sample Changer
- Retort (Muffle) Furnace For Fire Assay
- Niton XL2 Portable X-Ray Fluorescence Spectrometer

## ELEMENTS REPORTED - STANDARD

Our standard analysis will provide reporting on the following elements: Sn, Pd, Sb, Ni, Cd, As, Pb, Cu, Zn, Bi, Al, Ag, Fe, Au, and In. Other elements may be available upon request.

# ENVIRONMENTAL

“Get The Lead Out” is a common phrase. At Conesus we take it seriously. We recycle products that have unique qualities that are useful to everyone but can be damaging to human health and the environment if mismanaged. Our goal is to provide this service to our customers while at the same time maintain a safe workplace for our employees and have a zero-impact standard with regard to our environment, both locally and globally.

## HEALTH AND SAFETY

In addition to our concerns for the environment, Conesus is a company that cultivates its relationships between industrial responsibility, natural resources, and human talent. Our corporate conscience demands that we strive to have every employee go home each day as they arrived that morning; their safety is our top priority. As such, our incident rates are consistently lower than industry average.

Conesus maintains extensive employee health and safety plans to ensure a safe workplace for our employees. All plant employees receive complete job training and physicals, including baseline blood Lead, spirometry, and audiometric tests, as part of Conesus’ new employee training procedure. Ongoing blood Lead testing is performed quarterly for all employees. Monthly safety meetings that emphasize safety as a way of life are held to keep safe work practices at the forefront of every employee’s mind.



Conesus is proud of its environmental stewardship. The above logos represent some of the agencies we work with in order to make sure our operations are as harmless to the environment as possible.



# RACS TECHNOLOGY

While solder dross is a by-product and generally exempted from hazardous waste status, solder contaminated trash, such as under-stencil wipes, IPA or chemical wipes, gloves, rags, and finger-cots are, in all but a handful of states, a regulated "characteristically hazardous waste", and should normally be manifested and shipped on a hazardous waste carrier, unless you have a Conditionally Exempt Small Quantity Generator EPA status. What this means is that if a non-exempt generator of this trash is currently shipping to a solder company, and they're doing it without using a hazardous waste truck, they are almost certainly breaking the law.

Above and beyond the regulatory aspects, up until now the recycling process used with these kinds of materials entailed lowering the temperature of a furnace, loading them into the furnace, burning off the VOCs, plastics, and paper, and then adding a coal product, subsequently recovering the metal. This is an inefficient process as it produces CO2 from burning the material and coal product, effectively doubling the CO2 released, not to mention the cost of purchasing the coal product or the cost of the energy required to get the furnace back up to normal operating temperatures once the contaminated trash campaign has been completed.

"THE RACS TECHNOLOGY WE DEVELOPED ALLOWS US TO TAKE THAT 'CONTAMINATED TRASH' MATERIAL AND RE-USE IT AS A REAGENT INGREDIENT IN THE PROCESSING OF OTHER MATERIALS,



ConecSus, not content with an inefficient and environmentally unfriendly process, made the decision to develop new technology and invest in that process to do things differently.



Vial of shredded contaminated trash (left) and the same material now carbonized (right) and converted to a metals-recovering reagent in the RACS process.

SUCH AS SOLDER DROSS. THIS MAY HAVE THE EFFECT OF CHANGING ITS REGULATORY STATUS, SO THAT A GENERATOR MAY BE ABLE TO SEND IT TO US AS A NON- HAZARDOUS "REAGENT INGREDIENT"





# REPRESENTATIVE NETWORK

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Conesus has a vast network of representatives to help assist customers all accross the United States as well as Mexico and Canada.



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