

# THE CYANCO STANDARD

**cyanco**  
*Your Mining Solution*

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After three decades, Cyanco is still going strong thanks to our customers. As a long-standing member of the mining industry, we're proud to continue serving mines across the globe and with distinct operating needs.

We're also proud to continue working with our industry partners to help support our local communities. Read on for more information on how Cyanco adds measurable value at the mine site, while lending a helping hand where our communities need it most.



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# Meet Cyanco's new CEO: David Ming



*Hello and welcome to the fourth edition of Cyanco's customer newsletter. In it you will find staff and event highlights, along with a new customer case study and some exciting news on the technology front. Read on for more – but first, I'd like to take a moment to introduce myself as Cyanco's new CEO, as well as to personally thank Cyanco's customers for their loyalty, patronage and partnership over the last 32 years.*

**A little bit about me:** I began my career in the U.S. Air Force where I served for four years, ultimately earning the rank of Captain. I hold a bachelor's and a master's degree in chemical engineering from MIT and the University of Dayton respectively. From there I built a 30+ year career across the global industrial and chemical sectors serving in a range of commercial, operations and business development roles. My last position before Cyanco was with Huntsman Corporation as Vice President of its Performance Products business in the Americas.

**Impressions of Cyanco:** While I'm still in the early days of my Cyanco journey, I am already impressed by this focused company, which commands a top spot within the marketplace.

I'm also honored to join its proven leadership team at such a dynamic time for the company and for the mining industry.

It is through dedication to safety, product quality and security of supply that Cyanco has achieved success over the years – and it's how we will continue to be successful into the future. I'm excited to continue down this road with them – and with you – as we expand our capabilities and grow the business together.

**What to expect from Cyanco in the future:** We will look to further build on our best-in-class capabilities and services to become an even stronger partner to you, our global customers. I'm excited to work alongside the people of Cyanco to find new ways of meeting your evolving needs while always maintaining our core values of safety, reliability, and efficiency.

I'm proud that Cyanco has become the mining industry's most trusted sodium cyanide partner. In recent years, it has modernized its operational capabilities, invested in infrastructure to enhance safety, and strategically expanded its network. I look forward to building on this great momentum in our next chapter – David

# Employee Profile: Steve Cochran, U.S. Sales Manager

Steve Cochran, a 32-year veteran of Cyanco, is well known to many in the gold mining industry. He is a great supporter of the Northern Nevada community, and a tremendous representative of the company he's served for over three decades. We caught up with Steve recently to talk about his Cyanco career, the importance of trust in professional relationships, and where the mining industry is headed. Read on to learn more!

## What's the most important aspect of your job?

I see my primary responsibility as maintaining the relationships necessary to ensure the safe, responsible delivery of our product to customers. Because I lived in Winnemucca for 32 years, and am still located in Nevada (Reno), I've had the opportunity to build connections with lots of people in the mining industry outside of work. Over the years, strong relationships have developed through volunteering with organizations such as NVMA or helping out with local youth sports. I'm very lucky to say that most days I feel like I'm doing business with my friends! These relationships also make me better at my job. When I have a question or request, I know I can reach out through my network and get the information or the help I need – and vice versa. This is especially important in a service business like Cyanco's.

## How do you build trust with customers?

Trust is like a bank account that you build over time. You have to make regular deposits into that account in order to grow customers' trust. That means being reliable and always being

safe. It means customers don't even have to think about their cyanide supply, because they trust Cyanco to take care of it for them, 24/7. Outside of delivering great product on time, we grow trust with customers when we can help improve their business outcomes by optimizing their cyanide use and lowering their operational costs. We help them better manage inventory, as well as provide their employees with safety training as needed. These additional services are all deposits in the 'trust account.'

Once we have earned their trust, customers are more likely to share their future plans with us, as well as information about their current usage. That makes it easier for us to meet their needs today and tomorrow.

## Can you tell us more about your Cyanco journey?

I've been with Cyanco for over 30 years in a variety of roles. I started out as an Operator at the plant. After a few years in Operations, I took a job managing the company's Environmental, Health and Safety (EHS) function. Eventually I moved over to Sales, where my background in manufacturing and safety – alongside my overall experience in handling cyanide – proved valuable in addressing a variety of customer needs from technical problem-solving to employee training to site assessments.

## What are some of the trends you're seeing today in the mining industry?

Some of the large, international mining players are increasing their presence in Nevada, with new projects coming online and new regions being developed (like the Beatty Region). With all this activity, it behooves Cyanco

to continue building the strategic relationships that our brand is known for. It has served us well throughout our history and will help us maintain market share as new suppliers enter the competitive landscape in the heart of gold mining country!

Sustainability is also changing the mining industry in Nevada, with lithium becoming a major player in the world's efforts to decarbonize. Sustainability concerns are also driving more customers to ask about Cyanco's ESG performance and our carbon footprint. The 'greening' of the supply chain is of growing interest to our stakeholders, and it will become ever more important in the future.

Finally, we're seeing continued consolidation with ongoing mergers and acquisitions, and the search for new deposits as the overall demand for gold and silver remains unchanged – especially as a safe haven in today's economic environment. So, it's a healthy outlook with lots of new activities on the horizon...an exciting time to be in the mining business.

## How is Cyanco adapting to the evolving marketplace?

Cyanco's market share today centers on our reliability and having production facilities in the middle of Nevada's gold mining region. Our customers always have cyanide in their tanks when they need it, which helps us fend off other competitors who are dealing with complex logistics, and require moving product over mountain passes in the winter.

We have continued to invest in our infrastructure at Winnemucca, with dual production lines and rail

space to hold raw materials. We have installed redundant equipment, so if something fails or needs to be taken down for maintenance, another piece of equipment can come online.

By investing in a new solids plant, we're now able to turn excess solution into dry product and export it to other customers. This allows us to manufacture at a high level, ensuring product availability, even as demand goes up and down in the region.

Cyanco also has a strong relationship in place with our transportation vendor right down the road, which underpins our ability to provide our customers with cyanide in a safe manner anytime they need it.

At the same time, we must continue to maintain the highest standards of safety. One environmental incident or safety incident could bring downstream effects to the entire industry and the community that surrounds us.

### Why do you like working at Cyanco?

Customers know that Cyanco will come through for them, and I like being part of that. I also like the flexibility the company has given me, and the ability to interact with the industry, such as being on the board of NVMA and the Ronald McDonald House.

### What can you tell us about your family?

I have an identical twin brother who lives 120 miles from me. We followed similar career paths, but he sells food, while I sell cyanide. When we were in high school, he was considered 'the good one!' We grew up in a very rural area. There were only 23 people in our graduating class. That's probably why I loved living in Winnemucca so much. Our children have actually thanked us for raising them in a rural lifestyle.

My wife and I have four kids, starting with our son, Erik, who is the oldest. We also have three daughters: Nicole, Stephanie and Chelsea. Between them,

we now have seven grandchildren, ranging from 6-months-old to 17-years-old. Six of them live in Reno, which is why we moved here from Winnemucca. My wife basically said she was moving to be with the grandkids, and I could come along if I wanted to! We're very happy in Reno, but I appreciate the fact that work draws me back to rural Nevada regularly.

### What are you most proud of?

I'm proud of the friend base I've built throughout my life. I have a great group of friends that I enjoy spending time with – and I hope they enjoy spending time with me, too! In just about every town or region throughout the west, there's someone I am connected to.

I'm probably most proud of the legacy I leave with my children and grandchildren – and the successes they've had. No life is worry-free or exists without challenges. It's your ability to step up to the plate again after you strike out that matters. I see that in my kids and my grandkids.

### What's next on your bucket list?

I recently bagged a bull elk in Nevada, which was high on my bucket list! Now, I'm just looking forward to traveling, playing golf with my twin brother, hunting, fishing, hiking and biking. As I get nearer to retirement, I want to do all those things more.



## Alvin Plant Receives ICMC Recertification

The International Cyanide Management Code (ICMC) is a voluntary code developed to help the mining industry implement consistent standards related to the safe manufacture, transport and use of sodium cyanide. It is open to gold and silver mining companies, manufacturers of cyanide, and transporters of the chemical. The Cyanide Code was one of the earliest standards and certification programs developed for the minerals sector, and today it is amongst the most established certification programs in the mining industry.

As a founding member and signatory of the ICMC, Cyanco holds its own facilities to the highest safety

standards. From our door to yours, we ensure that every precaution is taken to safely produce, package and deliver our products according to ICMC guidelines.



As such, we're proud to say our Alvin, Texas solids plant recently went through the ICMC recertification process, met all ICMC verification protocols and was found to be in compliance with the Code's Standards of Practice. The plant received its official recertification in April.

In addition to maintaining our own ICMC certification, Cyanco also helps its customers obtain and maintain ICMC-certified status. Our qualification assistance begins with an ICMC Gap Analysis to ensure the highest safety standards for our customers' employees, their communities and the environment. For more information on ICMC certification contact [appliedtech@cyanco.com](mailto:appliedtech@cyanco.com).

## Cyanco provides additional value to Quebec mine

At Cyanco, we work hard to ensure our mine customers use our products safely and responsibly throughout every step of the cyanide circuit. From transport to onsite handling to cyanide detoxification, people's safety will always be our number one concern. That said, Cyanco also understands the importance of our customers' bottom line. As such, our Applied Services Group offers equipment and world-class services to optimize customers' cyanide use, helping them improve their process efficiency and lower their operating costs.

One important service our Applied Tech team provides is the continuous analysis of Weak Acid Dissociable Cyanide (CN<sub>WAD</sub>) concentration in our customers' treatment circuits. With Cyanco's trademark Cyanide Control Systems (CCS) analytical system, customers can measure and monitor CN<sub>WAD</sub>, thereby controlling the addition of reagents required for cyanide detoxification in these effluents. In combination with Cyanco's CCS, customers can also reduce their overall consumption of cyanide, making their processes more predictable, stable and efficient.

In Canada, the Lamaque Mine, operated by Eldorado Gold Quebec, has two CCS units onsite running strong, keeping mine operators there very happy! According to Eric Costello, Canada Terminal and Sales Manager, Lamaque had one older unit in operation, which was augmented last year by a new Picric unit, complete with several new upgrades. With both now hooked up to one control system, Cyanco's Canada team has only heard good things from this mine.

"There have been no complaints or service requests since the second unit went in," said Eric. "As a matter of fact, our customer told us that the machines have proven to be reliable, with low to no maintenance required. They appreciate the detailed documentation that came with the equipment, and value Cyanco's trouble-shooting service, in support of the mine's technical team."

Working out of our Cadillac Distribution Center, Eric can be on site at Lamaque within an hour should they ever need help with product or equipment. He added that while Lamaque has not yet quantified the savings generated by the two CCS units, the mine places value on the process control enabled by this equipment, which has helped them minimize reagent consumption.

For more information on Cyanco CCS, please contact [appliedtech@cyanco.com](mailto:appliedtech@cyanco.com).

# Investing in Mining's Next Generation

## Earth Science Education Workshops

For the last 32 years, the Nevada Mining Association (NVMA) and Nevada Division of Minerals (NDOM) have hosted two Earth Science Education Workshops per year to provide K-12 educators in both southern and northern Nevada an opportunity to work directly with professionals from the mining industry.

The 2023 northern Nevada workshop took place this month in Winnemucca. It will consist of one day of classroom activities and one day of tours to active mine sites. By hosting in this rural community, educators from Carson, Douglas, Lyon, Washoe, and even Clark counties were able to learn about the importance of minerals, environmental stewardship, mining, and exciting career opportunities in earth sciences and STEM.

Participants left the workshop with supplies and resources, rock and mineral boxes, and lesson plans to take back to their students. The teachers also earned a free Professional Development Education (PDE) credit. Most importantly, they gained a better understanding of the modern mining industry and the importance it plays in our everyday lives.

NVMA and NDOM partnered with volunteers from the mining industry to teach classes and guide the field trips, including representatives of Granite Construction, i-80 Gold Mines and Cyanco. Cyanco was proud to host facility tours of its Winnemucca plant, as well as offer classroom sessions, taught by U.S. Sales Manager, Steve Cochrane.

## Support for STEM Sisters Program

Cyanco proudly sponsors hands-on science and research opportunities for high school students

Launched in 2021, the STEM Sisters program gives high school students from Washoe County the opportunity to participate in an independent research program at the University of Nevada, Reno (UNR).

Jamie Voyles, associate professor of biology at UNR, started STEM Sisters in 2021 with funding from her National Science Foundation (NSF) CAREER Award. Her goal was to provide high-level research experiences to young women interested in science.

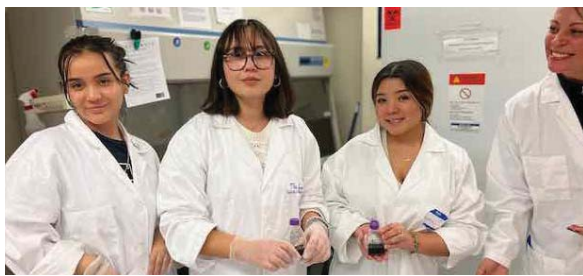
Thanks to co-sponsors Cyanco and i-80 Gold, the program is seeing continued success with another session currently underway. This spring's six-student cohort is being trained on different techniques to learn about biology and pathogens, and how to apply the scientific method.

Allison Anderson, Community and Government Relations Manager at i-80 Gold Corp. said she became interested in STEM Sisters when she first read about the program two years ago. "I thought it was such a wonderful idea – and a great way to give young women lab experience, provide them with mentors and expose them to opportunities in technical fields," she said. "I contacted Jamie directly and asked if i-80 could help sponsor the next group of participants."

Once she got the ball rolling, Anderson connected with i-80's cyanide supplier, Cyanco, to see if they were interested in partnering on this unique sponsorship opportunity.

Steve Cochrane, US Sales Manager said, "We jumped at the opportunity to work with i-80 Gold to support the STEM Sisters' mission. Both i-80 and Cyanco are proud members of the community, and we're always looking for ways to support our neighbors. It's a double benefit when we can engage with young people and encourage them to consider a career in mining."

"Demonstrating the value of participating in the science enterprise can only be accomplished when we provide funds that ensure students' time is wholly devoted to learning and training in a laboratory setting," said Voyles. "With the support of i-80 and Cyanco, we are able to offer a truly immersive science training opportunity – at the collegiate level – for these young women."





## Cyanco's Commercial Team Represents at Industry Events

Cyanco's Commercial Team has been busy over the first half of the year attending important industry events, learning more about industry trends and what's most important to our customers today AND tomorrow.

Check out Gregg Zoccola and Hartono Wijaya at the Future Minerals Forum in Saudi Arabia where the discussion was all about leveraging the Region's abundance of natural resources to meet the growing global demand for rare earth elements, minerals and metals in a low-carbon economy. Hartono made a Cyanco presentation about the criticality of building a responsible supply chain in this emerging mining hub, anchored by Tier 1 raw material and transportation suppliers such as Cyanco.

The Cyanco team, including Leo Martinez and Eric Costello, was also in attendance at the 2023 Prospectors and Developers Association of Canada (PDAC) convention. Launched in 1932, PDAC hosts more than 3,600 exhibitors and investors each year.

Major focus this year was placed on the importance of Canada's commodities for powering electric vehicles, creating renewable energy solutions and developing new, smart living solutions.



# Cyanco hosts its Annual Cyanide Safety Training Event

**The stakes are high in mining and the industrial chemicals business. When mistakes are made or accidents happen, people can get hurt.** That’s why Cyanco takes every precaution – every minute of every day – to safely produce, package and deliver our sodium cyanide products to you.

We also want to make sure that customers are handling this critical chemical properly in their heaps and tanks – as well as safely detoxifying and disposing of it.

**As such, we invite you to attend Cyanco’s annual Sodium Cyanide Safety Training, Wednesday, June 28th at the Winnemucca Convention Center from 8:00 a.m.–12:30 p.m. Pacific Time.**

- Convention Center Training, registration 8:00, training 8:30 – 10:30
- Plant Tour and Lunch at Cyanco 11:00-12:30
- Golf at Winnemucca Golf Course 1:30-4:00 (9 holes “fun golf”)

The classroom training session will cover everything from basic facts about the material and how it’s used to hazard recognition and what to do in incidents involving sodium cyanide. From the convention center, we will travel to Cyanco’s Winnemucca plant, where we’ll enjoy a catered lunch, along with guided tours of the facility.

Guests are invited to join in a golf excursion afterwards at the Winnemucca golf course, courtesy of Cyanco.

We hope you can join us for what is sure to be an invaluable experience, providing participants with:

- ✓ Train the trainer instruction
- ✓ Increased situational awareness

J U N E

28<sup>TH</sup>

2023 // 8AM

**The 2023 Sodium Cyanide Safety Training includes:**

- ✓ Cyanide Characteristics and Risks
- ✓ Safe Handling, Storage & Work Practices
- ✓ Transportation and Packaging
- ✓ Emergency Response
- ✓ Industry Best Practices

Details on each session can be found on the event registration page. **RSVP now to confirm your attendance.**

<https://cyanco.com/events/safety-training-2023-registration/>

**We look forward to seeing you in Winnemucca!**

CYANCO VALUES AT WORK



ONE TEAM. ONE GOAL.  
SAFE PRODUCTION.



Look for Cyanco at these upcoming events:

**AUG** 25-26 **Nevada MPD Conference and Golf Tournament**  
Reno, NV

**SEPT** 06-09 **NVMA Annual Meeting and Convention**  
Lake Tahoe, NV

**SEPT** 13-18 **Central Canada Expo**  
Thunder Bay, Ontario, Canada

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