

## IPMI's 9th Annual Platinum Dinner

Thursday, September 15, 2022

Intercontinental New York Barclay Hotel

111 East 48th Street, New York NY 10017



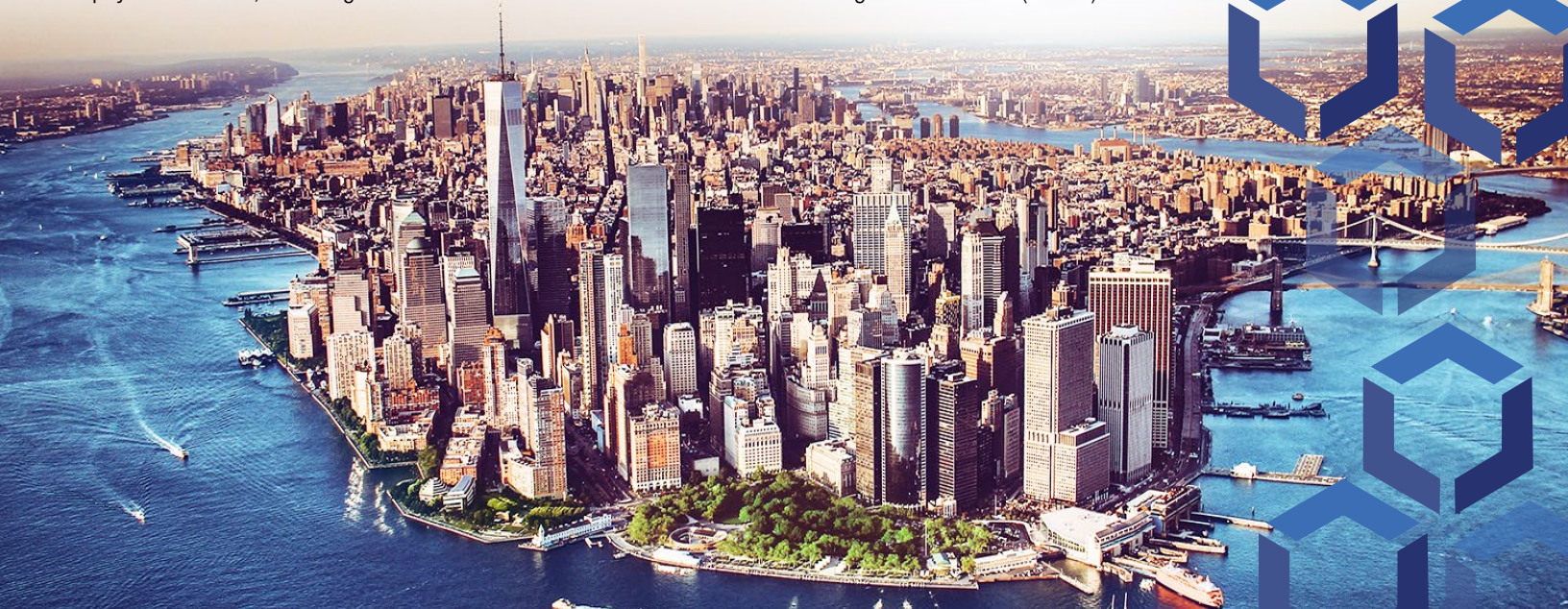
### Introducing Guest Speaker Suki Cooper

Executive Director, Precious Metals Research  
Standard Chartered Bank

### The Future of PGMs in a Changing Global Marketplace

Suki is the Bank's Precious Metals Analyst, based in New York. She covers the markets for gold, silver, platinum, palladium and other platinum-group metals, along with the key producing countries and consuming sectors. She joined Standard Chartered in 2015 from Barclays, where she spent 11 years, most recently as Head of Metals Research. Suki has worked with corporates, refiners, physical traders, sovereign wealth funds and central

banks, institutional investors, hedge funds and private wealth firms, providing analysis and the outlook for the precious metals sector. Previously, she was a Chartered Accountant at PriceWaterhouseCoopers. Suki is the Chair of the Public Affairs Committee of the London Bullion Market Association (LBMA), and regularly features in the media. She is an ACA Fellow of the Institute of Chartered Accountants in England and Wales (ICAEW).



REGISTRATION  
IS OPEN



## IPMI Environmental, Health & Safety Seminar

BASF NJ Headquarters, 33 Wood Avenue, Iselin, NJ 08830

October 12, 2022 10 am - 3 pm

This will be a Hybrid Event:

In-Person Registration \$100

Virtual Registration \$50

### AGENDA

10:00–10:15AM	Welcome	Larry Drummond – IPMI
10:15–10:45AM	EHS Leadership	Bob O'Neill – Umicore
10:45–11:15AM	PM Recycling – Rules, Regulations, and Issues	Amy Donohue-Babiak – Johnson Matthey
11:15–11:45AM	Physical Hazard Recognition	Elba Lizardi – BASF
11:45–12:30PM	Lunch Break	
12:30–1:00PM	EHS Onboarding	Jay Bruner / Ashley Orth – Johnson Matthey
1:00–1:30PM	Shipping Chemical Substances to the US. Understanding the Maze of CBP, DOT, EPA and OSHA Requirements	Bob O'Neill – Umicore
1:30–2:00PM	Regulatory Changes that Could Impact the Precious Metal Industry	Chris Fitzpatrick – Johnson Matthey
2:00–2:15PM	Brainstorming for Future Topics of Interest	
2:15–2:30PM	Wrap Up	

**REGISTER**

IPMI's Sampling and Analytical Committee

## Precious Metal Sampling, Assay, and Representation Symposium II



**October 16-19, 2022**

**October 16 - Opening  
Evening Reception**

**October 17-18 - Symposium  
Details to Follow**

**October 19 - Optional  
Social Outing**



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## TANAKA Gold Bonding Wires Use 100% Recycled Precious Metals

TANAKA subsidiary TANAKA Denshi Kogyo K.K., which is engaged in the production of various types of bonding wires, will start taking orders for gold (Au) bonding wires manufactured using only “RE Series” 100% recycled precious metals.

A compound for plating solutions has already been launched as the first product to use the RE Series supplied by TANAKA Kikinzoku Kogyo as raw materials. As a secondary use, the RE Series is being expanded\*1 to gold bonding wires manufactured by TANAKA Denshi Kogyo.

Boasting the world’s highest market share\*2, TANAKA Denshi Kogyo’s gold bonding wires support the world’s semiconductor industry. A stable worldwide supply of the RE Series is possible as it is being produced at four locations - Japan, Singapore, Malaysia, and China - and has obtained third-party verification.

TANAKA Precious Metals hopes to contribute toward the establishment of a sound material-cycle society and increased demand for sustainable materials and products by supplying the RE Series. In the future, TANAKA Precious Metals will further expand the business of recycling precious metals which are natural resources with limited reserves to the global level with the goal of achieving a stable supply.

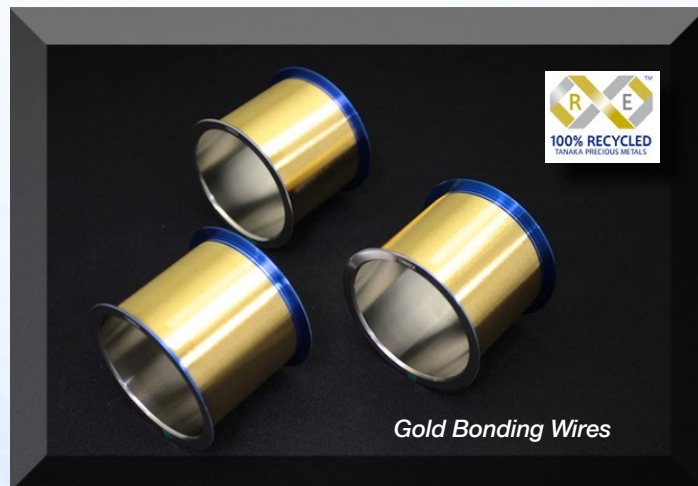
### About Gold (Au) Bonding Wires

Bonding wire is the metal wire that electrically connects semiconductor chips to external electrodes. They mainly use extremely fine wires (10+ microns thick) made from gold, silver, copper, and aluminum. In particular, bonding wires made using gold have better corrosion resistance, workability, connectivity, and chemical stability than those composed of other metals. Besides electronic products such as computers and mobile phones, semiconductors are also widely used in home appliances and vehicles. In addition, semiconductors are gaining greater attention as a critical component in electric vehicles and digital transformation, contributing to the realization of a carbon-neutral society.

### About the RE Series

The RE Series is composed of materials refined only from recycled precious metals rather than from sources such as mined bullion. TANAKA Kikinzoku Kogyo has been operating a recycled precious metals business since it was established in 1885. By expanding its RE Series production line, it is working to supply products that use 100% recycled precious metal materials, starting in 2022.

In addition, TANAKA Kikinzoku Kogyo offers services using a comprehensive system of management within the Group, from product recovery to refining and remanufacturing into new products. Using



advanced precious metal analysis technologies\* developed through many years of research and development, it is able to accurately evaluate the rate of precious metal content in recovered materials, which is important for recycling.

\*One measure of precious metal analysis capabilities is the status of Good Delivery Referee, an accreditation of the LBMA and LPPM, the most prestigious organizations in the field globally, which TANAKA Kikinzoku Group received as one of only five companies globally and the only company in Japan and the rest of Asia. The Group is also the first in Japan to acquire ISO/IEC 17025 accreditation for its analysis technologies for platinum, gold, silver, and palladium.



*Bonding Wires support many unseen areas of our lives.*

## The IPMI European Chapter 6th Annual Seminar **13-15th November**

The IPMI European Chapter 6th Annual Seminar will be taking place in Lisbon Portugal this year, from the 13-15th November.

The theme of the conference: "Future of precious metal's in industrial applications post pandemic and also under the influence of continued geopolitical uncertainty and a potential global recession"

Upon registering and paying for the conference, you will receive an email with a link to book the hotel based on the special discount rate.

**We hope to see you all there!**

**The Board of Directors, IPMI European Chapter**

European Chapter of the  
**IPMI** 

## **The Gold Standard in Precious Metal Business Management Software.**

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# Embracing excellence & efficiency

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Metallix taking precious metals recycling and refining to a new global perspective.

## METALLIX ANALYTICS LABORATORY

The Metallix Analytical Lab sits at the heart of our refinery. The 4,000-square foot, custom-built laboratory in Greenville, North Carolina is one of the industry's leading facilities and clearly demonstrates our commitment to innovation and growth.

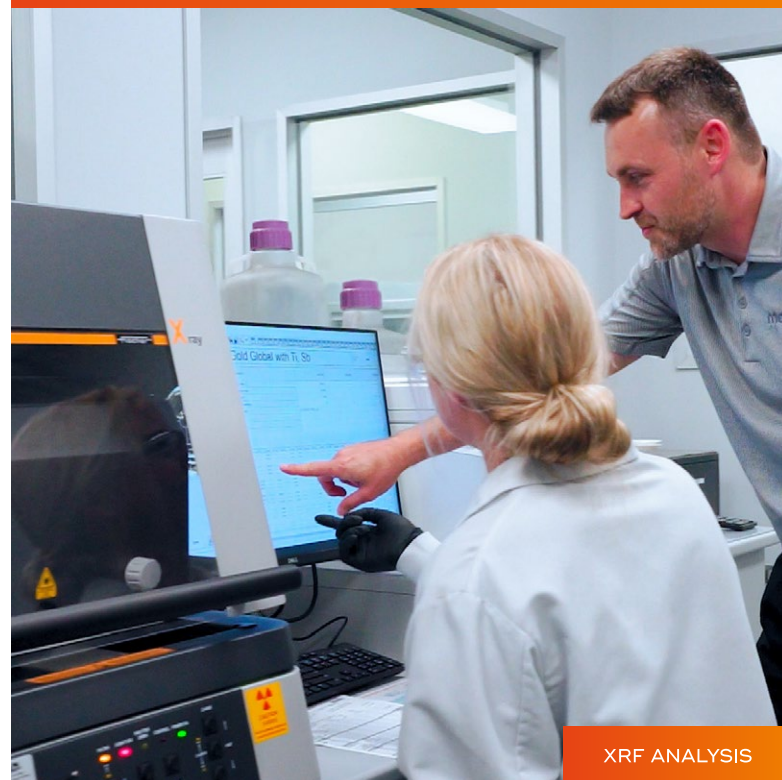
Our highly experienced, diverse team of laboratory technicians and analysts have a thorough understanding of the analytical process and are committed to ensuring that every result is accurate.

Marc Campillo, Refining Director at Metallix, is based in our plant in Greenville, North Carolina. He has a Ph.D. in Analytical Chemistry and has spent ten years working in different parts of the precious metals industry, from electronics to jewelry to catalyst.

'We have a great team at Metallix. We have people from different backgrounds that work together to ensure that the material is received and processed properly. We embrace equality in everything we do, and we always make sure that we get the best qualified person, regardless of their background.'

## COMMITMENT TO INNOVATION

The Analytical Lab also plays an important role in supporting innovation at Metallix. The team is involved in developing and devising new recovery methods to improve returns, minimize environmental impact, and allow recycling of new waste streams.



XRF ANALYSIS



Our goal is not just to produce numbers but to report reliable, representative, accurate results that are meaningful to our business.

**Julian Zhang PhD**  
Lab Manager

## CUTTING EDGE TECHNOLOGY

The lab is fitted with cutting edge technology and equipment, enabling our staff to select the best tool for each element of the analytical process.

When a new material arrives in the lab, our panel of experts reviews its characteristics and decides what testing needs to be performed prior to processing. We carry out the necessary experiments, determining the optimal conditions for processing.

The samples that are received for testing are meticulously analyzed to determine the precious metal contents and the value of the material.

Each step of the analytical process is performed in separate rooms in order to maximize efficiency and maintain optimal conditions.

[WATCH MARC'S INTERVIEW](#)

## ANALYTICAL PRECISION

Our fire assay and cupellation furnaces enable the team to test precious metals using the most common industry standards. They are complemented with high precision analytical balances, providing the foundation for accuracy.

In addition, XRF and elemental analysis techniques are used to determine matrix elements and ensure each sample is free of interferences. The combination of equipment and instrumentation in the lab, allows our team to accurately determine concentrations of precious metals in the samples spanning from trace levels up to 99.995% purity.

The lab also participates in several round robin testing programs in order to ensure repeatability of our results. Lab Manager, Julian Zhang is responsible for the day-to-day operation of the lab.

Metallix's commitment to innovation is key to its success. It allows us to develop methods that align with our suppliers' sustainability goals. Moving forward, we hope that Metallix advancements in technology and methodology will inspire the industry to become more efficient and embrace excellence in the field of precious metals recovery.

**Marc Campillo-Funollet PhD**  
Refining Director



CUPELLATION FURNACE

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## Precious Metal Refining

Au, Ag, Pt, Pd, Rh, Ir, Ru, Cu

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PMR is an industry leading expert in the recovery of Platinum, Palladium and Rhodium from scrap catalytic converters.

With specialized in-house machinery developed for ceramic, foil, DPF and aftermarket converters, we assist multi-facility scrap metal recyclers, automotive recyclers, and non-ferrous metal corporations in getting the best potential value for all material types.

PMR's state of the art PGM laboratory provides suppliers with the most accurate and precise precious metal returns 6x faster than competitors, allowing businesses to react quickly to market changes with detailed and transparent results; diminishing the risks associated with a naturally volatile market.

Through multiple data insight tools, such as an online database that assigns converter count and value to vehicle VIN number, PMR helps businesses be more aggressive in obtaining market share while elevating their competitive edge. PMR's exclusive online portal provides c-suite management with the metrics and KPIs necessary to properly evaluate profitability within their converter operations.

PMR focusses on providing attentive and consultative support to each business looking to not only maintain but gain in the years to come. Working with PMR means working with a company that adapts to your needs.

PMRCC.COM ♦ 1-855-901-5050

## IPMI 47th Annual Conference Phoenician Hotel · Scottsdale, Arizona

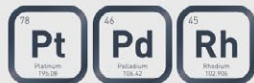
*June 10-13, 2023  
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INDUSTRY NEWS

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46th Annual Conference  
PODCAST



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[https://www.youtube.com/watch?v=jc25-DWi8\\_g](https://www.youtube.com/watch?v=jc25-DWi8_g)

## Precious Metals Market News

### Gold

#### • **The Bear And The Gold Bull**

- It's a no-brainer to imagine gold should rocket with inflation. This link is investing 101. Well it seems that information is obsolete because gold is stuck, all the while huge inflation numbers are splashing all over the world.
- So, what is the play for gold? If you are a doomster, and there seem to be plenty, then gold and silver are still THE investment. If you believe that the markets can't be out of whack forever and reality must win out, then gold is a buy and hold. If you think that gold is boomer bitcoin, then you should steer clear.

<https://www.forbes.com/sites/investor/2022/08/24/bear-gold-bull-newmont-mining/>

#### • **Gold trims losses after U.S. Fed minutes; firmer dollar weighs**

- Gold pared some losses after minutes from a Federal Reserve meeting showed the pace of future hikes would depend on incoming economic data, while the dollar also added pressure on prices.
- Minutes from the July Federal Open Market Committee (FOMC) meeting stated that it could take longer than anticipated for inflation to dissipate.
- The pace of future hikes would depend, the minutes said, on incoming economic data, as well as Fed assessments of how the economy was adapting to the higher rates already approved.

<https://www.reuters.com/article/global-precious/precious-gold-trims-losses-after-u-s-fed-minutes-firmer-dollar-weighs-idUSL4N2ZT2UU>

### Silver

#### • **The silver market: Near-term scenarios and long-term prospect**

- Paper silver prices declined sharply last week pressured by a stronger dollar.
- David Morgan believes that silver could perform well in the coming months even amid a recession.
- The long-term case for silver is still strong with shrinking supply expected to provide outsourced gains.
- <https://invezz.com/news/2022/08/23/the-silver-market-near-term-scenarios-and-long-term-prospects/>

#### • **Intersolar South America Day 1: Brazil may install 11 GW of solar this year**

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<https://invezz.com/news/2022/08/23/the-silver-market-near-term-scenarios-and-long-term-prospects/>

# INDUSTRY NEWS

Precious Metals Market News, continued from page 12

## Platinum Group Metals

- Anglo American Platinum Awaits China-Delayed Automotive Recovery
- H1 2022 was momentarily strong for PGMs, but after the initial bout of panic and speculation, PGM prices came down. And Anglo-American Platinum follows PGM prices almost 1:1.
- The automotive recovery continues to see issues with the China lockdowns.
- Moreover, the latent issues in the economy could spell issues.
- PGM prices are trending down and we think the macro situation will be the end of this cycle for PGMs. At least, hydrogen plans aren't dead with the Russian invasion.

<https://seekingalpha.com/article/4536341-anglo-american-platinum-china-delayed-automotive-recovery>

- **Average new car prices set to hit record \$46,259 in August**

- J.D. Power estimates that the average transaction price for August will be \$46,259, which is up from July's record of \$45,998. The price represents +11.5% from last August, which was when the supply shortages first started having a significant effect on the new-car market.
- Monthly finance payments hit an all-time record of \$716, +12.2%, at an average 5.51% interest.

<https://www.msn.com/en-us/money/other/average-new-car-prices-set-to-hit-record-2446259-in-august/ar-AA112VFc>

continued on page 14



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# INDUSTRY NEWS

Precious Metals Market News, continued from page 13

## Precious Metals Recycle

- **Heraeus Precious Metals adds a smelter to its recycling capabilities**

- “We are convinced that the precious metals recycling market will continue to grow as a result of more regional supply chains and an increasing demand for both secondary recycled materials and circular solutions,” explains Uve Kupka, President Heraeus Precious Metals Americas. “The investment in our site in Wartburg will be in the mid double-digit million USD range and is part of a larger expansion program executed at our locations worldwide.” Furthermore, it will contribute to the advancement of the local economy through the creation of 40 to 50 new jobs in Morgan County, Tennessee.

[https://www.heraeus.com/en/hpm/company/hpm\\_news/2022\\_hpm\\_news/new\\_smelter\\_for\\_recycling\\_capabilities.html](https://www.heraeus.com/en/hpm/company/hpm_news/2022_hpm_news/new_smelter_for_recycling_capabilities.html)

Please see our IPMI.org website [IPMI & Industry News](#) for a complete listing of news articles relative to the world of precious metals.



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## IPMI® Calendar

To register attendance to IPMI events or add to your personal calendar, click on the following: [https://www.ipmi.org/events/event\\_list.asp](https://www.ipmi.org/events/event_list.asp)

2022

**Sep 14** ..... Metro New York Chapter Platinum Week Event

**Sep 15** ..... IPMI Platinum Dinner • New York, NY

**Oct 12** ..... EHS Seminar • BASF Office • Iselin, NJ

**Oct 17-18** ..... SAC Symposium II • Colorado School of Mines • Golden, CO

**Nov 13-15** .... Europe Chapter Seminar • Lisbon, Portugal

2023

**Feb 7-8** ..... IPMI Legislative and Public Affairs Conf. • Army-Navy Club • Washington, DC

**Feb 28-Mar 2** IPMI Winter Meeting • Hyatt Grand Cypress Resort • Orlando, FL

**June 10-13**... IPMI 47th Conference • Phoenician Resort • Scottsdale, AZ