

Kodak alaris



Portfolio of Silver Management Services

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The following services have been, and continue to be available world-wide

- Evaluate lab silver recovery processes for maximum efficiency, through Account Managers
 - Silver sampling program for a snapshot in time
 - Consulting by phone and/or WebEx
 - Site visits for a silver balance (audit) are possible
- Identify reclamation services and equipment to suit lab operations
- Training for lab personnel

Your Kodak Alaris representative can arrange discussions with an expert. Information on silver recovery techniques is available on KODAK Pro Lab Resource Center (sign-in required) or on the Kodak Alaris internet site. [Silver Recovery](#)

Labs should perform a “Silver Assessment”, or silver balance, on a regular basis to be sure their silver recovery systems are performing adequately.

What is involved in a silver assessment?

- Estimate silver coming into the lab in photographic films and papers
- Tracking silver returns from refiner(s)
- Labs may want to use more than one refiner
- Audit chemical usage (replenishers) and compare against overflow solutions collected
- Run silver analyses

Kodak Alaris can
assist!!



Portfolio of Silver Management Services

In addition to the services in the previous slide, in some cases, Kodak Alaris can now offer to manage silver recovery systems for **USA** customers.

This service is through the KODAK Service and Support (KSS) organization based out of Durham, North Carolina.



How it Works

- Based on product usage estimates we can suggest how much silver is at stake.
- Then we find out what is currently in place in the lab for silver recovery
- From this information, we can recommend what equipment is necessary and, **for USA customers**, formulate a proposal for the KSS full service.

Example

- A lab purchasing 200,000 square feet of KODAK PROFESSIONAL ENDURA Premier paper. This amount of professional paper contains just under 300 troy ounces.
- This size lab would be best suited for an MRC system, needing 4 change outs per year. Expect a return of roughly 70%, or \$3,000 (at \$14.40 per t-oz)
- The above estimate assumes the lab maintains its silver recovery system. A contract with Kodak Alaris would cost around \$1,800 per year.

What percentage of silver can be recovered?

- Labs using electrolytic silver recovery followed by one of the tailing techniques should expect to recover 90-92% and more of the silver passing through their lab.
- Labs using Metallic Replacement Cartridges or MRC's (steel wool buckets) should be able to recover over 65-70% of the silver passing through the lab.
- What is not fair in the above comparison is the cost of electrolytic silver recovery equipment is not included, but the cost of purchasing and refining of MRC's is included.

About the Silver Recovery Program

- A USA field force exists, best in class
 - KODAK Service & Support Field Engineers and KODAK PROFESSIONAL Imaging Solutions Account Managers
- Relationships exist between Kodak Alaris and:
 - Equipment provider
 - Refiners
- Service codes have been set up and are in the system
- Customers have signed up

Service provided by KSS. Who are those guys?

- KSS is an “arm” of Kodak Alaris based in Durham, North Carolina, delivering service and support to retail photo locations in the USA and Canada.
- KSS offers silver management as well as an array of repair and maintenance services.
- There are currently around **200 Field Engineers** stationed throughout North America.



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