

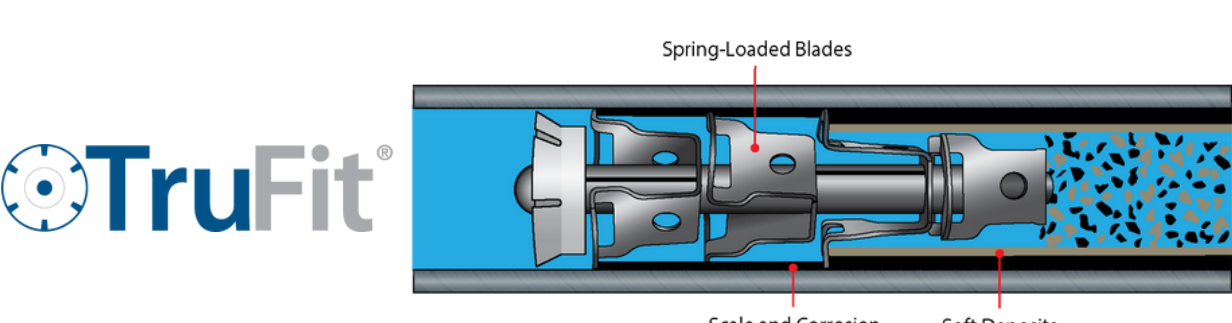
### CONCO IS PROUD TO ANNOUNCE ITS ACHIEVEMENT OF **1 MILLION MAN-HOURS** WITHOUT A LOST TIME INCIDENT!

### CONCO LOW-PRESSURE CLEANING METHOD ACHIEVES TEST READY TUBES

Motivates Plant to Increase Job Scope Almost 15x

A petrochemical facility in Southwest Louisiana initially called on Conco to dry tubes that had been cleaned with high-pressure water before returning to service. Tubes should be dried when exchangers are subjected to cold operating temperatures with the potential for residual water freezing resulting in equipment failure upon startup. Conco's original job scope consisted of three technicians drying tubes with air and foam pigs for four days.

While on site, Conco technicians noticed that the tubes were still noticeably dirty after having been cleaned by high-pressure water. The facility was having difficulty acquiring accurate data due to the fouled tubes and awarded Conco the opportunity to demonstrate the effectiveness of its ProSeries™ tube cleaning system featuring TruFit™ Cleaners.



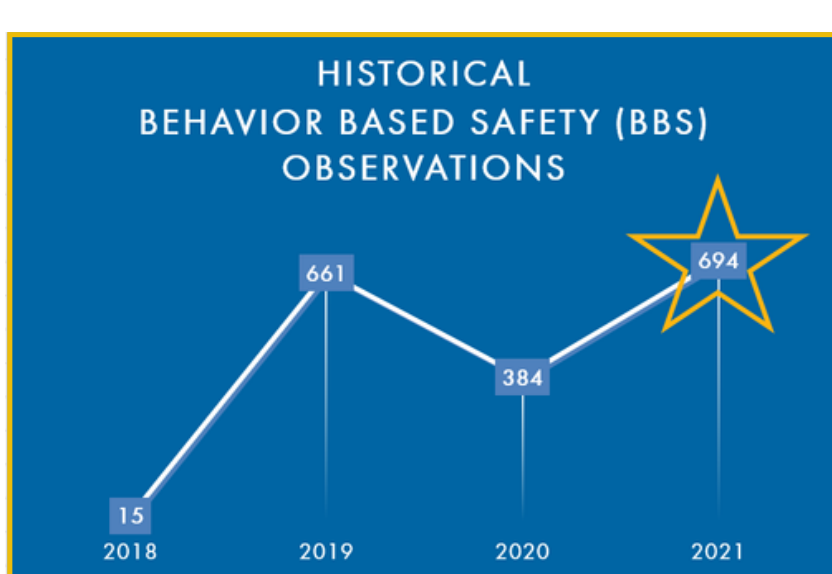
The superior cleaning results surprised the customer, and the job scope was immediately expanded with a request for increased manpower and equipment. The job continued grow over the course of several weeks. Conco quickly adapted the original plan for a three-technician, four-day work scope into three crews for over 30 days. In addition to drying, Conco cleaned tubes with low-pressure (max 600 psi), low-volume (90% less wastewater than conventional high-pressure water cleaning) water and TruFit™ cleaners. In fact, the tube cleaning to facilitate accurate test results turned out to be the largest part of the scope. The Excaliber® was then used to polish the tubes without the use of water.

The results for this facility were: cleaner tubes, improved test results, and the assurance that their equipment would not fail upon startup.



### Record BBS Participation in 2021

Conco's safety department implemented a Behavior Based Safety (BBS) program in 2017 to improve safety and reduce risk in the workplace. BBS is intended to focus workers' attention on their own and their peers' daily safety behavior to assist in reducing at risk behaviors. A reduction in at risk behaviors equates to fewer injuries in our workplaces. Conco's safety department is proud to share that employee participation in 2021 reached a record high.



ALL employees are encouraged to submit BBS observation cards addressing safety concerns, recognitions, or general observations whether on a job site, in a Conco location, or at a meeting with potential client. The data collected is used to find trends that are in turn used to determine the need for safety training, procedure reviews, and topics for communication from the safety department.

Each month, Conco randomly selects one winner from all the BBS Cards collected. The Conco employee who submitted the BBS card receives a \$100 VISA gift card and is recognized on Conco's social media accounts. Winners in 2021 so far were Derek Finch (January), Forace Graves (February), Elliot Langlinais (March), Mike Massie (April), Juan Giraldo (May) Melissa Rome (June), Robert Flowers (July), Bryant Hulin (August), Andy Buttari (September), Chaz Jenkins (October), and Mike Ogurchak (November).

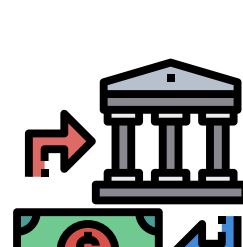
### JUAN DAVID GIRALDO Conco Safety Standout Award Recipient



The Safety Standout award is issued in January and July each year to an employee who demonstrates a consistent and significant commitment to safety.

Top 3 Finalists for the Award are determined through a survey of their peers. Finalists then participate in an interview with a panel of Conco's Management Team and are scored on their responses. Juan David's interview scores combined with additional points for participation in Conco Safety Programs were the highest of the three finalists, and he was named July 2021's Safety Standout Winner! He was awarded several prizes including \$500 and a personalized FR shirt.

### Conco Transitioning to ACH Payments



Conco has changed from PNC Bank to S&T Bank. If you do not have our updated banking information for making Wire or ACH Payments please contact the Accounting Department at [ARConco@Conco.net](mailto:ARConco@Conco.net).