



GUIDEWIREGROUP
SCORE CARD

iSi Recycling Service

19	Business Viability	Execution on Business & Product	Team	Business model	Funding
	4/3/3	2/2	3	2	

SUMMARY: iSi Recycling Service converts carbon-fiber manufacturing waste into activated ultracapacitors used in batteries used in hybrid-energy vehicles and other consumer and industrial applications.

The company projects that demand for ultracapacitors will reach \$6B by 2020. Market growth, however is gated by the high-price of carbon-powder-based electrodes. The iSi Recycling process reclaims activated carbon material from carbon fiber materials, such as airplane and automobile bodies. The recycled carbon can be priced to be extremely market disruptive, and ultimately reduce significantly the cost of hybrid vehicles and other battery-dependent equipment.

A potential spinout of the 20-year old ISI Environmental & Recycling LLC, the company is raising \$250k to validate the technology and run a pilot program. After initial testing, the concept now is being further tested at Oak Ridge Research labs to validate the material.

STRENGTHS / CHALLENGES:

Strengths:

- Strong team, bolstered by leading researchers and experts in carbon materials and ultracapacitor market.
- Heritage of parent company gives confidence that the startup can execute efficiently and provides leverage in contract negotiations.
- Company has sourced waste material.

Challenges:

- Current suppliers of carbon, such as CalgonCarbon, Norit, PICA, Mead Westvaco, could establish long-term supplier contracts in advance of iSi's entrance to market.
- Other recycling operations can impact the waste stream needed for this business.

COMPANY INFORMATION: iSi Environmental Services
215 South Laura
Wichita, Kansas 67211
(316) 264-7050
www.isienvironmental.com

Gary Mason - CEO/Founder