



An Innovative  
Partner in  
Chemistry

# The Innovator

## From the President...

**I**n these challenging economic times and in our respective businesses, we all evaluate where we are now and where we are headed. We pay special attention to our markets and stay focused when taking on additional risk necessary for growth. In November 2009, CJB Industries purchased a second plant site in Valdosta and started it up in January 2010. We discussed our new facility, Gil Harbin, and its staffing in our spring newsletter. At the time we hoped that a broad economic recovery would occur during the later part of this year.



Unfortunately, the broad economic recovery has not occurred to date. However, I am very pleased to report that CJB Industries is projected to end the year ahead of its corporate business plan. Our business growth is due to the addition of new products for existing customers, new customers, and enhanced manufacturing capabilities. This growth comes through the continued hard work and support of our customers, employees, vendors, business associates and friends. Thank you!

CJB headcount grew by more than 50% this year, stemming primarily from the new plant addition. At the Gil Harbin plant (GH site) we added our second 120 liter wet mill and are in the process of adding additional tanks, expanding filling lines, and completing our instrument additions in our Gil Harbin lab. In addition, we are adding bulk storage tanks and are evaluating other growth opportunities for next year. At the Cypress Street plant (CS site) we added a pre-mix tank and heat exchanger to our liquids processing area and in the filling area a bottom up liquid filler, reducing product foaming. We also upgraded other filling equipment with diving heads and installed an automated lift system on one packaging line for finished goods. In the solids area, we ordered an automatic dry packaging line with check weigh system that is due to be installed later this year. We continue focusing efforts to improve customer relationships, operational efficiencies, inventory reporting and employee safety and training, while working within Our Values.

*(Continued inside)*

*“CJB  
Industries  
is committed  
to meet and  
exceed customer  
expectations through  
dedication and  
continual  
improvement”*

"Our Mission is to be the manufacturer-of-choice within our chosen markets through ensuring conformance to



## Fran Bunch

*Data Manager*

**F**ran Bunch joined CJB in December 2009 as Data Manager. She came to us with 10 years of manufacturing experience, most recently as a SAP Deployment Analyst with Weyerhaeuser. Fran worked with the SAP team traveling to various manufacturing sites training personnel on SAP and troubleshooting issues during implementation. While at Weyerhaeuser, she was responsible for ISO certifications and training programs as well as performing quality and environmental audits. At CJB, Fran continues to work with certifications, training, and inventory movements and analysis. Fran is a certified Red Cross Instructor in both First Aid and CPR and a Dale Carnegie Assistant Coach. She is originally from New Orleans and after many years of support was able to celebrate her home town team winning the Superbowl last year, overcoming the moniker of the "Aints".



# Shortages of Trucks and Drivers Stall Deliveries

**S**hortages of trucks and drivers are delaying some deliveries of products and materials across the USA and raising freight costs. Shortages are projected to worsen in 2011 and new rules will make it harder to hire drivers with spotty safety records and could limit the number of hours drivers can work. Entry salaries averaging ~ \$38m combined with reduced working hours and weeks away from home reportedly make it tough to recruit workers to fill vacancies created when older drivers retired when they were laid off, or when their workloads were cut. A consulting firm to the federal government projects a 400,000 driver shortfall by 2012. Contract rates plunged at the beginning of the recession and are up about 4% overall for 2010 to date and spot rates are up as much as 40%.





# Inland Port to Create Thousands of Jobs in South Georgia

**N**orth of Valdosta, in Cordele GA., officials broke ground two months ago on the first phase of the Cordele Inland Port. This new facility will serve as a distribution center with direct rail service to the port of Savannah, GA. for overseas containers. In mid-September, officials projected operations to begin 1st quarter 2011 with contracts in place for 3,800 container shipments from 3 key customers already confirmed. Overall, first year throughput is planned for 5,000 containers. CJB will evaluate to understand the potential benefits for our customers and vendors.

[www.cordeleintermodal.com](http://www.cordeleintermodal.com)



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## From the President

We have a brand new web site; please check us out and see what else is new at CJB: [www.cjbindustries.com](http://www.cjbindustries.com) .

As we go forward, we are optimistic about 2011 both for our country and for our businesses. Again, we recognize our growth comes through those who assist and support our efforts. From all of us at CJB Industries, we thank you and wish you and yours a happy and safe holiday season and a blessed new year.

Best Regards,

R. Clinton Beeland, Jr.  
President

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**(229) 293-0800**

Visit our updated web site...  
[www.cjbindustries.com](http://www.cjbindustries.com)

*ISO 9001:2000*

*ISO/TS 16949*

*ISO 14001:2004*

*EPA Establishment*

## Brad Zimmer

*Operations Manager*



**B**rad Zimmer joined CJB in April 2010 as Operations Manager for the Gil Harbin Facility. He came to CJB with over 10 years of engineering and operations experience. After receiving his degree in Mechanical Engineering from the University of Tennessee, he worked in several key businesses within DuPont, including DuPont Ag and Nutrition where he was a Process Supervisor for extruded and granular herbicide offerings. Most recently, he was the manager in charge of Quality, New Product Development and Lean Manufacturing for Danaher Corporation, a leading Fortune 100 tool and equipment manufacturer, in Dallas Texas. Brad is originally from Knoxville Tennessee and is an avid Big Orange fan. Additionally, he enjoys hiking, fly fishing and spending time with his wife Carrie and his three month old son Graysen.



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