



An Innovative
Partner in
Chemistry

The Innovator

From the President...

Wow! It has been an unbelievable year for CJB Industries, Inc. We find ourselves fortunate and blessed to have great customers, employees, vendors, and friends. Our country and the world remain in uncertain economic times; however, we experienced significant growth this year. Thank you!



Business by nature presents many opportunities. Our challenge, like many of our customers, has been managing growth and change. We remain committed to a goal of continuous improvement, so opportunities are seen in a positive light.

Our overall headcount increased more than 50% this year over last with the greatest number of additions in operations at both plant sites to handle volume increases and added throughput at each plant. We made strides this year to improve inventory accuracy and will continue to make improvements for more timely, reliable and complete inventory reporting. We are in the process of completing our database integrations, improving operational efficiencies, leaning our processes, updating and adding manufacturing capability, and improving safety and training so we may ensure we meet all customer needs. We want to maintain our flexibility and build on our customer relationships.

As we plan for 2012, we will focus on our core strengths including quick response to customer requirements and operational flexibility and innovativeness, with personal, friendly service. Our core values or "RITES" - Respect, Integrity, Trust, Excellence and Stewardship - guide us in all our external and internal interactions. Again, we thank you for your continued help and support and trust 2012 will bring with it the return to growth in all sectors of our country's economy.

Best Regards,

A handwritten signature in red ink, appearing to read "R. Clinton Beeland, Jr.", written over a white background.

R. Clinton Beeland, Jr.
President

*“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

Dale Williams

Operations Manager

Dale joined CJB Industries, Inc. in May of this year as Operations Manager for our Gil Harbin facility, following Brad Zimmer's promotion to Plant Manager, Cypress Street.



Dale comes to CJB from his most recent position as GM for a south GA paper converting facility. There he managed all phases of plant operations where they cut down fine paper from mill roll stock to accommodate presses for the printing industry. Prior to that, he was the GM of a nearby beverage and condiment manufacturing facility that provided private labeling for a major national food store chain. While at this facility he initiated the efforts to implement lean manufacturing principles at his plant and the other manufacturing facilities within the company. Dale has more than 30 years combined experience in plant operations and has his BA in Accounting. As the son of an Air Force careerist, Dale spent some of his growing years traveling with the family, finally landing in Valdosta where his dad eventually retired. Dale and his wife Deanna have a blended family with four children ranging in ages from 10 to 26. He enjoys playing golf and this past summer the family spent their vacation at the beach in St. Augustine, Florida.



Gil Harbin plant drum filling line

What's New at Gil Harbin?

Our Gil Harbin, (GH), plant site in operation since Jan'10 and located 4.5 miles from our Cypress Street plant and HQ site, processes, blends and packages herbicides, dry products, industrial and chemical specialties. In the past 12 months, GH has expanded providing additional capabilities for liquid processing and packaging.

Some of these new additions include:

- **Processing** – A separate processing room with 2,000 gal. blend tank and 5,600 gal. packaging tank.
- **Blending** – An additional and separate blend room with 1,800 gal. blend tank and 5,600 gal. packaging tank.
- **Packaging** – An additional 2 head filler and complete packaging line.
- **Outside storage** – A covered liquid tank truck loading/unloading area and covered tank farm with bulk stainless steel and poly tanks in use.



A Gil Harbin liquid filling line, (2.5/gal. jugs pictured)



Integrating our Reporting Systems

CJB is in the process of adding to and integrating our reporting information to improve the quality, accuracy, consistency, and timeliness of reports. One of these pieces is NWA quality monitor.

- **What's NWA?** (Northwest Analytics) – A software program to allow us to log in and manage lab results in one database for each product, stored in separate product files.
- **What does it do?** – NWA keeps records of any/all adjustments made to products with historical info to better understand product trends. We will have the ability to make batch adjustments before the lab runs QC checks, improving the cycle time for batch approval.
- **Other uses for NWA?** – In the future, we will have the ability to better record and analyze information from our packaging lines, wet mills and other equipment to help us improve our operating efficiencies.



A Gil Harbin liquids processing area

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David Clifton

Warehouse Manager



David Clifton joined CJB in February 2010 as Warehouse Manager for our Cypress Street facility.

Since that time, David has also assumed responsibilities for our packaging operations at Cypress Street. He came to us with more than 25 years of plant operations and related job experience at Weyerhaeuser Co., Valdosta, a global manufacturer supplying building and structural wood components. Most recently, David was Process Reliability and Training Manager at a facility that employed over 280 associates and has been in various management positions with them including Production Manager and Master Scheduler. David also received training in First Line Supervision at Valdosta State University and 6-Sigma Green-Belt and OSHA compliance training conducted by Georgia Tech. After the plant closure, David spent the last two years traveling across the country implementing SAP in Weyerhaeuser manufacturing facilities. He is a home grown Valdosta native. After finishing school, David spent 4 years on active duty with the US Navy returning to Valdosta after completing his tour and beginning his career in manufacturing. He and his wife Mikki have three children; one, age 27 and two, ages 23. David likes to hunt deer, bear and turkey, bass fish locally and is an avid NASCAR fan.

ISO 9001:2000

ISO/TS 16949

ISO 14001:2004

EPA Establishment



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