

The Innovator

NEWS, HAPPENINGS & MORE FROM CJB INDUSTRIES

WINTER 2014

Your independent supplier
of choice for chemical
manufacturing services,
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Gil Harbin Plant Expands

CJB Industries is growing again to service our customers with more space for customization of contract chemical manufacturing, packaging, and rail access.

The key additions to the expansion are two chemical process areas for custom manufacturing and rail service for the transportation of bulk chemicals. The new addition brings the total facility to over 160,000 square feet under roof for rail, toll and contract manufacturing of both liquids and solid products in addition to packaging.

According to Mike Murphy, Gil Harbin's Plant Manager, "We are very excited about our 42,500 square foot addition. The expansion offers increased processing space for new products and rail for railcar loading or unloading. The two process areas include high roof lines and containment for multi-tank processes. The rail area has around 90 feet of track indoors with over 18,000 gallons of containment."

CJB Industries offers a wide range of chemistry services to meet the standards of quality, efficiency and reliability required by even the most-demanding customer challenges. Our highly efficient equipment, state-of-the-art labs and well-trained workforce enable us to provide chemical companies with options that help them satisfy their product requirements and achieve their business goals.

Clinton Beeland, CJB President & CEO, says, "By extending rail service capabilities and indoor rail car containment for two rail cars, we can now provide our customers the option to save money through rail service. In addition, our rail line is serviced by two major railways, CSX and Norfolk Southern, creating huge advantages for our current and future customers." With the expansion and rail addition at Gil Harbin, CJB offers customers another transportation alternative.



A letter from the President

Thank you and Happy New Year! To shiawasena shin'nen arigatōgozaimasu! Vielen Dank und glückliches neues Jahr! Grazie e Buon Anno Nuovo! No matter the language, the phrases of thanks and tidings for a new year express the universal sentiments of appreciation, hope and promise. Our hope is that you are, as we at CJB Industries are, looking forward to 2015 in eager anticipation of realizing the fruits of changes made in 2014.

Expansion of plant facilities (including rail access), new equipment, and new faces were added to our services and family in 2014 to support the promise of our current and future customers' needs in 2015 and beyond. You will read more details about some of the additions and changes in this newsletter. Speaking of which, many of our long-time Innovator readers probably have already noticed a new style to the newsletter. This comes along with updates we made throughout the website, social media outlets, tagline, email signatures and even business cards (follow us on LinkedIn or Twitter for up-to-date news).

More importantly, gracious thanks to each of the customers who took time in completing our annual survey. For 3 years straight, in your eyes, we continuously improved in satisfying your expectations. Overwhelmingly you also shared that the "ease of doing business with CJB", "friendliness", and "flexibility" are some of what we are doing very well for you. These match our core values and culture. We appreciate your validation!

To say that we are excited about the possibilities and potential in 2015 is an understatement. It is our privilege to serve you, our customer, and play our part in ensuring your success. In this spirit, thank you all for your continued support and business. And again, Happy New Year!

A handwritten signature in red ink, appearing to be "R. Clinton Beeland". The signature is stylized and fluid, written over a white background.

R. Clinton Beeland
President & CEO

Industry News

TRENDS

As we go to press, the US economy is doing well. Quarterly real GDP growth is knocking at the 4% annual rate. The latest measure of industrial capacity utilization is at 80%. As a country, we have not been this busy making things since March 2008. This is a great time to be in manufacturing in the United States.

Although home construction has not returned to the pre collapse highs, it is nearly double where it was during the low point in 2010 and 2011. Demand for high value construction chemicals is very strong.

As industry moves to benefit from the good news, manufacturers are looking for ways to grow production to meet the demand for their products. However, the tightening jobs market is beginning to affect the speed of their scale up plans. Also, Industry leaders must weigh the role fickle oil prices are having on our current success. They have

to assess whether demand will be strong enough to support new investments when oil prices come back up.

Many manufacturing companies are addressing these uncertainties by partnering with contract manufacturers. It allows them to hit their near term growth targets while minimizing the downside risks that accrue in the long term from putting new steel in the ground.

GHS

The Globally Harmonized System of Classification and Labelling of Chemicals (GHS) is quickly coming into effect. It was born in the 1992 United Nations' session as a method to using consistent labeling for improved safety of international chemical shipments.

In 2004, the EPA signaled that it would adopt the GHS for pesticides. It was followed by OSHA in 2005 indicating it would adopt

many of the GHS principles. In January 2008, the DOT aligned their regulations with the UN labels. In March 2012, OSHA passed their final ruling to align US labeling with the GHS.

In short, by the end of 2013, all chemical workers had to be trained on the new system. By **June 1st 2015**, all employers who are chemical manufacturers, importers, and distributors must comply with the new rules. However, products labeled the old way may be shipped until **December 1st 2015**. After that, no chemicals may be shipped unless they are compliant with the GHS standards.

Gil Harbin Equipment Additions Extend Capabilities



CJB Industries, Inc. continues extending the capabilities of its expanded Gil Harbin Plant through the additions of a ribbon blending system and fluidized bed dryer.

Both pieces of equipment give CJB greater solid processing flexibility. According to Chris Shipman, Packaging Manager for Gil Harbin, "We are able to reach more of our customers and our future customers' needs with the addition of the fluidized bed dryer and the ribbon blending system." The ribbon blending system allows CJB to mix a wide variety of dry chemicals and package into containers ranging in size from one pound to 2,500 pounds.

Gil Harbin Operations Manager, Dale Williams, says, "The installation of a direct fire fluidized bed dryer to our line of custom manufacturing equipment gives us the ability to dry absorbent polymers and extrudates efficiently with minimum attrition to the product. It is a great addition to our capabilities. Upon drying, separation and filtration can be completed to meet our customer's specification using our SWECO vibratory screener."

"The installation of a direct fire fluidized bed dryer to our line of custom manufacturing equipment gives us the ability to dry absorbent polymers and extrudates efficiently with minimum attrition to the product"

CJB Accepts SOCMA Performance Improvement Award

CJB Industries has been recognized for exemplary efforts in improving its environmental, health, safety and security by the Society of Chemical Manufacturers and Affiliates (SOCMA).

Clinton and Jeana Beeland, company owners, accepted a Bronze Performance Improvement Award at SOCMA's 93rd Annual Dinner on December 8 in New York City.

CJB was recognized for its successful efforts of engaging all employees in the importance of personal, corporate and community stewardship, and

particular to this award, in improved attention to our environment, health and safety.

"In today's business world it is incumbent upon companies to be good environmental stewards in order to ensure the safety and security of not only their employees but the community in which they live. We congratulate CJB Industries and its employees on this achievement, and we encourage them to continue these efforts through the ChemStewards performance improvement program," said SOCMA President Lawrence D. Sloan.

Community News: Rivers Alive and More



CJB participates for 3rd year in Rivers Alive program and other community involvement opportunities throughout 2014

The Keep Lowndes/Valdosta Beautiful effort has participated as environmental stewards in the Rivers Alive Clean-up activities for 23 consecutive years. For the last 3 years, a great group of CJB participants joined in the clean-up project. Led by Sedra Beckman, HSE Specialist, and joined by numerous employees and family members, the team worked on the local Withlacoochee River one Saturday in October cleaning up our waterways and environment for future generations.

Our CJB team competed in the Leadership Lowndes Corporate Challenge benefitting the Boys & Girls Club of Valdosta in September. The team composed of employees from both plants went head-to-head with other corporate teams on the field and in fundraising efforts.

Tommy Jackson, Cypress Street Packaging Manager, completes Leadership Lowndes program after 1-year of service projects associated with community leadership roles and responsibilities. Congratulations to Tommy!

See pictures and learn more about our 2014 community service activities at www.facebook.com/cjbindustries

Employee Spotlight

Keith joins CJB after 38 years in the chemical manufacturing business serving CRT (previously Arizona Chemical) in Valdosta.



A graduate of Valdosta State University in Technical Studies, Keith was more recently Interim Plant and Production Manager at CRT and rose through the ranks at Arizona Chemical holding positions as Chemical Process Operator, QC Tech, First Line Supervisor, Training Manager, EH&S Manager, and QA Manager.

According to Keith, "I'm very excited to join the CJB Industries team at the Cypress Street and Cypress Annex plants. These facilities have a wonderful group of employees pulling together to provide outstanding

Keith Stephenson & Ron Levin

Plant Manager, Cypress Street & Manager of Market Development

formulating, processing and analytical services for our customers. I'm proud to be joining a company that holds customer products, the stewardship of employee safety, and the environment with the highest regard."

After more than 20 years with BASF, Ron Levin has joined our management team.



Ron holds a Bachelor of Arts degree in Chemistry from Indiana University and an Executive Master of Business Administration from Wake Forest University.

Ron has been growing chemical businesses

for over 25 years beginning his career at Buckman Laboratories selling biocides to the paper and leather industries where he was named "Rookie of the Year". When he joined BASF, it was initially in the areas of Technical Sales and paper chemicals marketing. He continued on to business strategy and acquisitions prior to assuming responsibility for the North American Leather business, and he was on the leadership team of BASF's \$1.5 billion North American Dispersions and Pigments division.

He decided to move to CJB because, according to Ron, "CJB's focus on safety and quality, as well as their absolute commitment to customer satisfaction, convinced me that they will be a growing force in the industry."

As Manager of Market Development, Ron will be developing new business in areas outside CJB's traditional markets.



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