



The Innovator

NEWS, HAPPENINGS & MORE FROM CJB INDUSTRIES

FALL 2015

Your independent supplier
of choice for chemical
manufacturing services,
formulating, processing,
filling and packaging liquids
and solids

Products & Services

- Contract Formulation
- Liquid Blending, Processing & Packaging from 1 oz. Bottles to Bulk Containers
- Solids Blending, Processing & Packaging
- Rework & Repackaging - Dry and Liquid Products
- Liquid & Dry Milling
- Special Assembly & Packaging
- Powder Coating
- Liquid Dispersion
- R & D Projects
- Melting & Cooling
- Marketing Assistance
- Consulting Services
- Formulation & Applications Development Assistance

CJB INDUSTRIES, INC.

204 East Hill Avenue
P.O. Box 1362
Valdosta, GA 31603-1362

229.293.0800
FAX 229.293.0103

www.cjbindustries.com



Capacity Expansion Complete

CJB Industries adds significant capacity to service our customers with new liquid milling equipment.

A new 3,000-gallon, 316 stainless steel tank with a high-speed dispersion blade allows us to make many kinds of blends and dispersions. The system can be heated or cooled to ensure proper rheology, stability, and final product characteristics.

This tank can be used to feed the new 120-liter dual mill system. Each mill can be controlled individually for variable shaft speeds and product flow rates. This gives unusual flexibility to tune your product to the exact specifications you require.

The capacity expansion comes on the heels of the key additions to Gil Harbin including two chemical process areas for custom

manufacturing and rail service for the transportation of bulk chemicals. The new addition brought 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.

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.



A letter from the President

As late summer sets in, the traveling and visiting family, friends, beaches and parks slows. Early fall calls children and parents back to educational pursuits, and CJB begins its planning season for 2016 and beyond.

A key ingredient of our planning season is visiting with you to discuss and understand your future needs and expectations. On September 9th-11th we are excited about attending the Chemicals America Agro & Specialty show in Charleston, South Carolina. We are opening the show as a showcase presenter this year! Ron Levin will lead our session, informing and updating those in attendance of our capabilities, facilities, resources and much more. You will see brief highlights of some of the information we will share in this newsletter and on our website.

After Ron's presentation, we welcome all to visit our booth at some point during the show. Come by and let's discuss how we may customize our services for you. Specifics on our showcase appearance and exhibit space are found later in the newsletter.

Additionally, this fall and winter, we will be attending several annual and industry meetings hosted by SOCMA, CDPA, ASTM and CropLife, to name a few. We continue to seek out effective resources to support customers' needs by staying up-to-date on safety, quality, governmental regulations and chemical industry changes in the marketplace.

Whether it is in your office, a visit by you to our plants, or on the road at a conference or meeting, we look forward to seeing you and partnering with you on your 2016 production vision.

A handwritten signature in red ink, consisting of a large, stylized 'R' followed by a horizontal line and a small flourish.

R. Clinton Beeland
President & CEO

Industry News

TRENDS

"Shippers like reliability", says a recent WSJ article further citing "U.S. East and Gulf Coast ports have seen major benefits from the West Coast delays through the first six months of 2015. From January through June, imports from China entering through the Gulf Coast rose 43% and those arriving through East Coast ports were up 20%, compared with the same period last year, while West Coast terminals saw imports from China fall 3%, according to data firm Zepol."

These are key and, in some cases, permanent changes to the port shipping industry due to the significant and extended labor struggles on the West Coast earlier this year. The exposure supply chain managers and many logistics companies felt through the lengthy period created changes to the shipping landscape benefitting the East and Gulf Coast ports greatly.

"The reason is that shippers are creatures of habit. Once they shift a portion of their business to a new carrier or a new service that proves reliable, it's difficult to pry them away from it. This allowed some companies to gain permanent market share by offering service at East Coast ports, especially on its Asia-to-U.S. lines, which pass through the Suez Canal."

PLANT SECURITY

The recent double attack on a chemical plant in France and the dramatic increase in media coverage of "lone wolf attacks" in the United States remind us, in way not seen since 2011, that plant security is also a key part of safety.

Most of safety will continue to be behavioral and Bradley curve focused. However, we

need to keep in mind the basics of plant security. It will not be possible to eliminate all risk from state sponsored actors, but simple deterrent steps will improve safety for everyone.

Those in the industry with certain pharmaceuticals or chemicals like anhydrous ammonia are already keenly aware of the need to safeguard their inventories from would-be thieves. The rest of us need to communicate to our teams the need to be aware of outsiders and to take appropriate action when they see anyone where they are not supposed to be.

CJB In-Focus: Dry Processing Capabilities at Gil Harbin

Mixer	Technology	Material	Size
Munson Mixer	Tumble Mixing	Stainless Steel	250 ft ³ (7,100 liters)
Littleford	Plow Mixer	Stainless Steel	40 ft ³ (1,200 liters)
Ribbon Blender	Ribbon Blending	Carbon Steel	325 ft ³ (9,200 liters)
Dual Shell V-Blender	Tumble Mixing	Stainless Steel	50 ft ³ (1,400 liters)
Fluid Bed Dryer	Natural Gas	Carbon Steel	Continuous

Gil Harbin Dry Processing

CJB's Gil Harbin facility has built up an extensive dry chemical processing capability in addition to its liquid processing systems over its short life. Consistent with our contract manufacturing roots, it maintains extreme flexibility.

We coat and dry materials in addition to blending, packaging and re-packaging solids. This can be done by applying liquids as an aerosol to a substrate which will absorb additive or applied to the substrate and run through the fluid bed dryer.

Gil Harbin Dry Packaging Capabilities

Once processed, we package the products in many different ways. We will easily conform to your lot logic and labeling requirements. We are set up to package your dry products in the exact way your customers are accustomed to see your products. We currently handle the following packaging types:

- Super sacks
- Bags
- Drums
- Bottles
- Bags in boxes

By our nature, we are always upgrading these capabilities, so let us know what you need to do, and we will find a way to help.

CJB Showcase Presenter & Exhibitor at Chemicals America



At 1 pm on Wednesday, September 9th in Hospitality Suite 2L of the Charleston Place Hotel, come enjoy our 15-minute showcase presentation to learn more about our growing capabilities, our service team, our strong future and our dedication to serving your needs as our customer.

After the presentation and for the remainder of the show, we are exhibiting in **Booth #100** so please drop by and let's discuss how we can be a key player in your manufacturing solution... or just say hi!

For more information on the show, visit the Chemicals America website (<http://chemicalsamerica.com/>), our website or give us a call. We look forward to seeing you in Charleston!

Community News: Children's Advocacy Center

CJB teams with the Children's Advocacy Center in Valdosta as host and participants in the 16th Annual Clay Shoot

The Children's Advocacy Center of Lowndes County is a community resource center created to minimize the trauma of child victims of abuse by responding to their immediate and long-term needs in a child friendly, safe environment. For the last



several years, a great group of CJB participants joined in the hosting and fundraising efforts to support CAC. Led by Billy Whiting and Chris Brady, and joined by numerous employees, family members and friends, the 3 CJB teams competed in a 50-shot, 12-station sporting clay course at Southwind Clays and Quail against many other local corporate and recreational teams. Although no winning plaques came home with us (this year), a good time was had by all involved. Most importantly, the children of Lowndes County successfully raised more funding to strengthen our community.

See more pictures and learn more about our 2015 community and social service activities at www.facebook.com/cjbindustries

Employee Spotlight

Jimmy joins CJB with over 35 years of experience in the chemical industry serving the majority of his time with DuPont and Griffin Corporation.



Jimmy has held positions in continuous improvement, lean manufacturing, regulatory affairs, new product development, and quality control management. Jimmy attended Valdosta State University where he received a B.S. in Biology.

As Technical Manager, Jimmy will utilize his skills to assist in the many new endeavors of CJB as well as support of our customers and facilities. Jimmy and his team of Mike

Meet Jimmy LeFiles

Technology Manager

Harris, Product and Formulations Consultant, and Ricky Griner, Project Manager, will work to meet your development, scale up, and analytical needs.

"I believe CJB has a unique potential for helping customers develop products. Early on we are sorting through some known opportunities to pick the best fits for CJB. Additionally we are creating a system that will maximize the success rate in finding and implementing new opportunities," stated LeFiles. "I believe our collective experiences and skills, coupled with good teamwork, will deliver significant successes."

It is with excitement that we welcome Jimmy LeFiles to CJB. Please come by and meet him on your next visit.



P.O. Box 1362
Valdosta, GA 31603-1362



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