

Examples of Commonwealth Industrial Providing Services to Major Corporations

- 1) From 1978 to 1998 Commonwealth Industrial Services was contracted by Allied Signal to haul, bag and ship ammonium sulfate(AS)... Annual tonnage was up to 30,000 tons;
- 2) Since becoming an industrial AS distributor in 1999 Commonwealth has bagged, sold and shipped 240,000 tons of Allied Signal/Honeywell ammonium sulfate...without missing a shipment; In Oct 2012 Honeywell requested that CIS take over their distribution of bagged agricultural ammonium sulfate.
- 3) In the following CYs CIS received, stored, and shipped 220,680 pallets of Caprolactam, loading into a total of 9,548 containers going to port, meeting all port booking dates and without any container detention fees:

CY2009	2,586 containers	56,892 pallets
CY2010	2,650 containers	58,300 pallets
CY2011	2,186 containers	52,464 pallets
CY2012(thru Aug)	2,126 containers	51,024 pallets;
- 4) From 2004 through 2008 Commonwealth received by rail hopper car, bagged and shipped 8,381 tons of Potassium Sulfate for PICC/K&S (customer was National Gypsum);
- 5) Up through 2008 CIS annually received via NS and CSX up to 600 railcars of lumber which were stored and shipped as needed by truck to customers for lumber brokers (Brunswick Valley, Richmond International Forest, Potomac Supply, Weyerhaeuser, Bluelinx, etc.);
- 6) In 2008 Commonwealth received, stored, and successfully delivered 6 million lbs of aluminum to a local customer for ALCOA during a furnace shutdown... ALCOA proposed to its customer that CIS receive, transload, and deliver aluminum billets on a regular basis. In a test this July & August, 5 ALCOA railcars were successfully transloaded and delivered to local customers. ALCOA is now regularly shipping aluminum to CIS for delivery in the Richmond area;
- 7) For the past 40+ years CIS has provided truck scales weighs to industrial plants in the Hopewell/Richmond area. Our Weighmasters are certified by the State and CIS weighs are used by Honeywell and other industrial plants as the basis for billing or paying for products. For some industrial customers CIS enters outgoing net weights directly into the customer's SAP accounting program which immediately generates billing on the same day. Commonwealth Scales are open 24hrs a day, every day of the year. Our scales never close.