



Sampling Associates International

The Mechanical Sampling Specialist

Sampling Associates International (SAI) is a specialist in the mechanical sampling of coal. Our primary business is the operation and maintenance of mechanical sampling systems. SAI operates sampling equipment in all areas of the US coal industry – export, import, river and utility.

Lowest System Downtime

SAI is particularly dedicated to the maintenance of the sampling systems in our care. We have developed the best corrective and preventive maintenance programs in the business. As a consequence, our sampling system downtime is the lowest in the industry and the equipment life is extended. Many of our systems are over 20 years old and still working well.

Customized Maintenance Programs

Our programs are customized to the terminal's needs and the sampling system design. SAI is experienced with the following:

- HSS McLanahan
- JB Long
- Precision Samplers
- Ramsey
- James R. Redding
- TEMA



Shipyard River Terminal, Charleston, South Carolina



Pier IX Terminal, Newport News, Virginia, Port of Hampton Roads.

High Quality through High Standards

SAI's history is one of continuous improvement. Our staff also makes significant contributions to the industry standards through our work with the American Society for Testing and Materials (ASTM) and the International Standards Organization (ISO).

SAI Gulf, LLC

SAI's has additional partners on the US Gulf Coast in Sabine Surveyors, LTD and the A.J. Edmond Company. SAI Gulf combines SAI's mechanical sampling expertise with Sabine and Edmond's specialization in petroleum coke and marine services.

Together we have offices in the key ports of Mobile, Baton Rouge, Lake Charles, Port Arthur, Texas City, Houston and Corpus Christi, serving the petcoke trade. SAI Gulf operates mechanical sampling systems for IC Rail Marine, Drummond Company, Southern Company, Oxbow Carbon & Minerals and Premcor; and serves the region from its laboratories in the New Orleans area and Texas City.

Sampling Associates International

www.samplingassociates.com

Phone +1 (757) 928-0484 • Fax +1 (757) 928-0482 • E-mail saisample@samplingassociates.com



A Remarkable Company

Specializing in the quality control of coal and biomass - nothing more and nothing less. Started in the Dutch town of Oud Beijerland, near the port of Rotterdam.

A company that is experiencing tremendous growth with laboratories all over the globe. An internationally-oriented company whose experienced specialists meet your every expectation of speed, expertise and flexibility. Incolab Services collects samples, performs tests and analyses, and produces reports.

All work is done according to ISO and ASTM standards.



Manual and Mechanical Sampling Services World Wide



Modern Analytical Instruments and Equipment World Wide

Sampling

North America, South America, Africa, Europe and Russia. No matter when and where in the world - Incolab Services is your reliable partner when it comes to quantity and quality control.

Solid Fuels are the most difficult Materials to sample. The more accurately the sample is taken, the more precisely we can determine the true quality.

Analyzing

Our laboratories all over the world are equipped with the most modern and advanced instruments for the testing and analysis of solid fuels. With our team of highly qualified staff we provide a wide range of services.

Reporting

Incolab Services Reports and Certificates are accepted world wide. All analyses in relation with the products are done by Incolab in our own laboratories.

World Class and World Wide

Bulgaria, Colombia, Estonia, Holland, Italy, Latvia, Lithuania, Mexico, Morocco, Poland, Romania, Russia, South Africa, Turkey, USA, Ukraine, Venezuela. Our staff of experts is ready to provide quality service 24 hours/day.

Incolab Services International

www.incolab.com

Phone +31 186-610355 Fax +31 186-610552 E-mail incoln@incolab.com