



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.

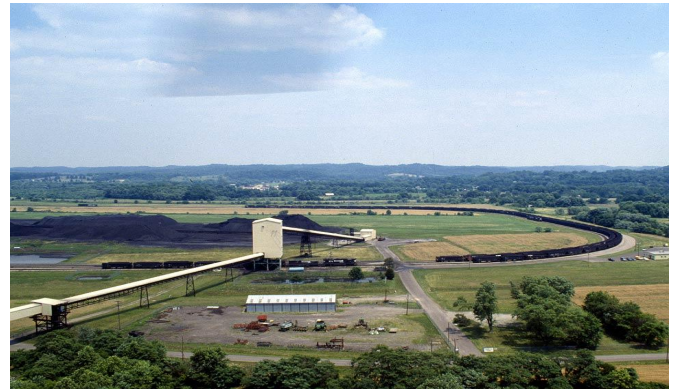
Customized Maintenance Programs

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



Norfolk Southern Wheelersburg Terminal, Wheelersburg, Ohio.

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).

New Ventures

SAI is proud to announce two new ventures:

Mechanical Sampling at Kinder Morgan's Shipyard River Terminal – Early in 2006, SAI was awarded an operations and maintenance contract at this import/export coal and petroleum coke facility located in Charleston, South Carolina. A full-service laboratory is on-site for SAI-partner, **Hampton Roads Testing Laboratories.**

Partnership with A. J. Edmond Company

- In late 2006, A.J. Edmond joined the SAI Gulf partnership to further expand SAI's service within the petroleum coke industry. This provides SAI with greater coverage throughout the Gulf region.

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P.O. Box 338 • Newport News, VA 23607-0338

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



Norfolk Southern Pier 6, Norfolk, Virginia, Port of Hampton Roads.

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.



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

International Services through Incolab

Outside the United States, SAI is a partner with the Dutch laboratory Incolab. Together we provide complete sampling, analytical and draft survey services in key exporting and receiving countries around the world.

SAI has operational responsibility for the Incolab operations in South America, Mexico, and the imports of coal and petcoke into the US utility market. Our laboratories and mechanical sampling operations are strategically located in Santa Marta, Colombia; Maracaibo and Jose, Venezuela; and Madero (Tampico) and Cadereyta, Mexico to serve the growing energy markets in the region.



Bulgaria • Colombia • Estonia • Holland • Italy • Latvia • Lithuania • Mexico • Morocco
Poland • Romania • Russia • South Africa • Turkey • USA • Ukraine • Venezuela

Revised: October 2005