



Kanawha Scales & Systems, Inc.

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Company Representatives at CIM 2015:

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Company Profile:

Kanawha Scales & Systems, Inc. ("KSS") specializes in Train and Truck Loadout Systems utilizing **BatchMaster™** software. If you are concerned about load control, maximizing your loading efficiency and ensuring that you transport the maximum amount of material allowable in rail cars or trucks while not over loading or under loading, KSS has a solution. With over 240 Truck and Train Loadouts around the world, KSS has experience in a variety of loading applications.

Product Lines:

KSS manufactures high-speed, high-precision train and truck loadout systems that optimize loading efficiency on a rail wagon-to-rail wagon or truck-to-truck basis. Specifically, KSS Loadouts control the precise amount of product that is loaded into each rail car or truck regardless of the rail car type, truck type or capacity. Altogether, this allows the customer to load the desired tonnage without overloading or under-loading, which in both respects can be costly. Further, these systems have KSS' state of the art real-time reporting and monitoring technologies that allow the customer, user, owner, or operator to know exactly what, when, and how the product was loaded. This information is stored electronically and can be exported, emailed, as well as printed automatically or on demand.

In summary, the principle benefit to the customer, shipper, Railroad or seller is faster and more accurate loading, increased production rates and improvement of overall operating efficiency. This is done through maximizing the amount of product shipped in each train or truck movement without overloading in addition to preventing costly "under loads" that decrease the utilization rate of resources.

Unique features & competitive advantages:

- Over 240 batch weigh loadouts provided throughout the world (more than any other loadout provider)
- Weights & Measures approved "Legal for Trade" in the USA, Australian NMI, China, India and Mongolia with other countries pending
- Operator attended and fully automatic unattended operation systems
- Fastest train batch weigh loadouts (12000 TPH for coal and 24000 TPH for iron ore) in the world
- High accuracy loading; +/- 250 kg per wagon for coal and +/- 350 kg per wagon for iron ore

Objectives(s) at CIM 2015:

To find a Joint Venture Partner or Licensee in the Canadian region with:

- An exclusive representation in the Canadian market
- Existing presence in the mining industry
- The ability to speak English
- Sales & Service personnel
- Project Management capabilities
- Some engineering capabilities