

## IN THIS ISSUE

Welcome.....	1
New Product “Delta-dri”.....	1
New Reps.....	2
Tradeshaw Calendar.....	2
Product Research Spotlight “Kengro Biosorb”.....	3
Who We Are – Employee Spotlight.....	4
Contact Information.....	4

## COMING IN THE NEXT ISSUE

Meet Our Board of Directors



## WELCOME

Welcome to Kengro’s spring 2005 “SORB-IT” newsletter. We welcome all of our customers as well as our trade show visitors and internet visitors to our newsletter that helps keep you up with the latest news from Kengro. You will find a lot of exciting things happening with our company this year. Sit back, relax and SORB- IT up how Kengro can help you with your hydrocarbon spill management program. Until the next newsletter be sure to check out our web site at [www.kengro.com](http://www.kengro.com) for the latest news. All the best in 2005!

Best Regards,

Brent Brasher  
Vice President

## NEW PRODUCT “DELTA-DRI”

Kengro Corporation, a leading manufacturer of organic absorbents/bioremediation agents has introduced a new product. Delta-dri is an organic granular industrial absorbent. It is all natural with indigenous microbes, which will enhance bioremediation of hydrocarbons allowing additional disposal options compared to clay and polypropylene products. **Delta-dri is sized to a larger particle size than Kengro Biosorb.** It has gone through a process to virtually **remove all dust particles**, which also eliminates fine particles. Delta-dri is **ten times more absorbent** than clay products, meaning less material to dispose of. It provides immediate absorbent action, so it is not necessary to leave Delta-dri on the floor permately. It can be swept up in minutes of applying, leaving no visible residue behind. It can be used again and again until completely saturated without the worry of leaching. Delta-dri is nonabrasive, and can be used around any type of machinery. It can be used to remove hydrocarbon based products from oil water separators. It is available in 2 cubic foot bags, bilge socks, 4 foot socks, booms, and pillows. Different packaging can be made upon request.

## Delta-dri

*“Our products offer a low stress solution to a high stress situation.”*

— Brent Brasher VP  
Kengro Corporation

# “SORB-IT” NEWSLETTER

PROTECTING OUR WORLD WITH EXCEPTIONAL BIOREMEDIATION AND ABSORBENT PRODUCTS

Page 2 April 2005

## TRADESHOW CALENDAR

### March 3-4

Illinois Oil and Gas Assn.  
Evansville IN.

### April 19-20

Texas Alliance of Energy Producers  
Wichita Falls, TX. Visit us at Booth  
#304

### May 3-4

EnviroExpo  
Boston, MA.

### May 11-12

Canect  
Toronto, Canada

### May 15-19

International Oil Spill Conference &  
Expo  
Miami, FL.

### June 1-3

Kentucky Oil and Gas  
Lexington, KY.

### October 20

Oklahoma Oil and Gas Trade Expo  
Oklahoma City, OK.

### Nov 9-10

CleanGulf  
Galveston, TX.

## NEW REPS

Kengro has in the past performed all marketing efforts from their office in Charleston, MS. As many know, this is not in the middle of oil country. In September 2004, we began a journey to find independent manufacturers reps across the United States as well as International to represent our products. As we quickly learned this is a hard task. Through long efforts and searching, we signed our first rep in September 2004.

Once you break into the “Rep Club”, referral names of other reps are given to you by your current rep and hence the solution to us finding the best independent manufacturers reps in the oilfield industry. We welcome aboard our new reps and look forward to a long relationship. See your rep below and contact them to help you with all your Kengro product needs.

### Martin Kaiser

mkaiser@kengro.com  
**Territory:** Canada

### Neil Reeves

Reeves Oilfield Supply  
nreeves@asbank.com  
**Territory:** Louisiana, Southeast Texas

### Jane and Mike Alderson

Grace Distributors  
gracedistributors@cox.net  
**Territory:** Oklahoma, Kansas, Missouri

### Jim Mowrey

jmwrey@repsales.net  
Rep Sales Inc.  
**Territory:** Illinois, Indiana,  
Kentucky, Michigan, Ohio,  
West Virginia  
**Jay Milam**  
J and J Sales  
jkmilam@jjsales.net  
**Territory:** South Texas



# “SORB-IT” NEWSLETTER

PROTECTING OUR WORLD WITH EXCEPTIONAL BIOREMEDIATION AND ABSORBENT PRODUCTS

Page 3 April 2005

## PRODUCT RESEARCH SPOTLIGHT “KENGRO BIOSORB”

MISSISSIPPI STATE UNIVERSITY  
FOREST PRODUCTS LABORATORY  
BOX 9820  
MISSISSIPPI STATE MS 39762-9820

### ANALYTICAL RESULTS

List below are Total Petroleum Hydrocarbons (TPH) and oil and grease results on your soil sample received **March 3, 2004.**

---

MFPL #1 Sample	Site ID	Date	Oil and Grease	TPH
PUSHMATTAHA WELL #1		Collected		
			-----mg/Kg-----	

---

31042	Kengro soil	02/13/03	44,000	23,000
-------	-------------	----------	--------	--------

---

Oil and Grease: Method:5520-D  
TPH: Method 5520-F(modified)  
Extraction: EPA Method: 3540  
Methods 5520D and 5520F are in accordance with Standard Method(17th ed)

List below are Total Petroleum Hydrocarbons(TPH) and oil and grease results on your soil sample received **April 26, 2004.**

---

MFPL#2	Site ID	Date	Oil and Grease	TPH
		Collected		
			-----mg/Kg-----	

---

31892	Kengro soil	04/23/04	14,900	13,200
-------	-------------	----------	--------	--------

---

Oil and Grease: Method:5520-D  
TPH: Method 5520-F(modified)  
Extraction: EPA Method: 3540  
Methods 5520D and 5520F are in accordance with Standard Method(17th ed)

BY: DR. HAMID BORAZJANI

# “SORB-IT” NEWSLETTER

PROTECTING OUR WORLD WITH EXCEPTIONAL BIOREMEDIATION AND ABSORBENT PRODUCTS

Page 4 April 2005

## WHO WE ARE – EMPLOYEE SPOTLIGHT

### Bryant Douglas



Bryant has worked at Kengro since graduating from Mississippi State in May 1994.

His current job title is Operations Manager. He is responsible for day to day activities of the manufacturing facility as well as overseeing the agronomic operations of our company. When not busy at the plant he also assists on the road with tradeshow and sales calls.

Bryant is married with 3 children. His favorite hobbies include team roping, hunting and fishing.

You can contact Bryant via email at [bdouglas@kengro.com](mailto:bdouglas@kengro.com)

## CONTACT INFORMATION

**Kengro Corporation**

**Email:** [info@kengro.com](mailto:info@kengro.com)

**Web:** [www.kengro.com](http://www.kengro.com)

**Telephone:** 662.647.2456

**Fax:** 662.647.2468

**Address:**

6605 Hwy 32 East

P.O. Box 432

Charleston, MS 38921

## REP SPOTLIGHT

**Welcome to the team- REP Sales, Inc.**

REP Sales, Inc. provides a bottomless well of information to our customers, saving you the time and hassle of contacting many different manufacturers. REP Sales, Inc. provide the benefits (on their resale products) of avoiding the often-high minimum order amounts of manufacturers in the industry. Their \$10 minimum is one of the lowest in the country. Compare that to the \$50 OR \$100 minimums many manufacturers require from them.

Their freight policies radically reinvent the way small supply shops do business. Manufacturers often require minimums that can keep a small shop from placing a single order, due to excessive freight charges. Why not let them meet those minimums? And since they don't pass on those minimum order amounts, you can make fast and painless purchasing decisions. They make sure you have a chain of supply to get your product quickly.

They are your constant advocates whenever there is a problem. They will fix your problem, and then make sure the manufacturer provides them with a suitable solution. Not having to deal with a large manufacturer who doesn't care about your product volume. Let REP Sales, Inc. deal with those headaches, while you keep on doing your job.

## COMING IN THE NEXT ISSUE

**Meet Our Board of Directors**

