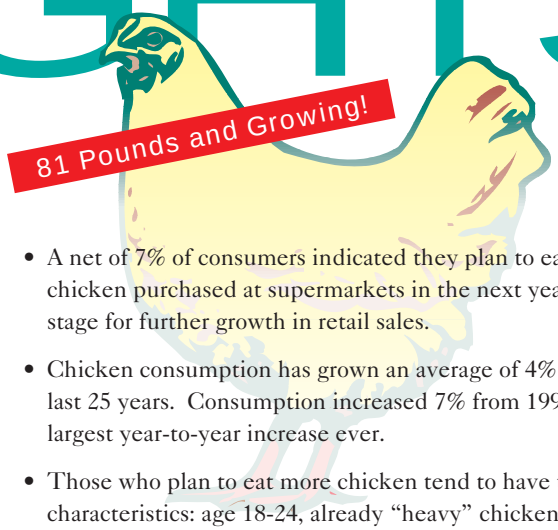
CHEMSTATION® (800) 554-8265 www.chemstation.com

INSIGHTS

Vol. XII No. 8, August 2000



DON'T BELIEVE CHICKEN LITTLE!

Will the boom in chicken consumption continue? A survey of 1,009 consumers explored consumption and demographic patterns in the United States. Here's a summary of the survey's findings:

- American consumers are eating an unprecedented 81 pounds of chicken per person per year. At this rate, chicken enjoys the highest per-capita consumption of any of the major meats, with beef in second place at 69 pounds per person. Pork is in third place with 52 pounds.
- 89% of survey respondents eat chicken at least once per week with 36% consuming chicken three times per week or more. These "heavy" chicken eaters tend to be middle-aged, better educated and have higher incomes.
- A net of 7% of consumers indicated they plan to eat even more chicken purchased at supermarkets in the next year, setting the stage for further growth in retail sales.
- Chicken consumption has grown an average of 4% annually for the last 25 years. Consumption increased 7% from 1998 to 1999, the largest year-to-year increase ever.
- Those who plan to eat more chicken tend to have the following characteristics: age 18-24, already "heavy" chicken eaters, located in the North Central region of the U.S. ■

Source: WATT PoultryUSA, June 2000

SIDESTEP SAFETY ERRORS

Wondering what safety inspectors will focus on if they pop in for a visit? Check out the Occupational Safety and Health Administration's new list of most-cited safety violations from fiscal 1999.

Using OSHA's Web site, you can now slice and dice the statistics by state, company size and SIC code. For example, you can find out the most frequent violations against restaurants in Arizona with 100 or fewer employees.

Experts advise that you plug in your data and then pay extra attention to areas with the most frequent citations in your industry and company size. The list provides insight into violations inspectors look for on surprise visits plus the safety complaints to which OSHA is responding.



Find the information on OSHA's Web site at www.osha.gov/oshstats. Select "Frequently Cited OSHA Standards."

Most Common Violations

(Cited by OSHA against companies with up to 99 employees)

1. Scaffolding requirements
2. Written hazard-communication program
3. Protection against falls
4. Respiratory protection
5. Control of hazardous energy, lockout/tagout
6. Electrical wiring methods
7. Excavations, general requirements ■

Source: Alert, National Institute of Business Management

YOU ASKED FOR IT!



ChemStation customers asked for improved fragrance concentrates for our toilet water products, and we've got it! Recently, development was completed on several new products that were found to be equal to or better than two nationally known competitors.

Key factors to consider include solubility in water, an amount of Quat sufficient to maintain 200 ppm and a fragrance that would last 10 – 14 days.

Experiments were conducted with 15 fragrances in 10 different product formulations over a 6-week time period. A 2-gallon sample of each product was placed in a semi-controlled environment: unused port-o-let units. Each sample was given a 2-week trial where ChemStation Technical Support Representatives tested the uncontaminated product and rated them to determine their staying power. The strongest, longest-lasting fragrances were then incorporated into our new toilet water products.

For more information on these new ChemStation products, please contact your local sales representative. ■

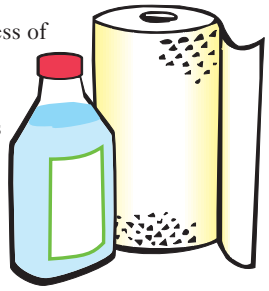
DID YOU KNOW?

Soap got its name, according to an ancient Roman legend, from Mount Sapo, where animals were sacrificed. Rain washed a mixture of melted animal fat, or tallow, and wood ashes down into the clay soil along the Tiber River. Women found that this clay mixture made their wash cleaner with much less effort.

Source: The Soap and Detergent Association

CHEMSTATION®

Keep It Clean



Have you ever thought about the cleanliness of your telephone, fax machine or computer? How about door knobs and desk handles? Bacteria can survive in or on nonliving items and cause all sorts of preventable illnesses. Make a routine of cleaning these items with rubbing alcohol – it will take care of many bacteria and will not harm surfaces.

Consider cleaning occasionally for single-user items and more frequently for multi-user items. During flu season, you may want to be more vigilant and wipe down all equipment weekly. ■

Beat the Drum for ChemStation!

Congratulations to all Manufacturing Centers and a big "Thank You" to our customers! In May of this year, ChemStation achieved another record sales month. We delivered just about 900,000 gallons of soap – which represents 16,363 drums that were *not* used. We all know the positive impact this has on employee safety, product usage, the environment and your bottom line. We appreciate your loyalty to the ChemStation System and "Keeping It Clean." ■



Send your comments to:

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Printed on recycled paper

Soap Box

The use of credit card financing by owners of small- and medium-sized companies has nearly tripled in the past six years.
Business Wise

Only 36% of surveyed households with a currently employed householder said that if they retired at age 65, their retirement savings, including Social Security, would provide the same or a higher standard of living than they currently enjoy.
Federal Reserve Data

After job expertise, what's most important to success?

People and Communication Skills	**31%**
Leadership	**26%**
Planning and Organization	**23%**
Business and Industry Knowledge	**17%**

Personnel Decisions International

Doctors who fail to diagnose early symptoms of alcohol abuse: 94%
Doctors who feel able to do so: 19.9%
National Center on Addiction and Substance Abuse at Columbia University

Couch potatoes still rule! 32% of Americans report no participation in any fitness activity. Another 22% are only minimally active.
Fitness Products Council

ChemStation