CHEMSTATION® 800 554-8265 www.chemstation.com

INSIGHTS

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PARTS CLEANING IS ONLY HALF THE STORY...

A muffler manufacturer in Ohio is very happy that ChemStation came to his aid. He knew of our great service and quality products since he'd been using us for floor cleaning and rust inhibitor projects. Unhappy with his current supplier of cleaner for new mufflers, he approached ChemStation with an unusual request: Could we come up with a solution that would clean mufflers *and* provide paint adhesion? Working with our headquarter chemists, our local rep devised a custom-formulated product that would take care of both objectives. This large supplier to Honda now uses over 300 gallons per week of ChemStation products. The customer reports that the ChemStation products have extended the life of the muffler paint jobs from several days to over one year. The Quality Control department is pleased with the results, and appreciates the local service we provide. ■

He knew of our great service and quality products...

NUMBER, PLEASE!

Phone companies generally charge between $.85 and $1.10 each time you make a long-distance information request. You can eliminate those charges by looking up telephone numbers for free on the Internet.



If you look up numbers often, the savings can be significant. Not only will you reduce costs, but you can save time by searching in several different ways: location, zip code or region. These sites generally will offer the phone number, e-mail address, fax number, Web site address and street address.

Here are some Internet sites you can use:

Big Book: www.bigbook.com
Big Yellow: www.bigyellow.com
InfoSpace: www.infospace.com
Switchboard: www.switchboard.com ■



JUST HOW DOES CHEMSTATION SAVE YOU MONEY?

You already know how efficient and safe the ChemStation system is, but do you know all the ways we save you money?

No costs for receiving, storing and handling

No freight costs

No drum deposits

No disposal costs

No cost for tanks and hardware

GOOD HAZMAT TRAINING IS SMART BUSINESS

We hear that one of your top concerns is meeting employee training obligations required by environmental and health regulations. Among all training issues, one of the most prominent is the need for staff to be qualified, conscientious, and updated about the generation, storage, transport and treatment of hazardous waste.



Federal hazwaste training requirements have been developed by EPA, OSHA and DOT. The primary concern of federal training regulations is ensuring that individuals who handle hazwaste understand what they must do in the event of an accidental release. But there are many other items that training should cover, from the highly technical (waste characterization) to the basic (making sure that hazwaste drums are covered).

Despite the general concern about meeting training requirements, environmental and health inspectors cite inadequate training programs as one of the most common deficiencies found at facilities that store hazwaste. Training violations generally pertain to the absence of proper paperwork.

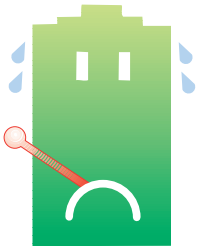
You can acquire the training you need from the federal agencies and many state agencies. Call your nearest EPA, OSHA and DOT office and find out what's available. You can also check with your industry association or state government to get recommendations about reputable consulting firms that either give classes or send trainers to conduct classes at your facility.

For more information on EPA and OSHA training, check out: www.blrproducts.com/enviromt/epatrain.htm.

The Environmental Manager's Compliance Advisor, Issue 496 ■

CHEMSTATION®

Do You Have A Sick Building?



If you haven't heard the complaints yet, odds are you will soon. The World Health Organization says nearly one-third of new or remodeled buildings will be targets of complaints over "sick building syndrome" – symptoms of bad air quality in today's sealed up offices. Employee lawsuits are up, fueled by research such as an EPA study that says building air quality can be 10 times worse than outdoors. What is worse is the lack of comprehensive federal standards, leading to unpredictable results in courts.

Here are a few simple steps to help avoid indoor air problems:

- Keep humidity at about 40% to avoid the extreme humidity or dryness that worsen airborne diseases.
- Have HVAC systems regularly inspected and maintained. Make sure your system provides adequate outdoor ventilation to flush out viruses and bacteria.
- Keep the building well cleaned to keep down allergy-causing dust mites.

Experts say you can call industrial hygiene experts from OSHA to check on a perceived problem. For a free brochure, call (800) 356-4674.

National Institute of Business Management, McLean VA. ■

The Soap Box

According to the National Hot Dog and Sausage Council, Americans are expected to eat at least 7 billion hot dogs between Memorial Day and Labor Day. Total consumption should reach 20 billion hot dogs this year.
American Association of Meat Processors

Detroit, Michigan is the only American city ever to surrender to a foreign power (Britain, in the War of 1812). Columbus, Ohio hosts the nation's largest state fair each August.
The Practical Guide to Practically Everything

Think toys are just for kids? Think again. Search your attic for the following:

Howdy Doody Puppets $300 - $500
Beatles Ceramic Figurines $500 - $600
PEZ Candy Dispensers $200 - $300
1959 Barbie $3,000 - $5,000
1967 GI Joe Nurse $3,000
Family Life Magazine

Our System Is The Solution

That's our mission at ChemStation - to develop and deliver products that meet our customer's needs. Here's how our system provides customer solutions every day, all over the country:

1. We provide custom-formulated industrial detergents blended by a patented manufacturing system.
2. We deliver your products with our own ChemStation trucks.
3. Through our metered delivery pump, we fill the refillable tanks at your facility.
4. Your usage is monitored through our proprietary software.
5. Just-in-time refills are managed by our computerized inventory system. ■

We Welcome Your Feedback!

What do you think of this customer newsletter, *Insights*? Are there issues you'd like to see us address? Send your comments to:

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