CHEMSTATION® 800 554-8265 www.chemstation.com

INSIGHTS

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IN CASE YOU DIDN'T KNOW...

ChemStation's national network of manufacturing centers provides custom-formulated, environmentally friendly, industrial cleaning chemicals to a variety of markets. Through ChemStation's patented computerized equipment, products are blended to meet customer needs. Today, ChemStation has hundreds of products and the number continues to grow to meet customer demands.

ChemStation's "Work With" partnership philosophy reflects a commitment to find the best answer for each customer, and to continue looking for improvement opportunities. The ChemStation System is easier, quicker, safer, better for the environment, and more cost efficient than our competitors'.

> The ChemStation System is easier, quicker, safer, better...

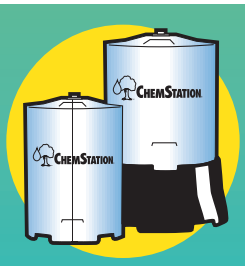
Headquartered in Dayton, Ohio, the ChemStation network of 40 manufacturing centers serves local, regional and national customers with just-in-time delivery and strong service support. This network guarantees efficient management whether the customer has one location or hundreds across the country.

Have a tough cleaning problem no one else has been able to solve? Call your local manufacturing center for a free demonstration - Our System Is The Solution! ■

WHAT DO WE LIKE TO CLEAN?

The answer is everything! We've rarely met a surface we haven't been able clean with one of our current products, or by custom-formulating a solution for a customer's problem. If you're stumped by any of the following, give us a call and we'll be right over…

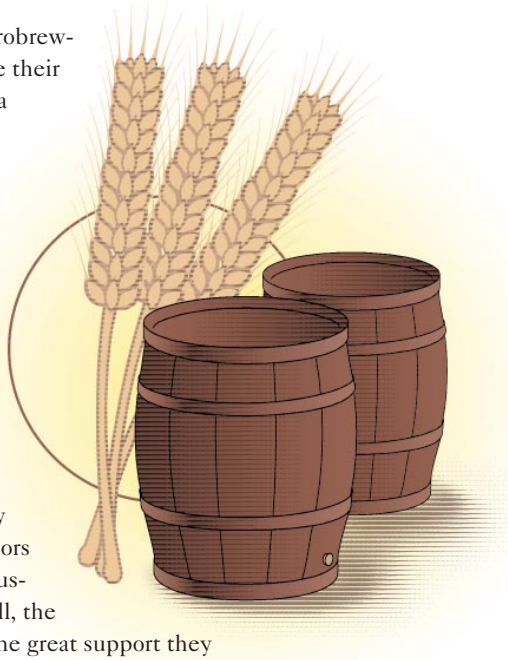
Dirt	Grease
Road grime	Construction dirt
Heavy soil	Chocolate
Oil	Food residue
Tire marks	Paint powders
Animal fat	Asphalt
Albumen	Hard water deposits
Cement	Ink
Bacteria	Algae
Dough	Smoke
Adhesive	Water contaminants ■



TANKS ALOT!

Did you know that, in 1998, ChemStation sold almost 8 million gallons of industrial detergents? With our patented refillable tank system, that means over 65,000 drums were saved from being dumped in landfills. We appreciate your support in our efforts to keep the environment *and our customers* clean!

WHAT'S BREWING?



With the advent of local microbreweries, many regions now have their own breweries and they use a respectable amount of ChemStation products.

Approximately six breweries are currently being cleaned with ChemStation products. The uses vary from floor cleaners to vat cleaners and line lubes.

One major beer customer in the South has been using ChemStation products for almost a year. They currently foam product 3075 on the floors and other equipment. The customer likes the chlorine smell, the way the product works and the great support they receive from our local operation. The word-of-mouth praise from the brew house manager was so strong that the distribution department also wanted the ChemStation system.

The customer appreciates the safety and increased performance of our system and product. Product 6063 is used in a floor scrubber that is supplied by a 350-gallon tank and a proportioner set at 25:1. This simple setup replaces a difficult to use and maintain Eco Lab metering device.

Our Midwest facility sells ChemStation products to a major local brewery. Product 5862 is used to control pH for the waste treatment process. A pH probe connected to a pump and a Hydrominder, set at 4:1, provide automatic pH control and monitoring. 5761 is used to clean the vats and the kegs. The vats are cleaned using a rotating spray head. The customer claims that the 5761 rinses much better than the old Dubois H.D. Cleaner that they were using. Product 3059 is foamed on the floors using a hand-held foamer at 12:1. 3930 is used for a line lube in the bottling operation.

If you are a brewery, and would like to hear more, call your local ChemStation and we'll "hop" right over. ■

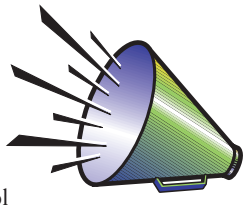
CHEMSTATION®

A Customer Speaks...

A satisfied customer with a national food-processing corporation has this to say about his experiences with ChemStation:

a 35% reduction in chemical usage and no labor required...

"We have been doing business with ChemStation for approximately 3 years with excellent results, both in chemical quality and cost savings. The introduction of refillable containers and automated dispensing units have provided a 35% reduction in chemical usage and no labor required to move, hook and unhook drums.



Another major advantage to the ChemStation system is drum disposal. There is no disposal. As you know, the EPA mandates you must control all containers to proper landfills and ensure disposal. That activity can sometimes be difficult.

For safety, the ChemStation system helps eliminate possible injuries from handling drum containers and spills that can be very costly.

I would like to thank you and the entire group for your support. Your monitoring of the containers assist me with one less thing to worry about." ■

The Soap Box

- 50 million new jobs will open up by 2006, an increase of 14% over 1996. *Utne Reader*
- Most of Japan's 120 million people, equal to about half the population of the U.S., live on its four main islands having a combined area smaller than the state of California. *An Incomplete Education*
- The Milky Way is like a giant pinwheel - 100,000 light years across and 1,000 light years thick, filled with 200 billion stars. *Smithsonian*
- A cacao tree yields 30 fruit pods per year, each containing an average of 30 beans. It takes 400 beans to make one pound of chocolate. *Saveur*
- China developed the world's first paper currency, and in 1690 the Massachusetts colony was the first government outside of China to issue paper currency. *Discover*

Lab Report

ChemStation Product 7171 passes "new" Boeing Spec D6-17487 REVISION M.

As documented by SMI, Inc., Product 7171 meets all requirements for "Exterior and General Cleaners" when used undiluted, or when diluted up to 14:1. ■

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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