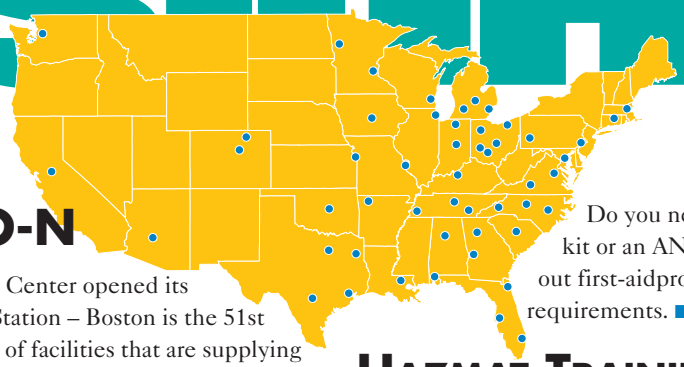
CHEMSTATION®

(800) 554-8265 www.chemstation.com

INSIGHTS

Vol. XVI No. 10, October 2004



E-X-P-A-N-S-I-O-N

Another ChemStation Manufacturing Center opened its doors for business last month. ChemStation – Boston is the 51st dot on our ever-growing network map of facilities that are supplying customers with our environmentally safe, water-based detergents and process chemicals.

We are in the midst of celebrating our 20th year of "Keeping it Clean" through our network of Manufacturing Centers across the country. By offering you our custom formulated industrial cleaning products through a system that doesn't litter and contaminate the countryside with rusty barrels and product residues, we're doing our part to help keep our environment clean.

Got dirt? We've got the solution! ■

JUST FOR YOU!

An attractive one-page fact sheet that explains each of the 16 sections contained on a Material Safety Data Sheet (MSDS). If there are chemicals at your place of business, then there must be an MSDS. And it's important that you have a keen understanding of how to read it.



Your ChemStation sales/service representative can provide you with this one-page fact sheet, "How to Read an MSDS." They are available in English and Spanish. Give your rep a call today and ask for your free copy. ■

WHAT'S IN YOUR FIRST AID KIT?



Have you ever cut or scraped yourself at work, and opened the First Aid Kit only to find two mini bandage strips, seven paper clips, a gum wrapper, three half aspirins in the bottom of a large bottle, an empty container of antibiotic ointment, and a used disposable latex glove?

Everyone should have a well-stocked first aid kit handy in the workplace. The contents of your kit will vary depending upon the number of people it is designed to protect as well as special circumstances where it will be used. It is also important to check your kit periodically to restock items that have been used and replace items that are out-of-date.

Do you need an OSHA-Compliant first aid kit or an ANSI-Compliant first aid kit? Check out first-aidproduct.com and you'll find the requirements. ■

HAZMAT TRAINING

Hazmat training can prove to be a real chore these days and it's no wonder why. With the addition of HM-232 security training requirements, trainers have been forced to scramble to come up with new training programs without a lot of advance notice.



Training isn't always a treat for hazmat employees, either. There is usually enough to do each workday and a training session doesn't help the daily routine. But still, it is something that needs to be done, and a little brainstorming may help to make the task easier.

Get together with employees prior to putting the finishing touches on your training program and ask for input. Some of the topics you might focus on may include:

The employee job description. What areas of the employee's duties involve hazmat? Does one employee require special training others may not need?

Employee concerns. Hazmat is serious stuff. Are there specific tasks performed by an employee that require extra attention?

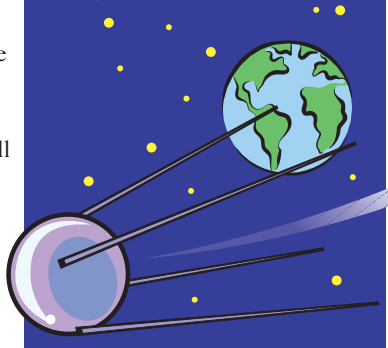
New training responsibilities. Has anything changed? Is there anything new to address or discuss? Can the employee add any insight?

Let employees know their thoughts and suggestions are important in putting together an effective training program. Be sure to integrate information gathered during the pre-training session into the next training program. It may make everyone's job just a little bit easier. If you need assistance in Hazmat Training, contact your ChemStation sales/service representative. We can help! ■

Source: J.J. Keller

A LOOK AT OCTOBER

It was October 1, 1908 when Henry Ford's Model T went on sale for the first time. The Space Age began on October 4, 1957 as the Soviets launched the first satellite (Sputnik I) into orbit. On October 12, 1492, Christopher Columbus made his first landfall in the Bahamas. October 13, 1884 marks the day when Greenwich was established as the universal time from which standard times throughout the world are calculated. The Erie Canal opened on October 26, 1825. Bedloe's Island in New York Harbor was the site for the dedication of the Statue of Liberty on October 28, 1886. The stock market crashed on October 29, 1929 when over 16 million shares were dumped amid tumbling prices. The Great Depression followed and spread worldwide, lasting until the outbreak of WWII. October 31 is Halloween, an ancient celebration combining the Christian festival of All Saints with pagan autumn festivals.



CHEMSTATION®

Why We Don't Hear Others

If you want to listen so you really hear what others say, make sure you're not a:



- **Mind reader.** You'll hear little or nothing as you think "What is this person really thinking or feeling?"
- **Rehearser.** Your mental tryouts for "Here's what I'll say next" tune out the speaker.
- **Filterer.** Some call this selective listening – hearing only what you want to hear.
- **Dreamer.** Drifting off during a face-to-face conversation can lead to an embarrassing "What did you say?" or "Could you repeat that?"
- **Identifier.** If you refer everything you hear to your experience, you probably didn't really hear what was said.
- **Comparer.** When you get sidetracked assessing the messenger, you're sure to miss the message.
- **Derailer.** Changing the subject too quickly tells others you're not interested in anything they have to say.
- **Sparrer.** You hear what's said but quickly belittle it or discount it. That puts you in the same class as the derailer.
- **Placater.** Agreeing with everything you hear just to be nice or to avoid conflict does not mean you're a good listener. ■



Send your comments to:

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Printed on recycled paper

Soapbox

Interesting statistics:

Average life expectancy (in seconds) of an enemy soldier in a Chuck Norris film: 4

Number of men who have written letters proposing marriage to Vanna White: 3,506

Age most people stop believing in Santa Claus: 8

Age most people stop believing in politicians: 7

Number of chemical elements in the universe: 104

In a glass of New Jersey tap water: 98

Salary of the average pro wrestler: $47,500/yr

If pro wrestling didn't exist: $4.25/hr

Number of things that annoy Andy Rooney: 2,000,000

Number of people annoyed by Andy Rooney: 23,000,000

Average miles per gallon you can expect if a car maker's ad says "30 mpg city:" 23

Number of people who aren't doctors, but play them on TV: 57

Number of Americans who believe any of these statistics are true: 2,478,644

In 1610 the population of the American colonies was 350 people

Number of statistics made up on the spot: 42.7%

The miniscule fraction of time that you realize you've just made a BIG mistake: ohnosecond

Statistician, n. A man who believes figures don't lie, but admits that under analysis some of them won't stand up either.
– *Evan Esar*

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