CHEM STATION®

(800) 554-8265 www.chemstation.com

INSIGHTS

Vol. XIII No. 2, February 2001



ARE YOU A CORPORATE ATHLETE?

The following are 15 corporate athlete principles that Dr. Jack Groppel explains in his book *The Corporate Athlete: How to Achieve Maximal Performance in Business and Life.*

1. If you want to improve your business, go into training.
2. Take ownership and responsibility for who you are.
3. Quit trying to reduce your stress. Instead, increase your capacity for stress. To do this you must increase the frequency of recovery.
4. If you're going to be more productive, if you're going to be a better performer, you need more energy.
5. Nutrition may well be the single most important limiting factor preventing corporate athletes from achieving their maximum potential.
6. Drink the right fluids and plenty of them to maximize your recovery.
7. Weight doesn't matter. It's the amount of body fat you're carrying that should be your concern.
8. Take the time to figure out a menu for your life.
9. There's no reason to eat poorly, even when you're running like mad.
10. It's far better to get your vitamins and minerals from food rather than from pills. But take a supplement as an insurance policy.
11. There's one type of stress that should always be a scheduled part of your day: exercise.
12. Everybody has a spiritual side, whether you are Christian, Jewish, Buddhist or agnostic – even if you are an atheist.
13. Don't begin any physical, mental or emotional conditioning program without determining your starting baseline.
14. What separates a great corporate athlete from a good corporate athlete? Often it is patience, persistence and perfect practice.
15. Don't exercise to get healthier – exercise to perform at higher levels of work and with your family. ■

Source: Selling Power

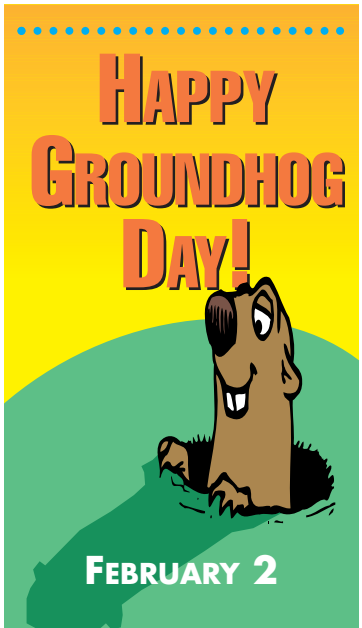
COMMON BOND?

What do a bakery, a landfill and a chicken processing plant have in common? Chances are, they use the ChemStation Solution to keep everything sparkling clean and sanitized. That's what is so amazing about our line-up of over 2,000 products – they've all been developed to solve real-world cleaning challenges faced by small retail shops as well as the nation's largest manufacturing plants. Plant Managers agree that the ChemStation System of environmentally friendly chemicals, made and shipped from our local network of Manufacturing Centers, offers the most cost-effective method of cleaning.

In addition to cleaning bakeries, keeping chicken plants sanitary and making landfills smell better, here's a small sample of what ChemStation has been cleaning lately:

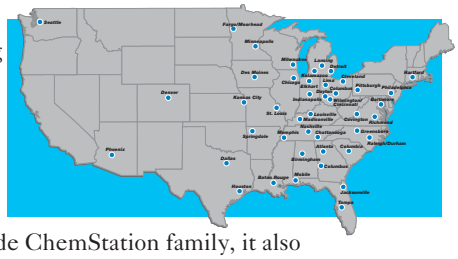
Metal processing plants	Dairy farms
Concrete trucks	Port authorities
Vats of perfume	City buses and trains
Liquor distilleries	Army bases
Paper mills	Refinery vessels
Goose down	Meatpacking plants
Yacht making molds	Printing companies
Ocean-going trawlers	Breweries

Have you got a cleaning challenge you need solved? Are you tired of drums and disposal costs? Want to work with an experienced company that services what they sell? ChemStation is the answer… call us soon! ■



CHEMSTATION…SERVING YOU LOCALLY AND NATIONALLY

One of the great advantages of working with ChemStation is our system of local manufacturing, coupled with a national presence. It means you are serviced by one of our 43 Manufacturing Centers who are responsible for formulating and delivering product directly to your door. And, since we're all a part of the nationwide ChemStation family, it also means that all of our Centers can work together to provide cleaning chemicals to a number of your company's locations.



Our national account approach offers you…

- *Central Billing.* You'll receive a big picture view and an easy audit path.
- *System Consistency.* Guaranteed for product, price, distribution and usage.
- *Flexibility.* Specify products as needed per location. Adapt to changes quickly.

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CHEMSTATION®

Labor Unrest? Watch Out For OSHA!

Pay extra attention to safety if your company is having trouble with its workers. A new study shows that the likelihood of a federal safety inspection rises when companies are facing a strike, claims of unfair labor practices, union organizing or other labor problems.

In fact, companies experiencing labor unrest are six times more likely to be inspected by OSHA than the average business, according to a four-year study by the General Accounting Office, a nonpartisan watchdog for Congress.

What is the main reason for the higher rates? More employees complain to OSHA in such situations. A full 60% of inspections at companies with labor unrest were prompted by employee safety complaints. That's compared to 22% of all inspections. ■

Source: U.S. Poultry News and Views





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Soap Box

High-ranking corporate women bring home only about 67% of the earnings of top male executives.
Kevin F. Hallock, Marianne Bertrand

New research suggests that repetitive stress injury is a learning "catastrophe" in certain neurons that can be best treated by retraining the brain instead of current treatments like wearing braces, anti-inflammatory medicine and ergonomic posture changes.
University of California at San Francisco

A new study reports that 60% of all prospects say "no" four times before saying "yes" to a sale. The problem is that 92% of all salespeople give up before the fifth try.
American Management Development Group

Alaska has no state income tax or state sales tax. Residents also share profits of the state's oil industry, receiving annual disbursements that generally exceed $1,000.
Alaska Tourism

ChemStation...Serving You Locally and Nationally (continued)

- *Product Quality.* Ensured through computer controlled manufacturing.
- *Use Monitoring.* Responsive to individual facility needs.
- *Environmental Compliance.* Assurance of company-wide environmental compliance.
- *Safety Systems.* Common safety practices across company locations.
- *Cost Control.* Puts you in charge of all chemical management.

Whether you have facilities statewide, or factories spread throughout the country, ChemStation can service your cleaning needs with a highly personal touch. It's the smart way to go! ■

ChemStation