ChemStation®

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INSIGHTS

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Alternative Sleds

If you live in the snowbelt, you might have some fun trying one of these alternatives to a Flexible Flyer:

Garbage Bag: The heavier-duty the better, you can sit on or in a Glad Bag and expect a reasonably slick ride down any reasonably steep hill. The experience will be enhanced by placing a sheet of cardboard in the bag as a stiffener between you, the bag and the snow.

Snow Shovel: Straddling a snow shovel for a ride down a slope is not for the weak at heart – or for guys who can't master a controlled stop. Blades of plastic or metal both work, but you'll get a more comfortable ride and the best speed from the curved-blade models. Shafts ending in a handle grip offer something to push your feet up against on the ride down.

Kiddie Swimming Pool: Use the cheap plastic kind and find one with as flat a bottom as possible. Load a few people in, get a nudge off the top of the hill, and don't even *think* about being able to steer it.

Cookie Sheet/Roasting Pan: Cookie sheets are fine on unpacked snow, but you'll need the higher gunwales offered by a roasting pan in the powder.

Shower Curtain/Plastic Tablecloth: Both work; sit in the center and fold it around your legs to the side first, leaving about three feet out front to fold over your legs burrito-style and hit the slopes.

Downhill speed will be enhanced on all of the above, including conventional plastic sleds by applying any one of the following substances to the bottom of the "sled" spray-on vegetable oil, WD-40 lubricant or Armor All Protectant. ■

Got a Cleaning Problem? We can Help

Perhaps we're supplying you with a product to clean your floors, but you also need something to clean the road grime and dirt from your fleet of trucks. There's not much we can't clean, so give us a call or talk to your ChemStation sales representative about other cleaning products we can provide. Let our system be your solution for all your needs. ■

This Month in History

For more than 100 years, on February 2, the eyes and ears of the United States and Canada have been focused on the entrance to the winter accommodations of the groundhog. The belief is that if he comes out and sees his shadow, there will be six more weeks of bad weather; if he doesn't see it, spring is near. In the United States, Punxsutawney Phil does the honors; in Canada it's Wiarton Willy. Regardless of the Groundhog Day predictions, Valentines Day will follow 12 days later as one of the most widely observed unofficial holidays. February 17 is the Monday Holiday observance of President Abraham Lincoln's birthday (February 12) and President George Washington's birthday (February 22).

E-x-p-a-n-s-i-o-n

Last month we told you that the outlook for 2003 was positive and bright. This month we're proud to announce the opening of two new ChemStation locations – Greeley, CO and Asheville, NC.

Greeley is located about halfway between Denver and the Wyoming border and their facility will focus heavily on the dairy industry.

Back East, ChemStation of Appalachia is opening in Asheville to serve the needs in the western part of North Carolina.

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 45 Manufacturing Centers who are responsible for formulating and delivering product directly to your door. ■

Surviving Disaster

Is your business prepared for a disaster? Here are a few tips for living through a tragedy:

- **Be pessimistic.** Could we survive if the business were closed for a week, a month, the whole revenue season?
- **Have an alternate site.** Could you operate in the short term out of your house or a nearby storefront? Have off-site storage for hard-to-replace items and copies of critical data such as accounting and employee files and key software.
- **Have backup suppliers in case a disaster strikes them.** Place occasional orders with them, too, so they consider you an active customer when you need them.
- **Know what your insurance covers.** Will it cover the replacement cost of vital facilities and equipment?
- **Upgrade your technology and facilities.** Surge-protect all computers and phones to guard against power outages. Strengthen exterior walls, add a retaining wall or shore up a creek bank to guard against flood. ■

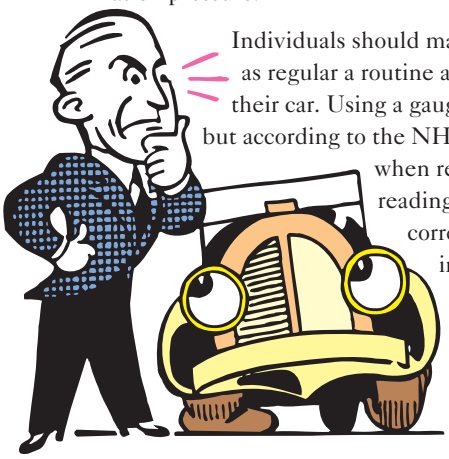
Source: U.S. Small Business Administration

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Tire Pressure

In the words of Mike Carruthers of radio fame, *"there's something you should know."* A survey done last year by the National Highway Traffic Safety Administration reported that 27% of cars and 32% of vans, pickups, and SUVs had at least one tire that was underinflated.

This survey estimates that low pressure kills as many as 79 people a year, and injures as many as 10,635 people each year. Tires that are insufficiently inflated can also wear out more quickly and reduce fuel efficiency. The survey considered a tire underinflated if it was 8 lb per square inch or more below the manufacturer's recommended inflation pressure.



Individuals should make checking their tire pressure as regular a routine as checking the other fluids in their car. Using a gauge is the correct way to do this, but according to the NHTSA, people make a mistake when reading the gauge. Instead of reading the side of the gauge for the correct psi, one is supposed to look inside the driver's door for the correct pressure. ■



Send your comments to:

Insights Editor, ChemStation, 3400 Encrete Lane, Dayton OH 45439
Email: kdunlap@chemstation.com

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Soapbox

Better to get up late and be wide awake than to get up early and be asleep all day.

Five good oxymorons: (1) act naturally, (2) same difference, (3) clearly misunderstood, (4) plastic glasses, and (5) exact estimate.

Billings Law: Live within your income, even if you have to borrow to do so.

Ever wonder why the man who invests all your money is called a broker?

Adam and Eve had an ideal marriage. He didn't have to hear about all the men she could have married, and she didn't have to hear about the way his mother cooked.

Long ago cursing and beating a stick into the ground was called witchcraft – today, it's called golf!

Did you know Lake Michigan is the only Great Lake entirely inside the United States?

Nuclear physics is much easier than tax law. It's rational and always works the same way.

There is no snooze button on a cat who wants breakfast.

Don't you hate it when the bank buries your statement in an envelope with a fistful of advertising for new service you don't want?

You know you're too stressed when antacid tablets become your sole source of nutrition.

Nobody knows the age of the human race, but everybody agrees that it is old enough to know better. – *Anonymous*

Agreement, n. That point you reach in an argument when you first begin to understand that you were wrong.

He who hesitates is probably right.