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INSIGHTS

ChemStation

Whatever it Takes...We Do It!

Recently, ChemStation took on a venture that included Koch Foods in Chicago, IL and Dayton, OH. We knew their longstanding relationship with the previous vendor would pose a formidable challenge. Our initiative: to differentiate ourselves on more than just price.

ChemStation is not just a chemical vendor, but a *partner*. Partnering with Koch Foods means we absorb responsibilities associated with chemical program management, improve training, detail cleaning procedures, and troubleshoot/improve the cleaning process where necessary. Matching chemical performance and laying out an acceptable chemical budget were a given. We needed to look elsewhere to differentiate.

Dispensing was of major concern. We installed automatic dispensing systems that regulate dispensing and record activity to help control costs. We committed to be present at audits and absorb the responsibility of ensuring that all chemical program documentation is in order. All food processing facilities have SSOPs in place, but we committed to review and enhance all cleaning procedures for them. Providing detailed descriptions and pictures is very important to Koch because they see the procedure not only as a necessary document but a great training tool.

Having a comprehensive service plan is what made the difference for us. We feel selling and implementing this *consultant* or *partner* type relationship is the way to win and keep longstanding loyal customers.



THINKING GREEN

Gadgets by the Numbers

1,200
The dollar amount the average American household spends on new electronics annually.

20-40
Number of gadgets the average American keeps on stand-by, that suck-up energy even when turned off. (Including, televisions, computers, electric toothbrushes, phones, radios and more.)

One percent
The total percent of carbon dioxide emissions emitted each year from devices left on stand-by.

230 million
The number of products with battery charging systems currently in use in American homes and businesses.

1.5 billion
The number of external power adapters, also known as power supplies, currently in use to power small electronic devices – that's about five for every person. The total electricity flowing through all types of power supplies makes up about 11% of the national electric bill.

3 million
Tons of household electronics tossed by Americans in 2006.

Training Cheaper than Waste Violations

A salvage company will pay $69,000 for improperly managing hazardous waste. A metal finishing company will pay $85,000 for failure to train hazardous waste personnel and keep proper records. When something as simple as leaving the lid off a drum can earn fines, penalties, and jail time, training can turn out to be quite a good investment. Take a closer look at hazardous waste training requirements.

All "facility personnel" must be trained, including all persons who work at a facility that handles hazardous waste. This even includes part-time or temporary workers, consultants, and contractors at your facility.

SAFETY = SAVINGS

Workplace Safety Posters

Using workplace safety posters in manufacturing facilities is not only a good idea, in some cases it's the law. All types of safety posters are readily available for purchase online by researching these terms: safety posters, workplace safety posters, or safety in the workplace.

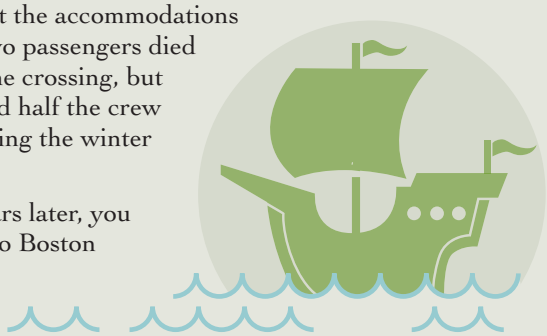
Remember to post signs where they are most applicable. Numerous safety signs located all together will likely be ignored. It's a good idea to invest in safety signs that are metal and rust-proof. You can also find unique hanging products to ensure your safety posters stay on walls. Additional subject matter for workplace safety posters includes proper lifting, the importance of reporting accidents, fall protection, ergonomics at a desk, heat stress and proper use of respirators, hearing protection and safety glasses.

Those Brave Pilgrims!

September 6 is Mayflower Day...the day in 1629 when a group of English Separatists (better known as Pilgrims) sailed from Southampton, England to Plymouth, Massachusetts, in search of a place to practice their religion freely. The story of the Mayflower is a staple of any American history textbook. On November 21, 76 days later, they dropped anchor at Provincetown, Massachusetts.

The Mayflower was primarily used as a cargo ship. Details of the ship's dimensions are unknown, but estimates based on the typical size of merchant ships of its day suggest an estimated length of 90-110 feet and a width of about 25 feet. Think about it. A football field is 300 feet long and 160 feet wide. You could "park" 18 Mayflower ships on a single football field!

Now imagine 102 passengers and a crew of 25-30 living together for 76 days in such diminutive quarters. It makes you want to think twice before you gripe about the accommodations at a bargain motel. Two passengers died from disease during the crossing, but only 53 passengers and half the crew were alive after spending the winter on board the ship.



Today, a mere 389 years later, you can fly from London to Boston in 7.25 hours.

SOAPBOX

There is nothing to be learned from history anymore. We're in science fiction now.

If there were wisdom in beards, all goats would be prophets.

The trouble with facts is that there are so many of them.

Life doesn't come with directions. But if it did…they'd probably be in very small print.

If you wait to get everything right, it will be very late when you get there.

Anything that happens enough times to irritate you will happen at least once more.

I think I've discovered the secret of life – you just hang around until you get used to it. – *Charles M. Schulz*

You know you're grown up when your refrigerator has more food than beer in it.

The life span of a taste bud is about 10 days.

ChemStation®

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By the Numbers



Gallons of soap delivered:
148,750,530 since 1984



Empty drums not in landfills:
2,704,555 since 1984