CHEMSTATION®
(800) 554-8265 www.chemstation.com

INSIGHTS



Beating the Drums

It was another record sales year for ChemStation. In 2000, our network of Manufacturing Centers around the country delivered nearly 10 million gallons of soap. This means that we were responsible for keeping approximately 179,000 rusty barrels from polluting our environment.

We like *KEEPING IT CLEAN* and want to say thanks to our customers for their loyalty. ■

Interesting Web Sites



From time to time we come across useful, humorous, and otherwise interesting Web sites. Here are a few we've seen lately:

Search Engine for Old Web Sites	www.alexa.com
Dictionary On-Line	www.dictionary.com
Blue Book Values for Everything	www.strongnumbers.com
CPR Refresher On-Line	www.learncpr.org/index.html
Safety Information	http://osh.net
ChemStation	www.chemstation.com
Tire Care	www.tmn.com/tisc/
Stress Reducing Tips	www.stresstips.com
Screen Savers	www.screensaver.com

National Manufacturing Week

Within National Manufacturing Week, the National Plant Engineering MRO & Management area is positioned to address the needs of the $350 billion MRO market. More than 600 companies (including ChemStation International) are lined up to present the full mix of maintenance, repair, operations and systems solutions in addition to all the latest technology available within the industry. Check us out March 5-8 at Booth #2724. ■

Got a Match?

"I didn't come here to be told that I'm burning the candle at both ends," complained the patient to his doctor. "I came for more wax."

Looking at a Government Fine?

You typically can't deduct fines and penalties that arise from breaking the law. But ordinary and necessary business expenses are deductible in full.



In a recent newsletter from the National Institute of Business Management, the editors suggest that if you're going to be hit with a penalty, you can beat government authorities to the punch by arranging a deal that is compensatory rather than punitive.

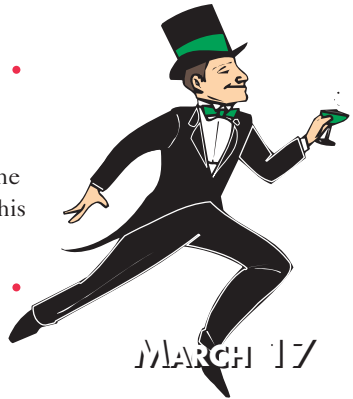
For example, if you suspect a fine levied by the Occupational Safety and Health Administration will be upheld, offer to set up a fund to assist workers before the government forces you to cough up the nondeductible fine. Or, if your company is accused of potentially costly pollution violations, recommend as an alternative that a trust fund be set up to help with the cleanup.

The result is that you may be able to transform an expensive nondeductible penalty into a valuable tax deduction.

Always remember to consult your accountant and attorney for the appropriate advice for your situation. ■

Source: National Institute of Business Management.

Happy St. Patrick's Day



March 17

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