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INSIGHTS



ChemStation

More than Just Selling Soap

Many of our satisfied customers are happy with some of the more basic, day-to-day benefits of doing business with ChemStation…custom-formulated cleaners, refillable containers, and a dedicated rep who takes care of them. And, then there are customers who have some special challenges.

One of our trucking customers needed help monitoring their wastewater prior to releasing it into the city's sewer system. The Memphis ChemStation facility team developed a pH probe system for them to use to guarantee a neutral reading before releasing the wastewater.

Later, this same trucking company was faced with a challenge of losing the service of one of their tankers because of the residue from a particularly nasty chemical that had been transported in it. A loss of nearly $60,000 that they didn't want to face.

With help from our staff of chemists, a product was designed that completely eliminated the chemical residue and left the tanker bright and shiny – inside and out!

Our "work-with partnership" doesn't stop after the sale. We're there to help you any way we can.



New "Infosheet" Gives the Facts

Get the facts on ways to protect employee health when working with cleaning chemicals, including green cleaning products. OSHA and NIOSH issued a new "Infosheet" that covers potential health problems, choosing safer chemicals, reading the safety data sheet, training employees in safe work practices, and helpful resources. Check out: OSHA.gov/Publications/OSHA3512.pdf

THINKING GREEN

How do You Get Rid of…?

It's hard to know what to do with items around your house that have seen better days. You know you shouldn't throw them in the trash, but they're not typically recycled at the curb. So how do you get rid of them?

The laws for disposing of household waste vary depending on where you live, but here are some general guidelines and resources:

Electronics: Every retailer that takes back rechargeable batteries also accepts mobile phones, as do most wireless providers. For computers, cameras, televisions, and others it's worthwhile to do a little homework because some stores charge fees. Check out Best Buy, Staples, and Office Depot. Some places, like Radio Shack, have trade-in programs where you can receive store credit for your old gadgets.

Medications: Don't flush them down the toilet or pour them down the drain because tiny amounts of pharmaceuticals are making their way into our streams, rivers, and lakes. Check with your local government to see if it's hosting a collection event. Ask if your pharmacy will accept old prescription drugs. Otherwise you'll have to throw them in the trash. Remove all personal info before chucking bottles to avoid identity theft.

Appliances: Most retailers will take away your old refrigerator, dishwasher, or other large appliance when you purchase a new one. Also check with your municipality because many cities and towns offer free curbside pick-up. For small appliances, try Best Buy or Goodwill.

Mercury Exposure from Fluorescent Bulbs

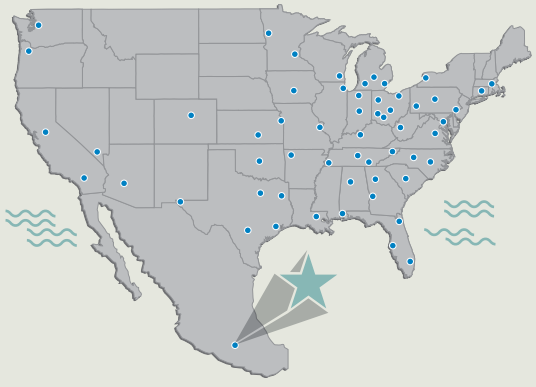
The U.S. EPA encourages Americans to use compact fluorescent lights in order to save energy. CFLs contain a very small amount of mercury sealed within the glass tubing. No mercury is released when the bulbs are intact (not broken) or in use, but CFLs can break and release mercury vapor if dropped or roughly handled.

To find out what you should do to minimize any exposure OSHA has a "Quick Card" you can download from their Web site, "Avoiding Mercury Exposure from Fluorescent Bulbs." The one-page instruction sheet is presented in English and Spanish. See: osha.gov/Publications/OSHA3536.pdf

South of the Border!

The Republic of Mexico will soon be dotted with ChemStation tanks as our most recent Manufacturing Center has opened (near Mexico City) and is custom-blending cleaning chemicals for our friends south of the border.

President Pedro Zarur, General Manager Fernando Garza, and Operations Manager Federico Ballesteros are running things at the facility while Ernesto Javier and David Alvarez are out selling the ChemStation system. Welcome to the family, amigos!



Going, Going, Almost Gone…

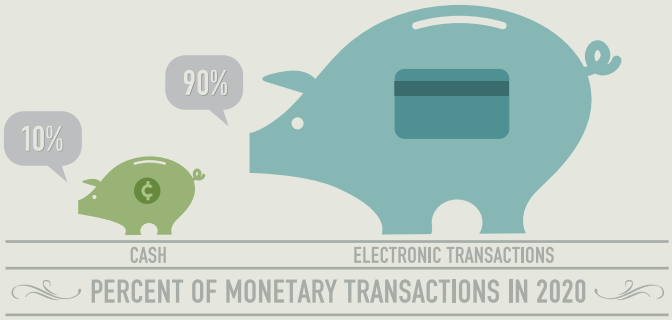
Many fixtures of everyday life are going the way of the 8-track, labeled "quaint" and relegated to museums – if not the trash. Check these out.

Piggy Banks: By 2020 only 10% of all monetary transactions will be in cash. Governments will likely support this trend; some 25 percent of the world's circulating cash is used for illegal activities. Electronic payment systems will replace our beloved coins and greenbacks.

Cursive: Hawaii, Indiana, Illinois, and Ohio have officially dropped handwriting as an educational requirement, with many states currently considering doing the same. One day extra instruction may be required for students who wish to read historical documents in their original drafts.

Gasoline Pumps: When your car drives itself to a service station, it will be to plug in for a battery recharge or to fill up with hydrogen. Can't say we'll miss the pumps – or the fumes, the splashing, the pollution, the price…

Wave bye-bye to other vanishing items including answering machines, phone books, tube televisions, Rolodexes, subway tokens, and film.



SOAPBOX

60 Minutes is the only TV show with no theme song or music.

Cats are smarter than dogs. You cannot get eight cats to pull a sled through snow.

Don't worry about middle age: You'll outgrow it.

When you have a lot of things to do, get your nap out of the way first.

Found in a fortune cookie: Don't blame failures on others – you just didn't work hard enough.

The hardest thing in life to learn is which bridge to cross and which to burn.

A fine is a tax for doing wrong. A tax is a fine for doing well.

By the time you learn the rules of life, you're too old to play the game.

A bus is a vehicle that runs twice as fast when you are after it as when you are in it.

Letting the cat out of the bag is a whole lot easier than putting it back.

If you didn't get caught, did you really do it?

The 50-50-90 rule: Any time you have a 50-50 chance of getting something right, there is a 90% probability you will get it wrong.

ChemStation™

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By the Numbers



Gallons of soap delivered:
191,473,908 since 1984



Empty drums not in landfills:
3,481,344 since 1984