

THE HIGH COST OF SLIPS AND FALLS



We've all laughed at cartoons where the main character steps on a banana peel and careens to and undignified stop on his or her rear end. It's okay to find humor in a cartoon, but there's nothing funny when this happens at work.

Slips, trips and falls are the most common type of industrial accident. Falls on the same level (rather than from a height) account for billions of dollars in workman's compensations and medical expenses each year. This does not include the costs associated with lost productivity, nor the agony experienced by those who become disabled. The majority of dangerous falls

actually occur from same level walking surfaces. The causes of these falls are due to a variety of reasons, including the following: wet, oily or otherwise slippery surfaces, rough floor surfaces in disrepair, loose or unanchored rugs and mats, spills, ice, rain or snow, obstacles in walkway, or inappropriate footwear.

Walking and working surfaces should always be kept clean and dry. In fact, OSHA standards require that "All places of employment, passageways, storerooms, and service rooms shall be kept clean and orderly and in a sanitary condition." And, "The floor of every workroom shall be maintained in a clean and, so far as possible, dry condition."

You may think of absorbents only in terms of pollution pre-

vention, but more often, they are use within a facility to clean up potential slip and fall hazards.

Most chemicals, cleaners, fuels, oils and other common industrial liquids are highly slippery when spilled on a smooth surface. In fact, you may not have any "hazardous material" at your workplace, but when something as innocent as dish soap spills on the floor, you suddenly have a hazardous situation.

Absorbent rolls, pads, industrial rugs, socks, granular absorbents, and spill kits are all handy items to have on hand to protect your staff and maintain a clean, non-slip workplace. The faster you can respond to any size of spill, the lower the chance some unaware person will become a statistic.

2007 CATALOG

EnviroMet has just released our new catalog for 2007. This is our most comprehensive catalog to date. We added new products in each category. If you check out the SPILL KIT section, you will see 20 and 30 gallon OverPack Kits and 50 Gallon Wheeled OverPack Spill Kits. You can build you own SURVIVAL KIT

with a list of each item available to personalize a kit to meet your specific needs. Check out all the SECONDARY CONTAINMENT products, such as ENPAC's new POLY-STACKER/RACKER system for 5 gallon pails. We also offer a section highlighting neutralizers for both acids and bases.

Please call 1-800-590-2436

to request a copy be mailed to you. Or you can go to our new website at www.spill-kit.com and download a copy directly to your computer.



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NEW WEBSITE

ENVIROMET introduces our new, updated website at www.spill-kit.com. If you haven't checked out our site lately, this would be a good time. We feature more products and more information. MSDS's for our main products are now available on-line. The new site is brighter and easier to navigate. Did you know that you can also print a copy of our catalog from our website, as well as all our newsletters? Look for a shopping cart coming in the next few months.

ENVIROMET PRESIDENT, RONI SASAKI BEGAN HER CAREER AS A “SKI BUM”

Roni Sasaki, the president of EnviroMet, was born with only one leg. In those days, doctors said she may not ever walk, but Shriner’s Hospital for Crippled Children proved them wrong, and by age two, Roni began walking with a simple prosthesis. Prosthetic technology advanced at a rapid pace as thousands of Vietnam Vets returned home with missing limbs. These young and resourceful individuals propelled the industry to develop better artificial limbs so they could live “normal” lives. Each new leg Roni received was more advanced than the one before.

Roni dreamed of being good at sports, but always fell short of the standards set by non-disabled people, or “normies” as she used to call them. During her high school senior year, she was contacted by an organization called SOAR (Shared Outdoor Adventure Recreation), an organization committed to help disabled people participate in a wide range of sports, from skydiving to kayaking. The woman on the phone asked if Roni wanted to learn how to ski.

Roni was first taught to ski by a fellow amputee. After a few tries, she was hooked and entered her first race during her sophomore year in college. She competed against other skiers like herself who were all missing a leg. Many disabilities were represented by the other participants. There were skiers with only one arm or no arms; some were wheelchair bound and skied in a “mono-ski,” a device to sit in and balance over one ski. There were even blind skiers who were led down the hill by a guide.

This first race propelled Roni to set a goal to become a full-time ski racer and eventually be chosen for the United States Disabled Ski Team.

When she graduated from Portland State University, she packed all her skis and belongings into her car and moved to Winter Park, Colorado, to participate in a full-time training program specifically for disabled athletes. “This wasn’t a ‘Pitty Me’ program,” she says. “These people were strong and driven to become the best

athletes in their field in the world. I was proud to be a part of this group.”

Sasaki reached her goal of becoming a member of the U.S. Disabled Ski Team in 1989. Her first big event was the 1990 World Disabled Ski Championships. She was a rookie, yet still walked, or shall I say, skied away with two silver medals. This secured her spot on the U.S. Team and proved to all those who knew her that she was an athlete—who just happened to have one leg.

“We wanted people to take us seriously,” she now says. “We hated being treated with a condescending attitude by those who would say, ‘I can’t ski as good as you and I’ve got two legs,’ as if having two legs guaranteed you could automatically be a great skier. We trained hard and consistently. When I wasn’t training, I was working two jobs to support myself. It was very hard work, but very worth it. I also had tons of fun.”

Roni Sasaki retired after the 1992 Olympics and went on to have three children. In 1995, she started, Metro-



“We were serious athletes and I was proud to be a part of the team.”

Chem, Inc, now doing business as EnviroMet.

She says that life today doesn’t have the same thrill factor as it did while she was ski racing, but it is much more satisfying. Raising a family and running a small business keep her busy. During the winter months you can find her at the mountain on the weekends with her three children skiing and snowboarding right behind her.

“Life doesn’t get much better than this.”

ABSORBENT OR ADSORBENT?

The term “absorbent” is commonly used in the environmental industry, but most polypropylene pads, socks, rolls and booms are really “adsorbents.” An “adsorbent” is a substance where the surface becomes coated with another substance. In other words, the pollutant clings to the surface of the material. A true “absorbent” pulls the spilled liquid into its fibers, encapsulating them. Both types are used commonly in this industry.

MEET PRODUCTION MANAGER: DEREK SASAKI

Hometown: Kona, Hawaii

Favorite TV Show: UFC Fights

When did you first get into the industry: 2000

Children: 3 children (Yes, he is married to Roni Sasaki)

Favorite Sport: Martial Arts

How long have you been with EnviroMet:
7 years

Favorite Place to Vacation:
Hawaii

Favorite Movie:

BraveHeart

Favorite Food:
Japanese/Sushi

Hobbies:

Instructor of Philippine Martial Arts & Stick fighting

Favorite Type of Music:
Blues and R&B

Best Part of Your Job:

Coming up with new ideas.

Biggest Pet-Peeve:
Inconsiderate drivers.

Musical Instruments Played:
Drums



Derek Sasaki oversees the production of EnviroMet products. He works with his wife, Roni Sasaki, to operate this family owned business.

PRODUCT SPOTLIGHT—AMERIZORB—PEAT MOSS ABSORBENT

AmeriZorb is a superior absorbent made of peat moss fiber that has been processed in Washington State. The unique manufacturing process creates a product with a low dust level that won't leave hands and clothes dirty upon contact. Peat moss soaks up hydrocarbons,



PCB's, anti-freeze, solvents and most chemicals. Peat moss fibers

securely lock the contaminate in and will not release it, even while in the rain, or being driven over or neglected. AmeriZorb works on both water and land.

Gasoline spills create their own set of problems. AmeriZorb placed over a spill of leaking gasoline reduces or eliminates the chance of ignition. When AmeriZorb is thrown over burning gasoline, it extinguishes the fire. AmeriZorb suppresses the vapors that can cause ignition.

AmeriZorb is lightweight and easy to handle. The bags weigh approximately 25

pounds and greatly reduce the chance of a back injury while handling the product.

AmeriZorb is also available with pumice granules to give it "non-skid"

characteristics that are inherent in other types of granular absorbents.



THOSE WHO BOUGHT . . . ALSO BOUGHT . . .

Those who bought a KT-50 or KT-5U, 5 Gallon Pail Spill kits, also purchased:

[#KT-BRKT Steel Mounting Bracket](#)

WHY? The steel mounting bracket is designed to securely hold a five gallon pail.

This bracket is heavy-duty welded steel that is powder coated with gun-metal black paint to give it a rust-free finish. It can be mounted on the outside of a vehicle when interior storage space is unavailable. The bracket can also be mounted on a factory wall, so the kits can be found wherever a spill it likely to occur.



[#KT-PLUG Plug Kit](#)

WHY? The Plug Kit contains a 10 ounce jar of Plug N'Dike and an assortment of 4 wooden



plugs. These items can be used together or alone to provide a temporary seal in the event of a punctured drum, tank or hose. No surface preparation is necessary. Insert a wood plug into the hole first to take up as much space as possible, then work the Plug N'Dike into the remaining gaps. The idea behind a spill kit is to reduce the clean-up costs associated with a spill or break-down. The plug kit can potentially stop a spill at its source.

[#TYGSL Screw Top Lid](#)

WHY? The screw-top lid replaces our standard tear-tab lid. It is easy to open and close. Once the contents are used, a replacement kit can easily be put back into the bucket or the individual items can be replaced.



ENVIROMET

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P R O D U C T S F O R A B E T T E R F U T U R E

BE PREPARED

WINTER 2007

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INDIVIDUAL CUSTOMER CARE

Have you ever called a company you want to do business with, only to be greeted by a computerized answering system? These electronic receptionists are an inexpensive, efficient alternative to a real person, but do you ever feel that if the company really wanted you as a customer, they would have a real person answering the phone?

EnviroMet wants you to know that we value having you as a customer. EnviroMet conducts business by the philosophy that if we help our customers become successful, we will be successful too. Our entire company has imple-

mented an "Individual Customer Care" program. What does that mean to you, the customer?

First of all, when you call, you will talk to a real person. Your call is immediately put through to an experienced person who can help you. Our automated system only kicks in when all lines are tied up, or when our office is closed.

Secondly, if we can't help you, we will say so and attempt to point you in the right direction. As much as we'd like to offer every product our customers request, that simply wouldn't be good for our business. We strive to focus on the product line we can offer to you in

the most cost effective way. This means that sometimes we will provide a phone number for another supplier better suited to serve your needs.

Third, all EnviroMet employees are trained to treat each customer and vendor with respect and kindness. We want every individual that comes in contact with our company to have a positive experience. This applies to your sales staff, dock workers, purchase agents, delivery drivers and office personnel.

Our ultimate goal is to help your company become better for having done business with EnviroMet.