



BE PREPARED

FEBRUARY TRADITIONS

BY CAROL HAWLEY

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OFFICE CAT

EnviroMet's new office has a new resident—Betty Boop—the office cat. She is an older cat who enjoys an exciting life of laying on all the chairs and wrapping herself around our feet until we pet her. If you visit our new office, don't forget to look for Betty Boop.



WHO DO YOU BELIEVE, THE WEATHERMAN OR THE GROUNDHOG?

With today's technology, the weatherman should be smarter than the groundhog when forecasting the weather, but sometimes there is not much difference in the accuracy of their predictions. The main difference between the two is the weatherman relies on millions of dollars of equipment and the groundhog relies on his own shadow.

Where did this legend of the groundhog's shadow come from anyway? It was founded on traditions of the Romans many centuries ago where they performed many pagan rituals around the Latin meaning of the word "February." The tradition then moved to Scotland where it was believed that if any animal came out of its underground hibernation on

February 2nd and the sun was out, there would be six more weeks of winter. If the sun was not out then spring was coming soon. This 2nd day in February was named Candlemas Day (a day which holds many different customs).

The Punxsutawney Groundhog Club was founded in 1886. They decided to celebrate Candlemas Day by going to the woods in search of groundhogs. The club also proclaimed that from a hilltop near the town they could accurately forecast the weather and on February 2, 1887, the first official weather forecast was given by Punxsutawney Phil.

From this date on, the Punxsutawney Groundhog rose to fame throughout the world. The weather forecast on that 2nd day of February 1886, remains recorded in the Con-

gressional Records held in the National Archives and the Library of Congress in Washington D.C.

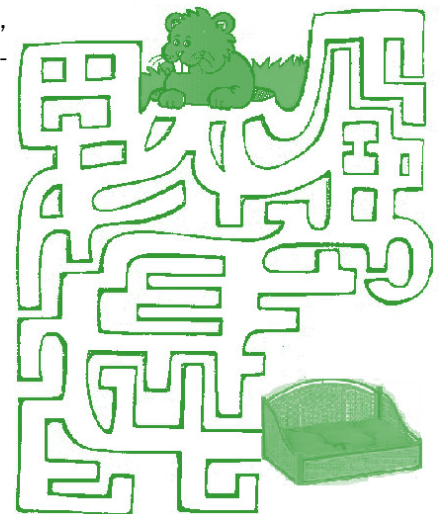
As people learned of Punxsutawney Phil's forecasts, they became very interested, and in July 1966, the hill in Punxsutawney, Boggler's Knob, was officially opened to the public. In 1986, the members of the club traveled to Washington D.C. and visited President Ronald Reagan at the White House.

Today the popularity of Groundhog Day continues to grow. Most everyone has heard of Groundhog Day, but not everyone knows the whole story. Now you can tell your children about the history of Groundhog Day and impress your friends with your trivial knowledge.

NEW OFFICE

EnviroMet has moved to a new office. The address and location has not changed since the new office is right next door to the old. The old office was cozy and small, but there was no room for visitors. The new expanded space gives us plenty of room to grow and even allows for an office cat (see picture at left).

EnviroMet's warehouse has not moved and both office and warehouse are still located at 1200 W 8th Street, in downtown Vancouver, Washington. We are still conveniently located just minutes from I-5 and Portland, Oregon. We welcome and encourage all our local customers to drop in and see our new office.



BREKTIME FUN: Mr. Groundhog just saw his shadow and must return to bed for 6 weeks. Help him find his way back.

PRESIDENT'S CORNER: BUSINESS VS THE ENVIRONMENT

BY RONI SASAKI

When I started this company in 1995 selling industrial cleaning chemicals, the most common question I heard was "how do I clean up the chemical if it spills?" This question was so common, I decided that we could better serve our customers by offering clean-up solutions rather than industrial cleaners. We began building spill kits and offering bulk absorbents that ultimately led to the full line of products that we carry today.

The Environmental Industry has not always been a popular industry to be a part of. I'm sure this is due in part to the perception that new laws and regulations add more costs to our overhead and reduce the amount of business profit. I wonder if this is still true with regards to environmental issues, or has the market tipped—just a little—causing businesses to embrace the environment and its issues?

We live in a world where we simply cannot ignore the environment and our impact on it. Global Warming is going to be a hot issue in this year's election. There is also a lot of talk today about "Green Businesses." Large corporations and small businesses alike are taking steps to function in a way that supports the environment. Developing a Green Business makes a positive

statement to the community, employees, and customers and can even help reduce operating costs and maintain a cleaner, safer work place. This contradicts the old reputation that environmental regulations have been thrust upon us with unreasonable and costly demands that take away from profitability.

EnviroMet offers spill clean-up and prevention products that help many businesses create safer work places and protect the environment and community. But there is so much more that can be done by companies of all

Most business practices have changed since 1950, so we can no longer use the old excuse, "This is the way we've always done it." It's time to embrace the new and move ahead of the competition.

sizes. We can work with our suppliers to reduce packaging waste. Evaluating and changing logistics can save thousands of dollars in fuel costs and also reduce the carbon footprint a company makes. Fuel prices may continue to rise throughout 2008, so anything a

business does to reduce fuel consumption is a win-win for both the



EnviroMet President: Roni Sasaki started the company in 1995.

company and the environment. The list goes on and on, including water conservation, solid waste reduction and recycling, energy conservation and pollution prevention. Small companies may be limited by their ability to invest in technology and new equipment, but every small step has an impact

Please remember that most business practices have changed since 1950, so we can no longer use the old excuse, "This is way we've always done it." If banks tried to operate the way they did 50 years ago, they'd be out of business (in fact, many are). The same is true for retail stores and doctor's offices and so on down the list. We must embrace change and figure out how our business can benefit and prosper.

So perhaps now is the time for businesses to team up with environmental issues to create a community and market place that truly does create a "better future."

NOW AVAILABLE

**Shopping cart on
website:**

www.spill-kit.com

EnviroMet has recently added a shopping cart to the website. This new on-line feature will make it easier for customers to order products 24 hours a day. We always accept phone and fax orders and enjoy the chance to talk in person to our customers, but for those who prefer the ease of the internet, the shopping cart is the answer. If you haven't done so in a while, check out www.spill-kit.com. Detailed product information and MSDS's are available for most all products. All of our newsletters are also posted on-line.

MEET OFFICE ASSISTANT: BEKKI CRAWFORD

Hometown:

Camas, Washington

Children:

Daughter, Emma-2 years

How you met husband, Mark:

Working at a Fishing Lodge in British Columbia, Canada

Favorite Place to Vacation:

Paris, France

Favorite Food:

Pizza & Ice Cream

Favorite Type of Music:

Country

Favorite TV Show:

"Friday Night Lights"

Favorite Sport: Watching Football

Favorite Movie:

"The Notebook" & "Pretty Woman"

When not at EnviroMet.:

I work on our small family farm raising sheep, chickens & dogs and take care of Emma. I also sell Arbonne.

Education:

Bachelor of Science Degrees in Sociology and Business from Portland State University

How long have you been with EnviroMet.?

Part time since 2001

If you were stranded on a desert island, who would you want to be with?

Alone—with lots of good books (this is obviously the answer of a mom with a toddler)

Hobbies:

Reading, Gardening, Decorating, Spending time with Mark & Emma



Bekki Crawford works at EnviroMet part time as a bookkeeper and marketing assistant. The rest of the time she is Mom to Emma.

PRODUCT SPOTLIGHT—6.5 GALLON PAIL SPILL KIT

Spill Kits in buckets are popular with users because they are compact and easy to store. They also hold a decent amount of absorbents to clean-up many small and common spills. We encourage our customers to consider the 6.5 gallon spill kit.

The 6.5 Gallon Spill Kit comes with a bright yellow standard screw on/off lid that has a lever latch for easy removal. The water-tight bucket is a UN approved shipping container

and can be used to transport hazardous materials.

The larger bucket size provides more room to add bulky absorbents for containment and absorbency. This kit is still small enough to stash where ever a spill might occur.

This great kit simply "has it all" at a great price!


Part #

KT-60 Oil Only

KT-6U Universal

Contents:

15 Pads, Single

1 Sock, 3"x48"

1 Sock, 3"x8'

1 Bag Ultrasorb, 5#

1 Pr Nitrile Gloves

1 Temp Disp Bag, 4 mi

1 Plastic Tie Wrap

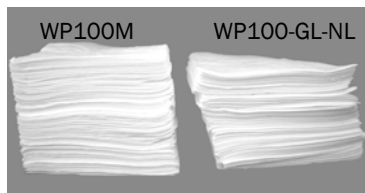
Instruction Sheet

NEW PRODUCT ALERT

Part #WP100-GL-NL ECONOMY MELT BLOWN, OIL-ONLY PADS

Recent increases in oil and gas prices have had a drastic effect on more than just the price at the pump. Consumer items across the

board have increased too. This is particularly true with plastics and polypropylene products that rely on resins and polymers as the raw materials. The manufacturer of absorbents has altered the bale sizes in an effort to keep the price reasonable for the customer. In this effort SpillTech has recently introduced an economical oil-only pad. This high-loft, medium weight bale is a bit smaller than the regular medium weight melt-blown bale. It is 15"x18" instead of the now standard



15"x19." When compared side by side, the price is the most noticeable difference. This lighter weight bale has a high loft and poses a barely discernable difference to the user. It is the ideal solution for those who need an inexpensive oil pad to do the job at their facility. These pads will be available in March 2008.

Part #WP100S SINGLE WEIGHT PADS, OIL-ONLY, 100/BALE

Until recently the Single Weight Melt-blown, Oil-Only Pads were only available in bales of 200. SpillTech now packages these pads in bales of 100—perfect for those who like the economy of the lightweight pad, but simply don't need a large bale of 200.



ENVIROMET

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You have been sent this newsletter because you are in our database. If you would rather receive an electronic version sent to your email address, or would like to add a name or cancel your subscription, please email us at information@spill-kit.com

PRODUCTS FOR A BETTER FUTURE

HELPING OUR ECONOMY

BY CAROL HAWLEY

MADE IN THE USA!



It is election year and promises for a better economy are flying around the media. We don't have to wait until November; we can have an immediate impact by stepping up to the plate and buying USA made products whenever possible. Many products are only assembled in the USA. When you look closely at the label or fine print you will find the raw materials have been imported. It is true that buying these products helps

provide assembly jobs, but it still does not support the industries that make the raw materials. EnviroMet's kits are assembled in the USA, plus all our secondary containment and absorbents are manufactured in the USA. We sell truly genuine American Made products. Obviously businesses have to consider availability and costs so they can remain competitive. Making buying decisions strictly on where something is made does not always make good business sense. EnviroMet is no exception to this. A couple of our

kit containers are manufactured outside the United States. Our number one goal is to provide you the quality and price you need while supporting our economy. The next time you buy spill response products, take a moment to check where they are made and consider where the raw materials are coming from. When you buy EnviroMet products you help to support American companies and their employees in all levels of manufacturing and assembly. Do your part to keep the American Dream alive.