

BE PREPARED

SUMMER 2006

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IF WALLS COULD TALK

For those of you that have not stopped by to see us at our main warehouse in Vancouver, WA, we moved! Our landlord, Albina Fuel, wanted to convert our old space into a truck shop for their fleet of tankers. In return, we were offered a great facility that is truly reminiscent of a building with a colorful history in Vancouver. There is easy access on the east side of the building plus a loading dock for large orders. There is more space for our growing product line and areas for manufacturing our Spill and Disaster Kits. There is even an improved restroom for our customers to use.

Our new warehouse space is better protected from the weather elements of the Pacific Northwest. Even though it is a bit louder being nearer to the train tracks, the scenery makes it worth it. The walls are lined in wide plank pine from floor to ceiling. On a warm spring day, it almost smells like a sauna. Repeating this building task with the current market prices would be almost impossible. There are beautiful, solid wood sliding doors with old iron hardware partitioning off the areas; if only these walls could talk. If you have not been in to see our new warehouse, we'd love to have you come by and say Hello.



Old Warehouse



New and Improved Warehouse

EnviroMet is Certified Woman-Owned

EnviroMet is officially certified as a Women's Business Enterprise (WBE) for the Washington State Program and as a Disadvantaged Business Enterprise (DBE) for the Federal Program. This certification is issued in compliance with U.S. Department of Transportation requirements under Chapter 49 Code of Federal Regulation (CFR), Part 26.



Whether you are traveling by car, motor home, or boat you should take along 3 essential items in case of an accident or emergency. The 2 gallon Haz-mat kit is ideal for any kind of spill including gas, oil,

VACATION TIME IS NEAR

or even a personal accident in the vehicle such as motion sickness. Survival kits by EnviroMet contain food & water rations as well as many other essential survival tools. The handy back packs give you enough room to pack your own personal items you may feel are needed in case of an emergency or disaster. And of

course you can't forget our newest product "Emergency Flashlight". Every vehicle should be equipped with one of these flashlights with the seatbelt cutter and window breakout hammer. It also has emergency flasher alerts. Call to order 360-944-6100 or check us out at www.SurviveTheDisaster.com.

PRESIDENT'S PAGE

BY RONI SASAKI

To Train or Not To Train? I am frequently asked by industrial customers if they are required to train their drivers or operators when they outfit their fleet with spill kits. My answer is always, "Of course you should train your operators. Why wouldn't you?"

With training costs so high and liability at an all-time record, this is a fair question. The problem is, most people associate the words "oil spill," or "chemical spill" with an environmental catastrophe. While this can be the case in some situations, most spills are incidental or common in the normal course of daily busi-

ness. Anyone who operates any type of heavy equipment or machinery that utilizes petroleum products as fuel or lubrication knows that they are susceptible to breakdowns. Thus they can drip, leak or spill the fluid on the ground or floor. While these common occurrences are hardly catastrophes, they can lead to high clean-up costs or even injuries if not dealt with properly.

The first step of any training program is to establish a company wide policy. A Spill Contingency Plan is a MUST document for any company that stores fluids, including vehicle fuel

tanks, 5 gallon pails, 55 gallon drums, totes, and tanks. The company policy must list those items that could potentially spill—even non-hazardous products can create a hazard. For example, a mild detergent or vegetable oil can create a slippery surface when spilled. Once the items are identified, the company must create a policy to deal with potential spills. What is the responsibility of the person who discovers the spill? Who should they notify? Who is responsible to clean-up the spill? What are the potential health hazards and risks? Are there any safety considera-



Roni Sasaki, President founded EnviroMet more than 10 years ago. She is committed to providing the best products with the best service in the industry.

"Any type of equipment or machinery that utilizes petroleum products is susceptible to nuisance spills"

BASIC STEPS TO SPILL CONTROL

A SPILL CONTINGENCY PLAN LAYS THE FOUNDATION FOR A COMPANY'S EXPECTATIONS AND TRAINING REQUIREMENTS.

THINK—Assess the situation.

PROTECT—Be safety conscious and use protective gear.

CONTAIN—Prevent to spill from spreading.

PLUG—Stop the spill at its source.

CLEAN—Absorb the spilled material.

DISPOSE—Follow local, state and federal guidelines to properly dispose of used absorbents.

tions? What products has the company provided to stop the spill, contain the liquid, create a safe environment, and ultimately clean-up the spill?

For example, if you operate a fleet of trucks, an effective Spill Contingency Plan would define the driver's roll in the event that the truck breaks down, is involved in an accident, or gets a hole in the fuel tank. These situations can all lead to costly "nuisance spills." A properly trained driver can effectively re-

duce the clean-up costs and create a safer area immediately. Each driver should be trained to understand his or her role in a spill—what does the company expect? When should he or she NOT respond? What tools are provided? What are the contents of the spill kit and how are they used? A driver doesn't need to be trained to be an incident commander simply to control a spill caused by a broken hose. Most trucks are equipped with a first aid kit, but the driver is not a

trained EMT. Most trucks are outfitted with a fire extinguisher, but the driver is not trained to be a fire-fighter. Operators should all be set up with some basic tools that may be needed in the normal course of their jobs.

YES, you should teach your operators what your company policy is.

YES, you should provide the necessary tools to perform expected tasks.

YES, you should equip your fleet with spill kits.

MEET SALES MANAGER CAROL HAWLEY

Hometown: Toronto, Ontario but I became an American citizen in April 2004

Children: 2 cats and 4 birds

Favorite Place to Vacation: Anywhere the sun is guaranteed, it is hot and there is no rain

Favorite Food: Seafood

CD Currently in your CD Player: In car, Rod Stewart and at home Louise Tucker,

Midnight Blue

Favorite TV Show: 24

Favorite Sport: Drag Racing

Favorite Books: Biographies on Artist such as Van Gogh; Nature Books

Hobbies: Photography and volunteering at animal shelters

Best Part of Your Job: The People (easy question)

Toughest Part of Your Job:

Have to give this some thought because nothing is really tough. If I can't do it or don't know it, someone else in the company does.

What Drives You Crazy: Gossip and Dishonesty

When did you first get into the industry: 1990

How long have you been with EnviroMet: 2 years



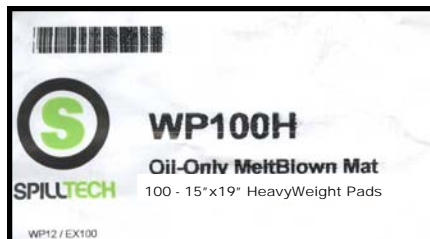
Carol Hawley is our Sales Manager and works out of our Seattle office.

LABEL READING 101

Our major supplier of absorbents, Spill-Tech, changed the size of their pads at the beginning of April. We thought it might be useful to update you on the product change; and at the same time give you a refresher on how to read their labels.

The old pad size was 17"X19" but the **new size is 15"X19"**. This smaller size makes the pads lighter, therefore more economical to ship. Spill Tech also decided on the smaller size to make the absorbents more affordable for the end user, as the price of polymer resin used to make the products is at an all time high. The new size bails of absorbent pads will have a green sticker to remind us of the change.

The part number, such as **WP100H** appears in bold print on the label. Below that is the name of the product. One more line down is the description, which includes the quantity, size and weight of the product. See example.



All of Enviromet's Sorbent Pads have a new smaller size: 15"X19"

As always, if you have any questions about the product please call us. Remember, if the label does not have the "SPILLTECH" logo, it is not a genuine SpillTech product.

NEW PRODUCT ALERT!



The SPILLPRO is constructed of durable, lightweight aluminum.

The SpillPro is a new industrial affordable solution for your quiring no electricity to run it spill vacuum that is powered spills. The SpillPro eliminates and having no moving parts. It is only by an air compressor. The SpillPro eliminates and having no moving parts. It is only by an air compressor. It the need for all floor dry prod- is virtually maintenance free. has a liquid capacity of 13 gal- ucts and absorbents, providing and has a limited lifetime war- lons, allowing you to recycle, a quick way to transfer the spill ranty. Check out more informa- reuse or dispose of liquids. to the proper containers, all by tion on our website, www.spill- Have on hand around your reversing the valves. In addi- kit.com. plant or shop for a quick and tion, The SpillPro is safe, re-

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PRODUCTS FOR A BETTER FUTURE

EMERGENCY RESPONSE TRAINING

By Carol Hawley

If a disaster occurred and professional responders were not immediately available would you know what to do? Until last month I had no idea.

A few weeks ago I completed the Community Emergency Response Team (CERT) Program offered by the City of Kent, WA, and conducted by the Kent Fire Department. The course educates people about disaster preparedness for hazards that may impact their area and trains them in basic disaster response skills, such as fire safety, light search and rescue, team organization, and disaster medical operations. The program provided awareness of the environment we live in and provided knowledge and understanding of what to do in case of a disaster.

I will admit I walked into the first class a little intimidated and was sure I was going to make a fool of myself because of my limited knowledge on disaster preparedness. I knew what I needed in my survival kit and I had lots of water at home; but to actually go out and help others was something I hadn't even considered. By the end of the first class I had a totally opposite mindset. The instructors were professional, serious, and thorough; but at the same time provided an atmosphere that was relaxed and encouraged participation in teams. They even allowed us to laugh at ourselves when we stumbled in one of our simulated exercises. No question was ever too dumb and at the end of each day I came away with better knowledge and confidence.

Upon graduation from the CERT I feel assured that I am able to assist others following an event when professional responders are not immediately available to help.

I highly recommend this course to others; whether you are a citizen in a neighborhood or an employee in the workplace the CERT course is meant for you. You can find out where a course is available in your area by going to <https://www.citizencorps.gov/citizenCorps/certsByState.do> and selecting your state and then your city. When you have completed a CERT course we would love to hear from you so call us at EnviroMet and let us say "Congratulations CERT Graduate".