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September 14, 2001

- ◆ First and foremost, our thoughts and our prayers go out to the families and friends of those missing, injured or deceased in the wake of the horrific events occurring on Tuesday at the World Trade Center, the Pentagon, and outside of Pittsburgh. In the aftermath of this tragedy, we've all been moved by the numerous personal stories that have emerged, along with the grim determination shown by those tasked with responding to the rescue effort. As a country, we've been severely shaken by these events, but not broken. When all is said and done, we are confident that the American spirit will prevail, and that our country will be one that is more united and focused on protecting all that we hold dear. We'd also like to express our deep appreciation for the notes and calls we've received from our colleagues expressing outrage, sympathy, and words of encouragement. We'd like to pass along some suggestions we read in a recent e-mail on how we can get our spirits and economy back on track: *(1.) Market your products and services today with no sense of shame. (2.) Make that purchase you've been putting off. (3.) Buy one thing that you don't need, but have wanted for a long time. (4.) When the markets open, buy a few shares with the intention of keeping it for the long run. Don't think for a second that it's disrespectful to the victims of the attack to move forward with your business – in many ways, we were all victims. This was an attack on our freedom, one that was aimed at paralyzing our way of life and the way we conduct business.* Let's all move forward with a renewed sense of pride, purpose, and resolve. Regular readers of this newsletter know that we've been reporting on current news and developments in the area of preparedness and response for WMD/terrorist acts, and we will continue to do so in coming issues. As the nation intensifies its focus on preparedness and response to these situations in the coming months, we hope that the abilities and resources our industry can bring to bear are recognized by those with a need for that type of service and that we will have the opportunity to become more involved in the national effort.
- ◆ On a more positive note, SCAA is celebrating its 28-year anniversary this month. We're proud of the accomplishments the Association has achieved over the years, and of the dedication that has been shown by so many of our members to preserve the interests of our industry and to protect the environment. Together, we have, we are, and we will continue to make a difference in our industry and the world in which we live.
- ◆ SpillTech Environmental Corporation recently announced the appointment of SCAA-member Complete Environmental Products, Inc. ("CEP") as an exclusive Master Distributor effective October 1, 2001. Under the agreement, CEP will become an exclusive Master Distributor of

SpillTech product, whereas SpillTech will focus more on product manufacture. CEP will now have access to two-thirds of the sorbent meltblown capacity in the U.S., including maintaining their current ownership of the ISO 9002 certified sorbent meltblown facility Spill Textile Corporation in Port Arthur, Texas. This master status appointment makes the sixth in three years for CEP, among such leading spill control product manufacturers as Enpac Corporation, Eagle Manufacturing, Tiger Sorb, Spill Textile, and Ultratech International. CEP will continue to operate branches in Houston, Los Angeles, Atlanta, and New York, and will be adding New Orleans and Chicago after implementation of the contract. For more information on CEP and the products they offer, contact Chad Clay at Complete Environmental Products, Inc., 8910

Lawndale, Suite E, Houston, Texas, 77012, telephone 1-713-921-7900, facsimile 1-713-921-7967, or visit their web site at www.cepsorbents.com.

- ◆ The General Accounting Office (“GAO”) has released a report titled “Chemical Risk Assessment - Selected Agency Procedures, Assumptions, and Policies” that addresses the approaches taken by the U.S. Environmental Protection Agency, the Food and Drug Administration, the Occupational Safety and Health Administration, and the Research and Special Programs Administration in determining the risks posed by chemicals. This 234-page report can be found on line at www.gao.gov under the GAO Reports section. As you know, risk assessments are used by federal agencies to assist in the identification of issues of potential concern, the selection of regulatory options, and for estimating a proposed regulation’s long-term benefits. (Source: *Maritime Items*)
- ◆ Klyne Tugs (Lowestoft) was recently awarded a \$108.4 million contract by the UK Maritime and Coastguard Agency for the long-term provision of emergency towing vessels to protect the British coastline. Under the 8-year contract, tugs will be stationed at four locations, two in the north of Scotland, one in the Dover Strait, and one in the western approaches. (Source: *Lloyd’s List*)
- ◆ The U.S. Congress is being urged to give consideration to the massive drain of funds earmarked for asbestos-related personal injury claims. The estimates of claim numbers are climbing so fast that fears have arisen that the money will run out well before all the claims are settled. Moreover, all of the main defendants are likely to be in bankruptcy within 24 months according to the Rand Institute for Civil Justice – a non-profit research entity located in California. Experts at the institute say that the U.S. needs to take advantage of this window of opportunity for reviewing national strategy before defendant companies go out of business. Estimates on the total cost of asbestos-related claims – more than 500,000 to date - are as high as \$200 billion, with 30% falling on U.S. insurers, 31% on foreign insurers, and 39% on corporations with uninsured losses. U.S insurers have spent some \$21.6 billion on asbestos-related claims to date. (Source: *Lloyd’s List*)
- ◆ **Work/Life/Health:** At times, we’re sure we all have wished we could think faster, grasp new information more quickly, and recall more of what we’ve read and hear. You can help yourself do all these things by using the following tips: (1.) **Tackle information** you want to commit to your short-term memory in the morning, and those for your long-term memory later in the day. (2.) **“Reverse and rephrase”** to overcome negative thoughts about your ability to learn something new. (3.) **Plan** for an upcoming learning event by selecting a reward you’ll give yourself afterward. (4.) **Answer these questions** after you’ve read something you want to remember – What was it about? What parts of it were most important? What opinions, if any, did it contain? What’s my opinion on it? What element makes it unique? (5.) **Rely on graphic devices** (e.g., italics, tables, charts, underlining, bulleted lists, graphs, etc.) to increase reading speed and to help focus on the main points in books and other publications. (6.) **Boost your thinking power** by answering these questions regarding a problem, situation, or new information – What seems to be the key idea here? Do this resemble a parallel to anything else I’ve already experienced or learned? Do I have a nagging question about any part of this? All told, what’s the most important aspect? (Source: *Communication Briefings*)
- ◆ **Quote of the Week:** “The nerve that never relaxes, the eye that never blanches, the thought that never wanders, the purpose that never wavers - these are the masters of victory.” -- Edmund Burke (1729-1797)