

## **SPILL BRIEFS**

**08-03**

[www.scaa-spill.org](http://www.scaa-spill.org)

**February 21, 2003**

♦ ***Please join us in welcoming two new members to the Association!***

- 1.) ***Atlantic Coast Contracting, Inc.***, located at 8656 Timothy Road, Dunn, North Carolina, 28334, telephone 910.892.3127, facsimile 910.892.7950. The company is a provider of operating support, environmental, and trucking services. Their web address is [www.accontracting.com](http://www.accontracting.com), and the contacts there are Ronald Draughon ([rdraughon@accontracting.com](mailto:rdraughon@accontracting.com)) and Davis Benton ([dbenton@accontracting.com](mailto:dbenton@accontracting.com)).
- 2.) ***John A. Reardon***, located at 2830 Pinto Drive in Commerce Township, Michigan, 48382. Mr. Reardon is affiliated with the Southeast Michigan Coalition on Occupational Safety and Health, and can be reached by phone (248.366.8664), facsimile (248.366.8665), or e-mail ([larkinpipe@aol.com](mailto:larkinpipe@aol.com))

***Thank you for your support, and Welcome Aboard!!***

- ♦ ASTM's Committee F-20 on Hazardous Substances and Oil Spill Response met this week in Hilton Head, South Carolina. As you may know, Dave Usher holds the position of Producer Vice-Chairman on the committee. One of the things that Dave has been discussing with F-20 members is the development of response standards for incidents involving weapons of mass destruction, and he made a presentation at the meeting to further this discussion among the committee members. The committee ultimately decided that its Chairman (Peter Lane, Applied Fabric Technologies) and Dave Usher would visit ASTM's headquarters next month to enlist aid in forming an active group to address this initiative.
- ♦ The Monterey Institute Center for Nonproliferation Studies ("CNS") recently issued a new report wherein it recommends that first responders receive more training to respond to radiological incidents. The report states that Radiological Dispersal Devices ("RDD's"), which are often identified as weapons of mass destruction, would in most cases serve only as weapons of mass *disruption*. It concludes that very few people would die immediately or shortly after exposure to radiation from the device, although the casualty rate could be higher if a conventional bomb blast was used to trigger the device. The report recommends better training for first responders, including more active planning exercises. It is likely that at least two bills relating to training and equipping first responders will be reintroduced to the 108<sup>th</sup> Congress. (Source: *Emergency Preparedness News*)
- ♦ Three U.S. senators recently introduced a bill that would reauthorize the now expired Superfund tax, which is a user fee that is charged to companies that generate pollution. The senators – Jim Jeffords (I-Vermont), Barbara Boxer (D-California), and Lincoln Chafee (R-Rhode Island) – say that their bill is designed to hold polluters and not taxpayers accountable for toxic waste sites that are created. The Superfund once contained some \$3.8 billion, but is expected to be exhausted within the next two years. The Superfund program has resulted in the cleanup of 840 of the worst toxic waste sites in the country, though more than 1,200 sites still await cleanup. (Source: *Environment News Service*)
- ♦ ***Another way to address Superfund sites . . .*** The Department of Justice and U.S. Environmental Protection Agency recently announced a settlement wherein 46 companies will pay



a total of \$31.9 million to help clean up the Casmalia Resources Hazardous Waste Management Facility, which is a Superfund site located in central California. All parties involved are required to pay their pro-rata share of the cleanup costs at the site, based upon the volume of waste they discarded at the facility, plus a premium for any future costs. (Source: *Environment News Service*)

- ◆ **Attention Members!** Please visit SCAA's web site ([www.scaa-spill.org](http://www.scaa-spill.org)) to make sure your company information is listed correctly under the "Membership" section, and send us any changes/additions that are needed. They can be faxed to us at 313.849.1623, or e-mailed to [info@scaa-spill.org](mailto:info@scaa-spill.org). While you're on the web site, check out the "Media" section for the latest industry news, and be sure to visit the member's "Trading Place", a new part of our web site aimed at helping our members sell products and/or services!
- ◆ Lloyd's List's 16<sup>th</sup> Annual Oil Pollution 2003 conference will be held on May 20-21, 2003 at the Mayfair Conference Center in London. Many topics related to oil pollution will be discussed, and a case study on the "Prestige" will be presented. In addition, there will be a one day practical workshop entitled "Command and Control of Pollution Incidents" that will be held on May 22 at the same location. For more information, call +44.1932.893.860, or visit the conference web site at [www.lloydslistevents.com/lm1483](http://www.lloydslistevents.com/lm1483).
- ◆ Earlier this month, the chairman of small tanker operator Petromarine asked the French government to provide financing that would be used to equip tankers in coastal trades with pollution cleanup equipment. He argues that tankers up to 15,000-dwt could be used to recover oil from the sea or from larger tankers in distress if they were outfitted with relatively "inexpensive" pumping equipment. He further estimated that a new 15,000-dwt vessel being built could be fitted with the necessary gear for about \$1.9 million. At the same time, he believes that tanker owners would also need to be compensated for a lack of potential earnings that would result from committing a ship to a particular zone for a certain period of time. The French Navy – which is charged with France's anti-pollution effort – is also reported to be considering the proposition. (Source: *Lloyd's List*)
- ◆ **Work/Life/Health:** Following are some leadership principles that have helped some salespeople become top producers: (1.) **They're accountable** – they live by the code "if it's to be, it's up to me". (2.) **They're confident**, with a strong belief and faith in themselves. (3.) **They put the other person first**, a sign of trust in other people. (4.) **They want to find out more**, always searching for ways to improve themselves. (5.) **They're generous**, looking for ways to help others grow and develop. (6.) **They're progress-obsessed**, masters of addressing change and the opportunity it provides. (7.) **When interacting with a prospect**, they focus on *what* needs to happen or *why* it needs to happen before focusing on *how* it needs to happen. (8.) **They are absolutely certain** that they are an important part of the customer's solution. (9.) **They embrace new situations**, and actively seek new challenges. (Source: *The Selling Advantage*)
- ◆ **Quote of the Week:** "To attract attractive people, you must be attractive. To attract powerful people, you must be powerful. To attract committed people, you must be committed. Instead of going to work on them, you go to work on yourself. If you become, you can attract." – Jim Rohn