

UNDERtheCAP

A Newsletter on issues and products for environmental analysis professionals, courtesy of



Volume 3, No. 1

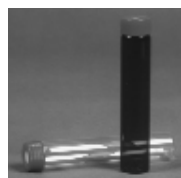
Beaver, West Virginia

Winter 1998

FOUR NEW PRODUCTS!

**60ml vials
Bubble bags
Foam shippers
Coliform sampling vials**

QEC is constantly working to expand and improve our product lines to assure our customer one-stop shopping for all their environmental sampling container needs. Precision, quality assurance, and safety are standards we meet and exceed with each of our products and services. QEC is proud to present four additions to our product line:



60ml vials

A new size addition to our line, these vials are available as Level 1 (assembled), Level 2 (pre-cleaned and assembled) and Level 3 (pre-cleaned, with Certificate of Analysis). As with any QEC product, 60ml vials may be ordered without caps; with polyethylene-foamed caps; with closed top Teflon[®]-lined caps; and with Teflon[®]-lined open top caps and .125" septa. They are available in clear or amber borosilicate glass.



Coliform sampling vials

These pre-sterilized hinged-cap vials meet all EPA requirements for a micro-biological container for water or waste
(continued on page 2)

QEC debuts "Custom-Preserved™" line

To meet the ever-changing needs of the environmental industry, QEC is constantly looking for new and better ways to serve our customers and to improve our product lines. Our efforts are the result of customer input, industry developments, and some good ideas from our own staff.

In that spirit, QEC now offers a large variety of *Custom-Preserved™* containers in response to an increasing demand for already preserved containers direct from the supplier.

Many laboratories have found these products to be a major convenience, freeing time spent preserving at the lab or in the field. Other benefits of QEC's own *Custom-Preserved™* containers include:

- less risk of contamination
- ensuring proper preservation
- easy to read color-coded labels, with tamper-evident seals

QEC uses only trace analysis grade chemicals in its *Custom-Preserved™* containers. Any of QEC's product levels



can be *Custom-Preserved™* to the customer's specifications. Included in each case of *Custom-Preserved™* containers is a chemical Certificate of Analysis and an MSDS (Material Safety Data Sheet).

Custom-Preserving means you can order containers with the preservative best suited to meet your individual requirements. Typical solutions available are Nitric Acid (HNO₃), Sulfuric Acid (H₂SO₄), Hydrochloric Acid (HCl), and Sodium Hydroxide (NaOH). Other chemicals and solutions are available.

For more information on *Custom-Preserved™* containers, please contact your QEC sales representative.



Pittcon, here we come!

QEC exhibited at no less than three major national expos in 1997, and we're hitting the road again, starting with Pittcon '98 in New Orleans, March 1 through 5.

Last year QEC was one of more than 1,100 exhibitors at Pittcon. This year we'll be there once again with about a thou-

sand of our closest friends and competitors.

Representing QEC will be general manager Barry Barajas, and sales managers Mike McCune and Phil Lilly.

Visit us at Booth 4806. Look for new products intro's, as well as some fun prizes, drawings, and great giveaways.
See you in New Orleans!

QEC releases new products

continued from page 1

water collecting and testing procedures. Collection, incubation, testing and reading can all be done with the same container for better efficiency.

Features of QEC's coliform sampling vials include:

- 120ml total vial capacity
- 100ml raised sample fill ring
- Available with or without Sodium Thiosulfate Tablet
- Pre-use sterility seal
- Attached leak-proof hinged-cap
- Lock & Seal transport latch
- Pre-applied sample ID label



Foam Shipper

QEC adds to its line of foam packing materials a 9-slot foam vial shipper. Made of a durable grey ether foam,

QEC's foam vial shippers are ideal for safe transport of 40ml vials. These reusable shippers can withstand hot



and cold temperatures and are well-suited for use in ice chests and coolers.

Bubble Bags

QEC has a great selection of all-purpose bubble bags for safely storing and shipping containers of any shape and size. These bags feature $\frac{3}{16}$ " bubbles for excellent cushioning.

Reusable peel-off pressure sensitive adhesive seals bags and eliminates the need for taping or stapling.

Bubble bags are strong, durable, moisture resistant, economical and are available in convenient sizes, 4"x5 $\frac{1}{2}$ ", 4"x7 $\frac{1}{2}$ ", 6"x 8 $\frac{1}{2}$ ", and 8" x 11 $\frac{1}{2}$ ".

A word from the president...

Not just another year!



James L. Hern, PhD.

Well, 1997 is gone, and unsurprisingly 1998 didn't wait for anyone to announce their readiness to begin the new year!

QEC would like to take this opportunity to thank all our clients not only for their business and continued loyalty, but also for their willingness to interact with our organization in our efforts to constantly improve our product lines and services. This valuable feedback and true partnership, enables us to

more quickly respond to the real world needs of our industry. It is truly rewarding to provide service to this industry and to contribute to its growth and improvement.

Looking into the future will no doubt continue to show an increased need for quality and accountability within the environmental community. The continuing attainment of knowledge and experience by all those involved will continue to magnify the focus on technical adequacy and control. Fortunately, this emphasis should have a positive impact on the quality of the science and the profitability of the industry in the near future.

Those organizations willing to enforce the importance of the technical aspects of science will grow to be profitable as the umbrella of accountability spreads to cover a larger portion of the environmental industry.

Engineering, Remediation and Regulatory organizations are day-by-day becoming more aware of the pitfalls involved in unsound and poorly planned evaluations that have too often been allowed to exist over the past years. These examples liken themselves to a land survey that, when inaccurately performed, poses no problem until challenged, perhaps many years later. Assumptions built on faulty information may stand for years until the load of accountability is applied, at which time the entire program collapses.

Unfortunately, it may take examples of projects gone bad to accelerate the growing focus on quality; nevertheless, it is happening. More participants in this industry are becoming increasingly knowledgeable, and our hats are off to the majority who understand and strive to keep this industry professionally worthy and profitable.

This is not "just another year", it is another opportunity to improve and build this extremely honorable industry.

QEC wishes all our clients a happy and prosperous New Year!

QEC expands marketing regions

For many months QEC has been working hard to expand its product lines and continually improve its service and responsiveness to our customers.

An ever-increasing demand has led to an expansion of two of QEC's four marketing regions.

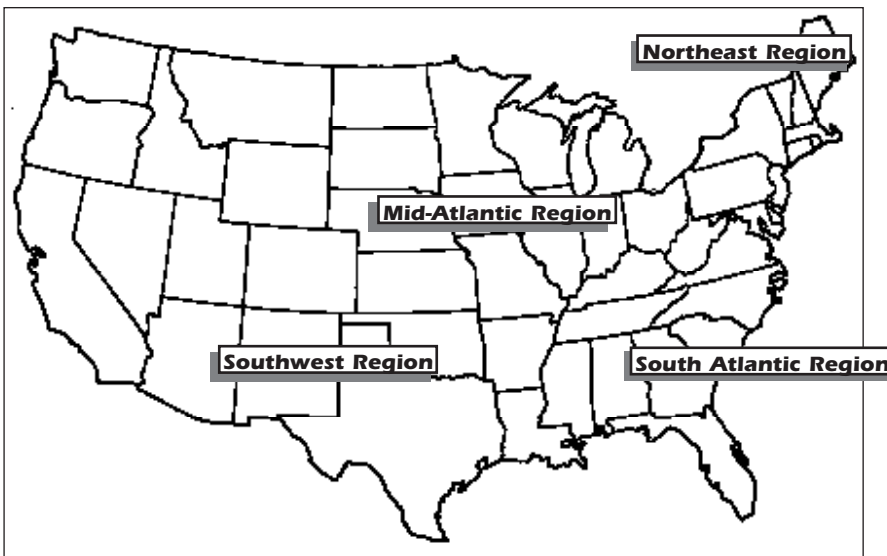
Our Mid-Atlantic Region now includes North Dakota, South Dakota,

Minnesota, Iowa, Missouri, and Nebraska. In the Southwest Region, we have added Kansas, Colorado, and New Mexico.

We appreciate the continued trust of our customers and the hard work of our employees that has made these expansions possible.

Your QEC regional representatives are ready and eager to serve

you: Northeast Region: **Bill Marsh**;
Mid-Atlantic Region: **Phil Lilly**;
South-Atlantic Region and Southwest Region: **Mike McCune**



Win \$1000 in QEC Products

(see entry form on inside pages)

Official Contest Rules

1. One Grand Prize Winner will receive \$1,000 in QEC's regularly stocked merchandise of his/her choice at regular list prices. Merchandise will be delivered freight-free to any destination in continental UNITED STATES.
2. No purchase necessary.
3. Need not be present to win.
4. Prizes are not transferable, no substitutions allowed.
5. Winner is responsible for any applicable sales taxes or other taxes or fees.
6. Odds of winning relative to number of valid entries received.
7. One entry per person/company. Entry forms may not be duplicated.
8. Mailed entries must be received by QEC no later than February 27, 1998. No late entries will be accepted.
9. Winner selected by random drawing on March 4, 1998, and will be notified by phone and mail.
10. Winner agrees to be identified as contest winner by the publication of his/her name, city, place of employment in a future issue of this newsletter, without additional compensation.

QEC
Quality Environmental Containers

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**Questions
Comments
Ideas...**



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