

UNDERtheCAP

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



Volume 4, No. 1

Beaver, West Virginia

Spring, 1999

**NEW PRODUCTS
FOR 1999!**

5035 Vials

**Magnetic
Stir Bars**

**Tare-Weighted
Containers**

**High-Confidence
Leak-Proof Plastics**

QEC constantly expands and improves our product lines to assure our customers 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!



Low level 40 ml vials prepared with tested and certified sodium bisulfate solution; with or without stir bars; with or without label and tare weighted. Available in Level 1 (assembled), Level 2 (pre-cleaned) and Level 3 (pre-cleaned and certified).

(continued on page 2)

Meeting the 5035 challenge...

Several months ago EPA's 5035 testing protocol had labs scrambling to adapt their procedures and sampling materials to comply with the new method.

Method 5035 requires sample collecting with the use of a coring device, then weighted and dispensed into a 40ml vial specially prepared for either high or low level analysis.

For low level analysis a vial is specially prepared with sodium bisulfate solution and a magnetic stir bar, labeled and tare weighted. High level analysis requires the same procedure, but using purge and trap grade methanol as an extractant.

With either method, a properly prepared container is an absolute

necessity for accurate test results.

QEC's Custom-Preserved™ containers have been on the market for more than a year, and we are now pleased to add a complete line of vials specifically prepared to help customers meet the 5035 challenge.

Using only tested and certified preservatives, QEC assures its customers the highest quality in **Custom-Preserved™** products.

Quality, convenience and value are part of every QEC product. To find out more about how QEC can enhance your 5035 sampling program, please contact your QEC sales representative, or call **1-800-255-3950**.

Four new products from QEC

5035 vials



(continued from page 1)

High level 40 ml vials prepared with purge and trap grade methanol solution; with or without label and tare weighted. Available in Level 1 (assembled), Level 2 (pre-cleaned) and Level 3 (pre-cleaned and certified).

Tare weighted



Tare weighted containers:

Various-sized containers are available labeled and Tare weighted. Also available for QEC's Custom Preserved™ containers.

QEC Express™ Next Day Service

It's 5:00pm and you've just learned that you're a case short of containers for your field sampling tomorrow afternoon! Time to panic? Nope— time to call **QEC Express™** overnight service!

Orders for in-stock QEC products received by 6:00pm ET can be at your lab or job site the next day. Tell your customer service rep you need **QEC Express™** service and your order will be processed and shipped that day.

Leak-proof plastics



Rigid leak-proof design makes these HDPE bottles with polypropylene closures ideal for any application where worry-proof containers are a must. Available in wide mouth or narrow mouth design in sizes from 30 ml to 1,000 ml. Available packaged as Bulk Level 5 (assembled), Bulk Level 6 (pre-cleaned), and Bulk Level 7 (pre-cleaned and certified).

Magnetic stir bars



Magnetic stir bars, 1/2" x 5/16" Teflon® coated octagonal bars with molded-on pivot ring. Available standard packaged or pre-cleaned packaged.

QEC's product line is constantly updated to give you the latest and best environmental sampling supplies and materials. Each order is tailored to your needs. Call us today!

A word from the president...

Exxxcited!!



James L. Hern, PhD.

At QEC we are EXXXCITED!! This last year was tremendously rewarding for our company. We have accomplished a lot— new products, corporate expansion, an improved service system, more product diversity— and we are continuing to add much more to serve our growing list of satisfied customers. Not only are we making our own plans for many other improvements this year, but we are always happy to respond to customer suggestions and requests. After all, our job is to take care of our clients' needs. If we're not successful at helping make you successful, there is no purpose for QEC to be your container supplier.

Although we are happy with our successes in 1998, we are not at all satisfied. We pledge that in 1999 our customers will receive even better service, more cost effectiveness, and new levels of quality, along with a greater than ever product line. That's why we continue to request your feedback. Let us know your thoughts, your ideas, and your problems. After all who knows the needs of this industry better than those working on the front lines every day?

QEC is eager to lead the way with the newest of products, the most innovative service programs, and to be part of a continuing effort to "do it better." So give us a chance and we'll make you a believer again in old fashioned service in the presence of technologically advanced products.

We're Excited. And once you try QEC, you too will be EXXXCITED!!

Nice people who enjoy their work...

...That's what you want to hear on the other end of the phone when you call your vendor, or for any business call. QEC provides a positive environment for our customers by making sure that we reward our employees' hard work and good attitude. With that in mind, we are delighted to make the following personnel announcements.

McCune named marketing VP

Mike McCune has been named vice president - marketing for QEC. McCune's responsibilities for QEC will include further expansion of existing regions, expanding QEC's product line, and exploring many new and exciting marketing opportunities.

Moving In, Moving Up

QEC is pleased to announce several promotions and new employees in its service and support staffs:

Darrell Fuller takes charge of the South Atlantic and Southwest

Regions as QEC's newly appointed southern account manager.

Fuller, a graduate of the University of Georgia brings more than 20 years of experience in successful customer relations.

Fuller's experience includes owning a high-line motorcycle sales and service center, sales management for a specialty chemicals manufacturer, and as a former deputy director of the Georgia Forest Research Council.

Andrea Adams, QEC's accounting manager for several years, has been appointed as customer service manager. Her many talents, including excellent

customer relations skills, will be an asset in this new position. Adam's duties will include managing QEC's customer support staff and all facets of customer relations.

Kim Snuffer, QEC's assistant customer service representative for the Mid-Atlantic and Northeast Regions, is promoted to accounting department manager. In addition to her valued experience with QEC customers, Snuffer holds a B.A. in accounting from Concord College.

Amanda Conley is QEC's new service representative for the Northeast and Mid-Atlantic Regions. Recognized for her hard work and great attitude in our production department, Conley is already a big hit with QEC customers. She is a welcome addition to QEC's marketing team.

Join us in Orlando—Pittcon '99!



**Visit us in Orlando
in Booth # 2518!**

Pittcon 99 in Orlando, Florida, March 8 - 11, is the first of several trade shows on QEC's calendar for 1999. From east to west, QEC's sales team looks forward

to making new friends and saying hello to old ones.

"Of all the shows we do, Pittcon is our favorite," says Mike McCune, vice presi-

dent marketing. "It's not only the most fun, but by far the most successful year after year."

Representing QEC will be general manager Barry Barajas, McCune, and sales managers Philip Lilly and Darrell Fuller.

Visit us in booth #2518. We'll have new product presentations, as well as some fun prizes, drawings and great giveaways!



Philip Lilly, northern sales manager, **Sue Kjome**, QEC's California distributor, (foreground) and **Mike McCune**, vice president - marketing, at last year's Pittcon.

QEC expands service in Northeast

Continuing market growth and strong demand for QEC products in the Northeast has resulted in additional sales and service support for this region.

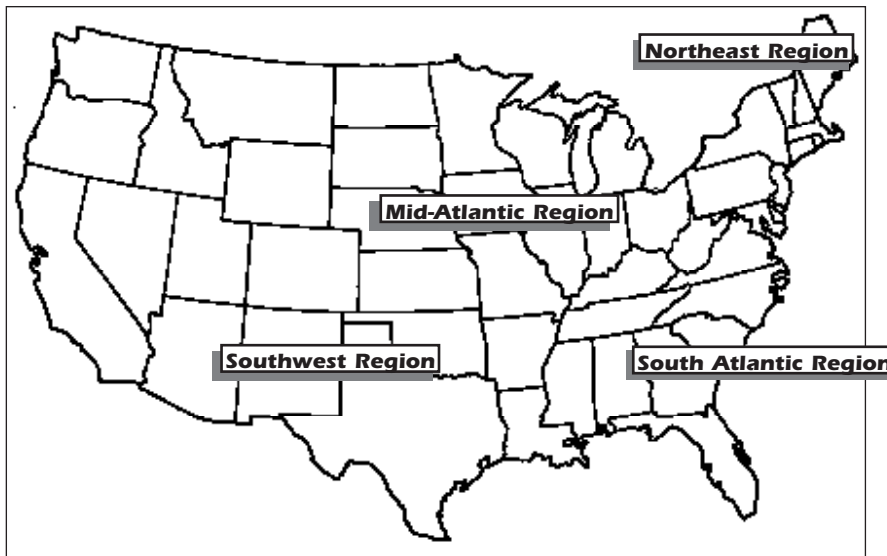
Philip Lilly, QEC's Mid-Atlantic marketing manager, has been appointed to oversee QEC Northeast USA operations. Lilly's success in the Mid-Atlantic region

and the close proximity of QEC corporate headquarters to our Northeast operations made Lilly the ideal candidate. Lilly brings excellent customer service skills to the job, as well as extensive product knowledge and his many years as an environmental lab chemist.

In the coming weeks Philip Lilly

will be contacting all of our Northeastern customers to introduce himself and make sure that all of our customers are receiving the very best service and products that QEC has to offer.

Your QEC regional representatives are, as always, ready and eager to serve you: **Philip Lilly**—Mid-Atlantic Region and Northeast Region; **Darrell Fuller**—South-Atlantic Region and Southwest Region.



QEC on-line? We'd like your opinions!

QEC is considering the creation of a website with on-line ordering capabilities for registered QEC customers. We'd like your feedback on whether you would use an on-line ordering service if we made one available.

Please forward your comments to Barry Barajas or Mike McCune, or call **1-800-255-3950**.

QEC
Quality Environmental Containers
P.O. Box 1160, Beaver, WV 25813

**Questions
Comments
Ideas...**



Contact Mike McCune:

1-800-255-3950

1-304-255-3901 FAX