

UNDER the CAP

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



Volume 5, No. 1

Beaver, West Virginia

Fall, 2000

QEC unveils major product line expansion

Order your QEC Catalog free of charge

Just call Andrea Adams, our Customer Service Manager, at **1-800-255-3950**. Or you can visit our website at **www.qecusa.com!**



Consider it a low-tech, always-on, wireless version of our website—

QEC's 24-page catalog displays the full line of QEC products with full color razor sharp photos, easy to use product tables, and concise no-nonsense narrative and descriptions.

Call us today and we'll send your catalog out right away!

Use it as your indispensable reference for affordable high quality sampling containers!

In the Spring of this year Quality Environmental Containers published a new full color catalog, showcasing the largest and most comprehensive line of environmental sampling products in our history.

This expansion is the result of our on-going dialog with our customers. You told us what you wanted and we have responded.

And we're not finished— You continue to tell us what you need to make the job easier and more productive, and we'll keep on providing a wider variety of the high quality affordable products and services you've come to expect from QEC.

Just some of the new additions to QEC's line of sampling products:

Tedlar® gas sample bags



Dependable, reliable, affordable and easy to use, QEC's line of Tedlar® gas sample bags have already

proven to be a favorite with customers, available with and without grommets.

Cubitainers

Long a standard sampling container for almost every laboratory, the collapsible cubitainer provides easy storage and use. Available in sizes from 32 ounce to five gallons, the cubitainer offers a wide variety of uses.



Foam Packed VOA Vials



QEC is now offering its 40ml vials in foam packed cartons. Packaged with eight

9-hole foam cubes, these vials are ready for safe transport through the most rugged and demanding of situations. The individual 9-hole shippers are a convenient and safe way to re-ship individually.

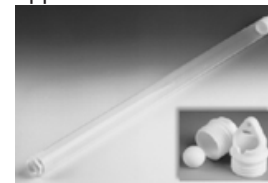
Bel-Art Plastics

BEL-ART PRODUCTS



With their extra thick wall, rigid construction and leak-proof closures this line of heavy duty HDPE containers from Bel-Art Products provide the user with peace of mind from the worry over sample integrity, leaks and safety. QEC

offers these high quality containers in both wide mouth and narrow mouth designs. Available assembled, pre-cleaned or certified for a wide variety of applications.



Teflon® Bailer

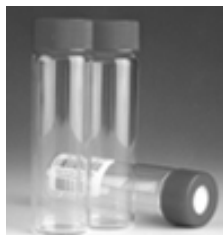
QEC's heavy duty reusable Teflon® bailer

(continued on page 2)

QEC expands product line

(continued from page 1)

has a sturdy extra thick body, with threaded parts, tops and bottoms. Replacement parts can be special-ordered separately. Please call QEC for details.



TOC Vials

High Performance Total Organic Carbon (TOC) certified vials are available specially cleaned to reduce instru-

ment background and assure top quality system performance for your low level monitoring. Assembled with open top .060" Teflon®/silicone bonded septum.

Method 5035 Products

As the implementation of Method 5035 has become more widespread so has the demand for innovative products to support the varied needs of the sampling process. From Custom Preserved™ vials to sampling devices and complete kits, QEC offers a complete selection of 5035 sampling products designed to meet your

individual sampling needs.

Custom-Preserved™ Vials



QEC offers a wide variety of Custom Preserved™ vials exclusively for Method 5035. Sodium Bisulfate (for low level) pre-

served with optional stir bars, labeled and tare weighted. Methanol (for high level) with optional label and tare weighting. DI (Organic Free Water-for samples with carbonates) preserved, with optional stir bars and tare weighting.

Terra Core™ Sampler Kit

For the ultimate in field ready conve-



nience QEC offers its customers the most complete 5035 sampling kit on the market, The Terra Core™ Soil Sampler Kit.

Available prepared for high and low level sampling or high level only, this user friendly kit comes complete with eight individual sample collection modules.

Each module contains two specially prepared sodium bisulfate vials, one methanol vial, one Terra Core™ Sampler, one two-ounce soil jar for dry weight sample, a zipper bag and complete instructions. DI (Organic free water) preserved vials are available in place of sodium bisulfate vials when sampling soils with carbonates.



3 Row Sampler Kit

Equipped just like its big brother The Terra Core™ Kit,

the 3-row kit offers the user a conveniently sized and easy to handle sampler kit with three specially prepared modules. Two ounce dry weight jar purchased separately.



En Core® Sampler

Available in five gram and 25 gram, the En

Core® sampler is a proven and reliable sampling device where field preservation cannot be performed.

Terra Core™ Sampler

Soil sampling made as simple as 1-2-3. The Terra Core™ sampler is a one-time use disposable transfer tool.



The self-contained unit requires only three easy steps for collecting and dispensing of approximately five grams of soil into a 40ml VOA vial.

Have booth, will travel...



Philip Lilly, Mid-Atlantic sales manager, and Mike McCune, general sales manager, at one of their many stops.

In just the first nine months of 2000, QEC has participated in four major trade show events, and 2001 will be just as busy, if not more so.

In March we were at Pittcon in New Orleans, and at the LA DEQ Conference in Lafayette, LA that same month. Then it was on to the Enviro Expo in Boston in May, finishing up in September at the Gulf Coast Conference in Galveston.

It's great fun and always productive to display and talk about QEC's products and quality.

Look for us for sure at Pittcon 2001, and wherever else we turn up!

Call toll free **1-800-255-3950** or visit **www.qecusa.com**

Now we are just a click away



Quality Environmental Containers is now on the world wide web at www.qecusa.com.

Our website features the full catalog of QEC products with our exclusive on-line CustomQuote rapid response service. The site also has an on-line version of Under the Cap, background and information on QEC's history and mission, specifications for container preparation, and an e-mail directory for QEC's Customer Service Team.

QEC's website is designed to be business-user friendly: fast-loading, easy to understand and quick to navigate. We kept the site design lean and clean so our visitors do not have to wade through a bunch of gimmicks to get the information they need.

The main feature at qecusa.com is the on-line catalog. The layout mirrors our printed catalog, with QEC products organized and displayed in the same sequence. Every product number in the on-line catalog is linked to our CustomQuote database.

Clicking on any product number places that item in your CustomQuote basket. Visitors can assemble any combination of QEC products in any amount and submit them for a quick-response CustomQuote. Quotes are returned to you via e-mail or fax (your choice) within 24 hours.

The Under the Cap On Line is an abridged version of this newsletter. While the printed version of Under the Cap is published quarterly, updates to the on-line newsletter will occur more frequently and will include special product offers from time to time.

Future plans for qecusa.com include adding a customer account database and shopping script for on-line ordering and possibly adding a search engine.

A word from the president...

Our 2001 Odyssey



James L. Hern, PhD.

At QEC we have achieved some major accomplishments in the year 2000. We anticipate that what we have sown this year will bring forth a plentiful harvest of growth and progress in 2001— in sales volume, in market expansion, and in the way we interface with our current and potential customers.

First of all, we have significantly expanded our product line. This was not an overnight event, but the result of the dialog we have with our customers day in and day out. We don't just say we listen, we really do listen, and our expanded product line is the solid evidence. You ask, we respond. That's how things get done here.

Second is the launching of our website just a few weeks ago. Everything you need or want to know about QEC is available on our site, including the full QEC catalog. Our on-line CustomQuote service allows current and new customers to get a quick response quote for any combination of QEC products in any amount. We are currently in the process of building the database that will allow on-line ordering in the future.

This summer we also opened our South Atlantic office in Atlanta, Georgia.

All these developments portend a thrilling year of growth for 2001. It is an odyssey I can't wait to begin. And of course all of you are invited along.



Next Day Service

It's 4:30pm 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 5:00pm 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.

Call toll free **1-800-255-3950** or visit **www.qecusa.com**

QEC opens Atlanta office

In July of this year Quality Environmental Containers opened its first branch, our South Atlantic regional office in Atlanta, Georgia.

Mike McCune, QEC's general sales manager, has been assigned the task of getting the new Atlanta

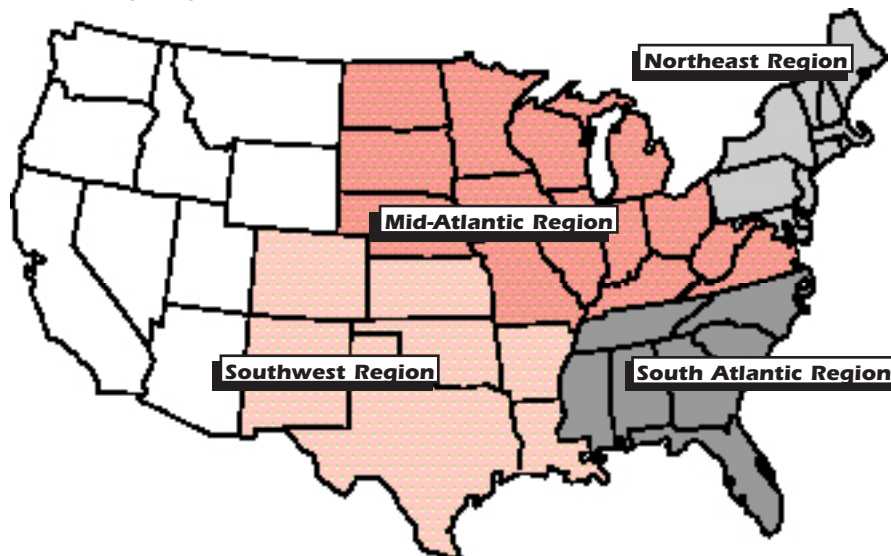
office up and running.

A substantial increase in account activity and new account development in the South Atlantic and Southwest regions has made this growth both necessary and possible.

The Atlanta office will offer marketing and other account support to all regions and develop new business and service accounts in the South Atlantic region.

QEC's main office will still be headquarters for Philip Lilly, Mid-Atlantic sales manager, and Darrell Fuller, Southwest sales manager.

Our new Northeast sales manager will be on board soon. Watch for the announcement on our website, www.qecusa.com.



Fall Newsletter Special!

30% OFF LIST PRICE

ANY QEC ORDER!

Good for one order only. Does not apply to Method 5035 sampling kits and tools. May not be used in combination with other offers. Expires 1/31/01.

Call toll free **1-800-255-3950** or visit **www.qecusa.com**

QEC

Quality Environmental Containers

P.O. Box 1160, Beaver, WV 25813

**Questions
Comments
Ideas...**



Just call us:

1-800-255-3950

1-304-255-3901 FAX