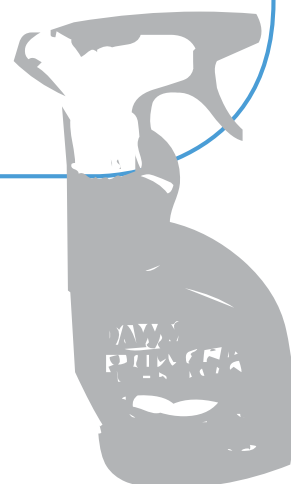


Tips for Choosing a Chemical Supplier

When deciding on a supplier the trick is to find the right one for you. Assess your needs and write down all the factors that you think might impact on your decision. Educate yourself. How much do you know about the cleaning chemicals in your business? How safe are they? Is price the best way to decide on which chemical to use?

The following will give you some helpful hints.

- What should my chemical supplier be telling me?
 - Name of the chemical
 - The name and contact details of supplier
 - The date of issue of the MSDS
 - The colour or the chemical
 - The intended use
 - Dilution factors
 - First aid information
 - Personal protective equipment required for using the chemical
 - How to store the chemical
 - The composition of the chemical
- Is the product of a consistently high quality?
- What can they deliver?
- Do they comply with industry standards?
- Are their chemicals clearly labelled and colour coded?
- Do they supply technical support?
 - Is the support available at the time that you need it?
 - Can they recommend appropriate products?
 - Do they know your industry?
 - Do they offer customer support program?



Choosing a Chemical Supplier cont.

The supplier should be able to assure you that its products satisfy OHS&W and environmental regulatory considerations.

- Consider price, making sure you are comparing “apples with apples”. A cheaper product may be less strong or may be difficult to mix. It may come in inconvenient quantities.
- Do they supply bottles, labels, training, posters, at no additional cost?
- Buying multiple products from the one supplier often saves money. Do they offer other services?
- Are they local?
- Who is the best in the industry?

It's a balancing act but taking the time to consider your needs, research the products and suppliers, knowing your industry and asking the questions will help you make an informed decision.

