



## The GHS and You: Global Standardization

**Ward Stockamp**  
CSE Director of Safety and HR

Chemicals are a part of our lives. Everyone is affected by chemicals we encounter in our daily tasks. At home, at school, at work, while walking the family pet on a sidewalk.

This is not to say that chemicals are a bad thing. You wouldn't want to be trapped in a small, hot, enclosed area with several people with no deodorant on would you? Think about all the chemicals we apply to ourselves just getting ready in the morning. Soaps, shaving cream, cosmetics, toothpaste, hair products etc. Then we eat breakfast, look at the ingredient list of your food sometime. Can you pronounce half the ingredients in your "Real Maple Flavor" syrup (SODIUM HEXAMETA-PHOSPHATE?) What is that stuff I'm eating? The bottom line is that chemicals are a part of our lives.

Through the different steps that chemicals are produced, handled, transported and used there are real dangers for human health and the environment. People of all ages, speaking many different languages, living in various social conditions are interacting with dangerous products all the time.

Given the reality of a global economy and trade in chemicals, there is a pressing need to develop a consistent, understandable and effective classifica-

tion and labeling system. In steps the United Nations Globally Harmonized System of Classification and Labeling of Chemicals (GHS).

This new system addresses classification of chemicals by types of hazard and puts in place a standardized hazard communication program that includes labels and safety data sheets (SDS). The goal is to ensure that information on physical hazards and toxicity from chemicals is available during the handling, transport and use of these chemicals.

By using pictograms and standard layout of the information, the hazards can be communicated across a wide variety of languages and societies. By using a pictogram that is the same worldwide, it shouldn't matter if the chemical is made in Brazil, shipped to Spain, sold in Russia and bought by an American there on vacation. The same information is conveyed in the same way in all countries. This can only enhance the level of protection for all humans.

For more information search for OSHA Hazard Communication or 29 CFR 1910.1200 for the specific standard. OSHA has made an excellent informational page and guide at: <https://www.osha.gov/dsg/hazcom/ghs.html>.



**Roger Sanborn**  
CSE President and CEO

Welcome to the first of many Central States Enterprises newsletters informing, updating, and keeping our current and potential customers a part of our process. Our focus is to create a platform that enables professionals in the industry to keep tabs on upcoming training re-certifications, perspectives on trending issues, and improvements to our company to ensure we set the standard for best business practices. Our loyalty lies deep with our customers and we have been around since 1995 serving the needs of our customer base and beyond. It is this rapport that has allowed Central States Enterprises to grow from a one man, one truck operation to a multi-continent, coast to coast enterprise that is rapidly expanding due to the high-demand for quality, professional commodity fumigation services and products that place customers first. Thank you for your loyalty.

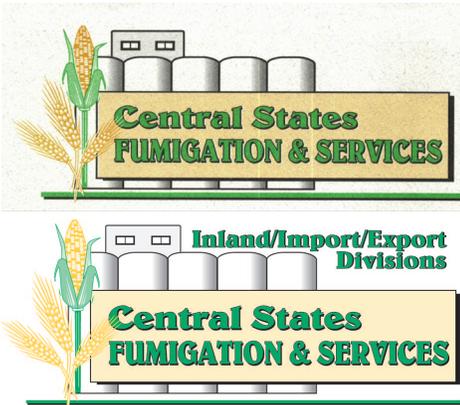
- Roger Sanborn



**RE-CERTIFY**  
with Central States:  
7B Re-Certification  
in Salina, KS  
on April 8

# Central States Celebrates 20 Years of Business

A look back at two decades of steady and sustainable growth in the commodity fumigation industry



## Central States Fumigation and Services - Founded in 1995

Our corporate headquarters began and still are located in Salina, KS. CSFS was originally established to satisfy growing customer demand for quality and dependable fumigation service in the central plains area of the United States. One man, one pickup truck, and twenty years later a booming business venture that grows yearly.

Central States Fumigation and Services - Gulf Coast, Pacific Northwest, and North-East Divisions came along after in successive fashion. These divisions extend our service base to the port handling facilities and beyond in their respective areas. Central States specializes in services relating to the fumigation of export vessels, inland barges, raw agricultural product storage warehouses, food processing facilities, and PPQ work to the various industries of these regions.

(Pictured top left is the original CSFS logo, the bottom left logo is the current all divisions logo.)

**90** Years of *experience* our leaders have in the industry

**FORTY** Number of U.S. states CSE has done business

**3** Number of *continents* with business relations

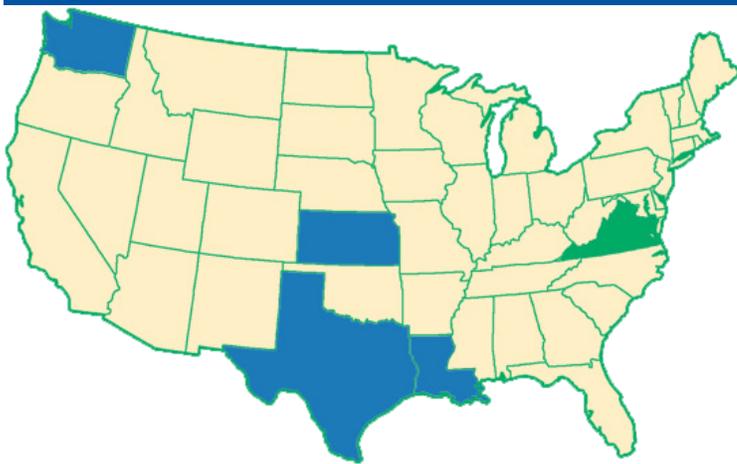
**SIX BILLION** Number of *bushels* of grain fumigated in the last 5 years

## The SafetyQuip Company - Founded in 2002

This division of CSE provides goods, products, and services that help insure a safe working environment. The SafetyQuip Company offers a wide array of personal protective equipment (PPE), sanitation supplies, pest control products, and up-to-date product stewardship and training. The SafetyQuip Company recognizes the importance of providing only the highest quality products while having the capability to back up each sale with additional technical information, training, equipment repair, and calibration. We believe in what we sell, that's why we also purchase and use the same equipment on the job everyday.

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## Meet Rorik Bigler: CSE's New Northeast Regional Manager

**R**orik Bigler is a Kansas State University graduate with his Bachelors of Science Degree in Economics. Bigler worked in the fumigation industry for seven years, and for Central States Enterprises for five years. Here is a recent Q&A with the new manager with a background also in sales and management.

**What was your first priority once becoming the NE Regional Manager for Central States?**

RB: I moved to Virginia just in time for the wheat harvest to take hold, so my first priority was to take care of all the current and ongoing obligations that Central States and myself needed to maintain. After harvest, the first thing that had to be done was to obtain a property for warehousing and office space in Portsmouth, VA.

**How does your location cater to customers in the Northeast?**

RB: Our location in Portsmouth, VA allows us to do many things: We are 5 minutes from I-264 which gives us access to all major highways and interstates in my region. We are a little over an hour to Richmond and the I-95 corridor, and just under an hour to the

North Carolina border. We are also less than a mile from the ports in Norfolk and Portsmouth. We best cater to all current and prospective customers on the East Coast by having the ability and means to access customer facilities.

**What are you looking forward to most about managing your own division?**

RB: Cultivating and maintaining new business relationships with clients within my region, while also hiring a great team to assist in efforts to grow this division. I hope, in return, to reward them with careers that are fulfilling and challenging.

**What is something you bring to the table that our competitors do not have?**

RB: I have done, and still do, the physical labor and have "paid my dues" as a fumigator. I understand the type of work that fumigating is, and how important it is to do things right by the law, and by the customer. This keen understanding and having access to an endless wealth of expert knowledge from my family and peers, puts me on a different level than a lot of my competitors. The major bonus

is that I am part of an incredible team at Central States Enterprises where Roger Sanborn encourages everyone to be the best and give us access to the resources to do so.

**How does it feel to be the 3rd generation R.T. Bigler involved in the industry?**

RB: I greatly appreciate my family's background in the industry, and am very excited for the opportunity that has been offered to me by Central States to continue the Bigler name.

**Anything else you would like to say?**

RB: I was on top of a 250,000 bu. steel GSI tank a few months ago, looking forward to sealing another one of, what might as well be, a million more vents. I was hanging from my fall-gear lanyard with glue/tape/poly in my hands. With the weather the way it was, and nothing in the way of noise, there was a certain serenity about it. I honestly took a minute, looked up, and thanked God. With job markets the way they are right now, I feel like anyone should be lucky not to experience hardship. Instead, I have an opportunity, and I feel joy every day on the job.

### **Our Values**

We place you, the customer, and your needs first. The diversified nature of our organization allows us to focus on a large scope of business that caters from bulk raw agricultural products to finished food products, domestic related pest services to export related pest services and safety equipment to pesticide product, sales, stewardship, and training.

CSE will create and maintain internal and external customer rapport and loyalty by continuously using best business practices to maintain the highest industry standard.

CSE implements innovative fumigation and safety services to provide our customers with customized, personal attention to every job, sale, and constituent.



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to visit  
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and learn more  
about how we  
can help your  
business today.**