

From Our President

Matthew S. Collier

Greetings from sunny southern California...

This is the time of year that Southern California can be very idyllic...75°F, not a cloud in the sky, very little humidity, and every day is the same...a very difficult environment to work in!



In spite of these immense challenges, SAFER Systems continues to move forward in the "fast-lane" as we strive to improve the performance of our software, enhance our customer service, and stay in tune with the latest technology has to offer.

Over the past few months, we have concentrated on increasing our global reach. Our business has slowly, but surely become significantly more global over the past few years. In fact, a very high percentage of our new business is coming in from outside of the United States. For example, eight of the last ten major software orders have come from: Saudi Arabia, Holland, Canada, Kuwait, Spain, Luxembourg, Malaysia, and Italy. As a direct result of this trend, we have strategically expanded our sales representative and technical support base around the world.

In recent months, we have added sales agents in Canada, Poland, Norway, India, and Malaysia. We are in the process of adding representatives in China, Spain, Italy, South Africa, Taiwan, and Mexico. And of course, by virtue of our new and emerging representation, SAFER's impact is being felt in many other adjacent countries as well. At the same time, we have strengthened and expanded our capacity in Europe, Japan and in the United States; while maintaining our presence in Korea, the Middle East, and Singapore. Expansion via our world-wide representative network is a very exciting part of our strategic plan.

Based in part on this recent sales and expansion trend, we have decided to conduct a SAFER User's Group meeting in Europe in September (please see Dave Lorkin's article for more details). We, at SAFER, are thrilled about the opportunity to check in with many of our European users and find out your thoughts on a first-hand basis. We hope that by locating the meeting in Amsterdam, we will attract many SAFER users not only by virtue of its central geographic location, but also as a result of the diverse and abundant offerings that Amsterdam is known for around the world. In fact, the hotel that Dave Lorkin has selected is in an excellent location with close proximity to many of Amsterdam's great museums, its legendary architecture and maze of canals, as well as being at the center of the pulse of the city.

If you haven't already done so, please make your plans to attend. We're looking forward to seeing you!

You can reach Matt Collier at extension 115.

SAFER Supplies Leading Edge Modeling to Alameda Corridor Project

By Ernie Gilbert

In the mid 1980's, a plan was formed to improve cargo rail service between the transcontinental rail yards east of Los Angeles, and the Ports of Long Beach and Los Angeles. Astoundingly, over 30 percent of the imports arriving into the United States arrive through these ports. The distance between the two points is 20 miles, and runs through fully developed and mature urban communities. The objective of the corridor is to increase the speed of the cargo trains by directing surface traffic over or under the track. The benefits include additional volume of rail traffic, reduced delays to street traffic, and increased quality of life along the rail route. The Alameda Corridor Transportation Authority (ACTA) was formed to manage this immense project.



Overview of the entrance to the trench from a bridge above.

A major part of this was accomplished by creating a 10 mile long trench. The trench is 33 feet deep by 50 feet wide, and runs directly down the middle of Alameda Street. It accommodates two rails with

room for a third track. It is hard to appreciate the scope of this project as well as the project management and policies that accompany it. At the peak of construction, they were building the trench at 80 feet a day. It required the removal of 4 million cubic yards of dirt; the relocation of several Native American burial sites; the construction of 29 new street crossings bridges; and the relocation of over 3000 underground utility lines...an amazing engineering feat

ACTA, BNSF and UP railroads have taken a proactive stance on managing emergencies anywhere along the

(Continued on page 2)

inside...

European User Meeting in Amsterdam.....	Page 2
Your Model is Only as Good as Your Met Data	Page 3
Emergencies Happen . . . Are you Prepared?.....	Page 5

(Continued from page 1)

Alameda Corridor. This isn't the first time that SAFER Systems and BNSF have worked together on a major project. In fact, SAFER STAR was developed in partnership with BNSF. This software is invaluable to the transportation sector, and we'll see many more creative applications in the years to come.



Ernie Gilbert takes a break to pose for a picture in the trench.

As a small part of the Alameda Corridor project, SAFER Systems is developing dispersion modeling specifically designed for the mid-corridor trench. Our involvement is to provide information on surface level impacts, taking into account the release point in the trench. This is a whole new model for trenchlines which will undoubtedly be used for many other applications in the future.

The \$2.4 billion investment for this project ranks it among the largest public infrastructure projects currently under construction in the United States. The corridor will be operational in the second quarter of 2002.

SAFER Systems is very proud to be a part of this huge undertaking. Visit the ACTA web site for more information on the Alameda Corridor project at www.acta.org.

You can reach Ernie Gilbert at extension 129.

SAFER Sales Department

London Calling. . .

Hello to everybody from the London office of SAFER Systems. As I mentioned in the last issue, a European User Meeting of SAFER customers was high on my list of priorities. I am very pleased to announce that this event will take place in the beautiful canal city of Amsterdam in the Netherlands on 25th-26th September. While intended primarily for our European customers, this event is not limited to European users exclusively. The meeting is open to all of our users around the world. You are all welcome to attend.

I'm very excited about our interesting and "information-packed" agenda. The schedule will include new developments, training activities, user presentations, and feedback sessions. In addition, we want you to enjoy yourselves, get to know your fellow users, and of course - all of us from SAFER. Not to mention that we will try to have a little fun as well!

We already have a good number of confirmed delegates and the remaining available spots are filling up quickly. If you are interested in attending this extraordinary event, please let us know as soon as possible. This is an opportunity

that you don't want to miss! Please do not hesitate to contact either Dale Sawada in Camarillo, California (dsawada@safersystem.com) or myself (dlorkin@safersystem.com) for more details. Remember that the lifeblood of any software company is user feedback, so please do not underestimate the importance of communicating your views and ideas to us.

In other news...I just returned from attending and exhibiting at the International Loss Prevention conference in Stockholm. This is a major event in the safety calendar. A great deal of interest in SAFER REAL-TIME, SAFER STAR and SAFER TRACE was generated at the conference. It was especially nice to see a number of existing users visit our stand and say hello.

We are approaching the vacation season soon, and I hope that you have a very well-deserved break with your families and friends. I wish you all a very nice holiday period, and I hope to see as many of you as possible in Amsterdam this September.

You can reach David Lorkin at 44-20-8695-0678.

Did you

If we could shrink the earth's population to a village of precisely 100 people, with all the existing human ratios remaining the same, it would look something like the following. There would be:

57 Asians
21 Europeans
14 from the Western Hemisphere, both north and south
8 Africans

52 would be female
48 would be male

70 would be non-white
30 would be white

70 would be non-Christian
30 would be Christian

89 would be heterosexual
11 would be homosexual

6 People would possess 59% of the entire world's wealth and all 6 would be from the United States

80 would live in substandard housing
70 would be unable to read
50 would suffer from malnutrition
1 would be near death
1 would be near birth
1 (yes, only 1) would have a college education
1 would own a computer

"When one considers our world from such a compressed perspective, the need for both acceptance, understanding and education becomes glaringly apparent."

Never give up, for that is just the place and time that the tide will turn

—Harriet Beecher Stowe

Consider how hard it is to change yourself and you'll understand what little chance you have of trying to change others

—Jacob M. Braude

Your Model is Only as Good as Your Met Data

By John Tobo

Is the direction off a little? Isn't the wind blowing harder than that? Is the temperature really that low? Have you ever asked yourself these questions when viewing the meteorological data displayed on the SAFER Real-Time system? If you have, SAFER's Met Audit can set your mind at ease. A meteorological tower consists of electrical components and moving parts, such as wind speed and wind direction sensors. Like all moving components, the sensors will eventually need to be serviced. The sometimes rugged environment adjacent to a chemical plant may also affect the performance of these sensors. To ensure that these and other factors do not affect the weather accuracy and/or performance of your weather instruments, SAFER Systems created the option of Weather Instrument Audits, or "Met Audits."

What does a Met Audit consist of? SAFER provides the customer with a qualified Engineer who conducts a multi-spec testing process. The evaluation starts with inspecting the location of the tower, the grounds to the tower, and the condition of the tower. The wind speed and wind direction sensors are removed from the tower for inspection. The sensors are taken apart, and any worn or damaged components are replaced. The sensor bearings are replaced as part of every audit. This will maintain the low threshold rating critical to monitoring low wind speed conditions. Finally, the sensors are tested, and the wind direction is set. Once this is completed, the temperature (and humidity, if applicable) are tested for accuracy. The performance of the Motor Aspirated Radiation Shield is tested to ensure accurate readings from the sensor. Next, the solar radiation sensor is tested. A visual inspection is performed on this sensor. Detecting damage or condensation when it begins will help extend the life of the sensor and determine when replacement is necessary.

The goal of every Met Audit is to have a weather station that complies with original vendor specifications and provides defensible data should this become necessary in a legal setting.

Following the audit, SAFER produces a report that will give the owner of the station a clear assessment of their weather station's operation. We will then provide our customer with preventative measure suggestions that will help keep the station operating at 100% continuously.

The Met Audit has a number of other advantages to it. While at the site, we will have the opportunity to make a copy of the Real-Time system, which will be returned to SAFER. This allows us to have a fully operational backup of the customer's product on hand if ever needed. While the weather station is important, the entire system operation will be verified. This evaluation not only serves as a Met Audit, but also as an entire system review. Any questions regarding the Real-Time software, the meteorological station, and features of SAFER products that might interest the customer will also be answered during the site visit.

Training is another benefit that may be provided in conjunction with the Met Audit. When training is performed during the Met Audit visit, additional travel expenses are eliminated. The attendees are given a certificate of completion from SAFER acknowledging that they have successfully completed the Real-

Time users or administrators training course.

We at SAFER believe that the best way to get feedback from our customers is to meet with them in person. The one-on-one meeting that takes place during these audits gives us a chance to see how our product is used by our customers, and gives the customer the ability to have their ideas taken into consideration for upcoming versions. This process is what has made SAFER the industry leader in chemical risk and emergency management software.

SAFER is dedicated to customer satisfaction, and the Met Audit program is one of the many ways we achieve it.

If you are interested in developing a Met Audit program at your site, please call Ms. Dale Sawada (ext 137). You can reach John

SAFER is Growing . . .

By Dale Sawada

We are pleased to announce two additions, Jian Zheng and John Olivier, to our SAFER Systems team.



Jian Zheng has joined SAFER as a Software Engineer. He earned his BS in Biomedical Engineering from Huazhong University of Science & Technology, Wuhan, China; and he is also a Ph.D. candidate in Biomedical Engineering at Rutgers, the State University of New Jersey. Jian brings his previous experience in computer graphics and 3D imaging to enhance the development of SAFER's ever-advancing Emergency Response Management systems.



John Olivier has joined SAFER as our Gulf Coast Regional Field Service Representative located in Houston, Texas. John brings six years of experience in hardware and software solutions for the federal and commercial industries. He earned his AS in Electrical

Science from Texas A & M - Texas Engineering Extension Service. John looks forward to meeting SAFER's local customers along the Gulf Coast to address customer needs and provide quality technical support.

Feel free to contact Jian or John with any issues that you would like to discuss with them.

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SAFER Systems Welcomes Our Newest Customers . . .

Alameda Corridor Transportation - Carson, California
 ARPAT - Firenze, Italy
 Ecole Nationale Supérieure d'Ingenieurs de Bourges - Cedex France
 Eastman Chemical Company - Kingsport, TN (SAFER STAR)
 Equate Petrochemical Company - Ahmadi, Kuwait
 GE Capital - Rail Services - Chicago, Illinois
 Government of Luxembourg - Luxembourg
 The High Pressure Gas Safety Institute of Japan (KHK) - Tokyo, Japan
 Nitroamonia De Mexico - Coahuila, Mexico
 Nova Chemicals Corporation - Red Deer, Alberta, Canada
 Quimikao, S.A. De C.V. - Jalisco, Mexico
 Riskteknik - Bromma, Sweden
 Seoul National University - Seoul, Korea
 Toray - Shiga Prefecture, Japan

Trade Shows / Exhibitions

- ◆ Sep 3-5 IBC Asia Limited
International Chemical & Oil Pollution
Shangr-La, Singapore
- ◆ Sep 9-11 The Fertilizer Institute
World Fertilizer Conference
Chicago, IL
- ◆ Sep 17-20 AlchE
Safety in Ammonia Plants Symposium
Montreal, Quebec, Canada
- ◆ Sep 27-28 TECHNON Orbichem
Petchem 2001
Monte Carlo
- ◆ Oct 2-6 CCPS
International Conference & Workshop
Toronto, Ontario, Canada
- ◆ Oct 2-6 International Chemical Expo
Milan, Italy
- ◆ Oct 23-26 Seventh Asia Pacific
Responsible Care Conference & Expo

International Chemical Associations

Country	Association	Website
Europe	CEFIC - European Chemical Industry Council, through which its 16 full and 6 associate member national trade associations from European countries participate in ICCA.	www.cefic.org/
Austria	FCIO - Fachverband der Chemischen Industrie Österreichs, Austria	www.wk.or.at/fcio/
Belgium	FEDICHEM - Fédération des Industries Chimiques de Belgique / Federatie der Chemische Nijverheid van België, Belgium	www.fedichem.be/
Finland	KT RY - Kemianteollisuus ry, Finland	www.chemind.fi/
France	UIC - Union des Industries Chimiques, France	www.uic.fr/
Germany	VCI - Verband der Chemischen Industrie e.V.	www.chemische-industrie.de/
Greece	HACI - Hellenic Association of Chemical Industries,	www.biznet.com.gr/industrial/haci/
Hungary	MAVESZ - Hungarian Chemical Industry Association / Magyar Vegyipari Szövetség	www.mavesz.hu/
Italy	FEDERCHIMICA - Federazione Nazionale dell'Industria Chimica	www.federchimica.it/

Emergencies Happen . . . Are you Prepared?

By Rhonda Sorenson, of ERMC

Death, damage and destruction are just some of the devastating results of an emergency.

Can we prevent all emergencies from happening? No.

Can we enhance our level of preparedness to minimize the effects of an emergency? Absolutely.

Emergency situations cannot always be predicted, nor can they be managed effectively if people are not fully prepared.

Response is crucial to ensure that minimum damage is inflicted upon human life, the environment, property and company image.

Management of the emergency situation can only be achieved when people are prepared. Emergency Response Management Consulting Ltd. (ERMC) helps ensure you are prepared through a number of services such as auditing, planning, training, exercises and software solutions.

Consulting services offered by ERMC provide clients with confidence – knowing that their emergency preparedness needs are taken care of.

ERMC is an international leader working with clients from around the world to raise awareness about potential dangers and offer suggestions on how to minimize the hazards to ensure a safe working or living environment.

“We constantly strive to help our clients develop effective emergency management systems and trained personnel that have the skills and ability to lessen the impact a crisis can have,” said ERMC President Paul Riopel.

He explained that a growing trend towards increased disasters is a result of a growing population, increasing urbanization, an aging infrastructure and changing climate.

“Because of this increasing trend, government, business and industry are becoming more aware of the risks and the need to be prepared for emergencies,” said Riopel. “Municipalities and businesses are actively looking for solutions to meet their due diligence requirements – at the same time, resources are becoming stretched thinner and thinner.”

“Since 1990, ERMC’s team of emergency preparedness professionals have been working to provide clients with workable solutions to suit their individual needs,” said Riopel.

AUDITING

ERMC identifies hazards and reviews existing emergency plans

and systems for clients. Findings are then presented in a detailed report, which includes suggested methods to improve upon capabilities.

PLANNING

ERMC provides guidance to clients in the development of comprehensive, user-friendly Emergency Response Plans and complete emergency management systems.

TRAINING

Once the foundation is put in place, ERMC makes sure that personnel are confident and knowledgeable in putting their emergency response skills to use. ERMC builds upon the foundation by offering a series of training courses – everything from Managing Emergency Operations to Public and Media Relations.

EXERCISES

Designed to serve a specific purpose, ERMC provides clients with a wide range of exercise options. Table Tops, Drills and Full Simulations each lend a practical view to what has already been studied on paper.

SOFTWARE SOLUTIONS
ERMC recently partnered with SAFER Systems as an Agent for their state-of-the-art chemical risk management software. Protecting lives and resources is the heart of SAFER’s existence and

perfectly compliments ERMC’s own beliefs and values.

Also, ERMC partnered with BC Gas in 2000 to represent their Emergency Manager software, which enables organizations to globally manage, share, and track events and activities during an emergency and helps overcome communication difficulties during an incident.

Both of these software packages, combined with ERMC’s core services provide clients with customized options to help achieve the highest possible standard of emergency preparedness.

For more information about ERMC check out the website at www.ru-ready.com or contact our office in Edmonton, Alberta, Canada by calling toll free 1-800-719-ERMC (3762) or (780) 483-9168.

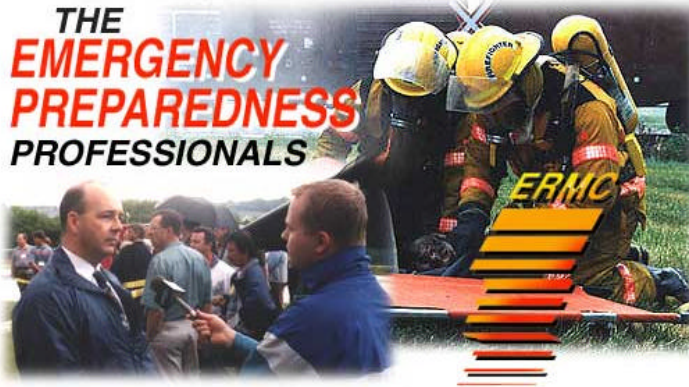
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Rhonda Sorensen, Marketing – rhonda@ru-ready.com



Participate and Win a Prize

Congratulations to **K.P.N. Nair of Reliance, India**. Mr. Nair was the winner of our previous Newsletter puzzle. You can be our next winner if you send us your solution by email to editor@safersystem.com or fax to +805-383-6344 (attn: SAFER Newsletter Editor) by July 31, 2001. We will have a random drawing and one lucky winner will receive an AMAZON.COM gift certificate for \$50USD.

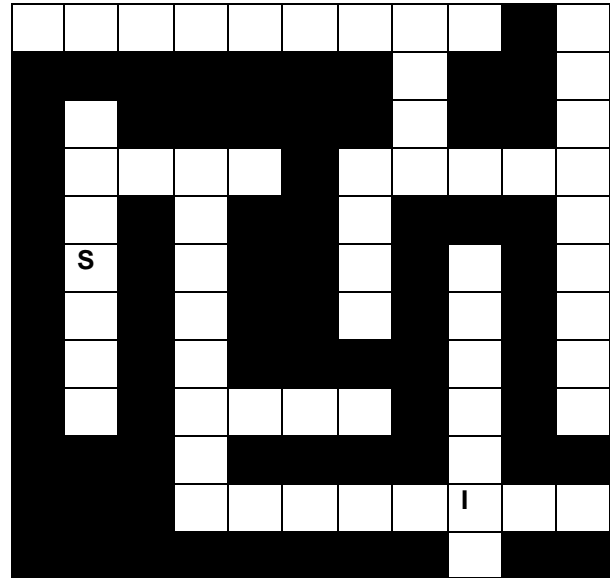
There are no clues to this puzzle other than the letters in the grid and the length of the words.

ACROSS:

DATA
ERMC
SAFER
TRAINING
AMSTERDAM

DOWN:

ACTA
STAR
AMMONIA
SENSORS
MET AUDIT
EMERGENCY



**News
Brief**

Watch for our Fall Training Calendar with probable locations in:

- * Houston, Texas
- * New Orleans, Louisiana

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