



October 2011

Respected Industry Colleagues,

Sandling Industrial Services, formerly Lefco Environmental Technologies, has been in the business of meeting customer expectations in a safe manner, with efficiency, and high quality for over 23 years. Sandling Industrial Services provides environmental services to clients in the steel, paper, petrochemical, nuclear, and government industries. Sandling Industrial Services provides everything from equipment rental to complete dewatering system design, construction, and operation.

Early in 2011, ISNetworld membership became a requirement for Sandling Industrial Services for a few manufacturing clients. Now, nearly every pre-bid/pre-project start up conversation includes questions related to our status with ISNetworld. Maintaining good grades with Owner Clients in ISNetworld has not only aided existing customer relations, but quickly opened the door to new ones. ISNetworld allows our partners to see that we are a safety minded organization, and helps us understand what are partners require from us.

Internally, our use of ISN services has enhanced awareness of our company safety programs and promoted a strong safety culture. The review and verification process of internal health, safety, and environmental documents provided by ISN helps tweak our safety program and make it more applicable to the field. The people at ISN work hard to make sure we have all the tools we need to meet our customer compliance expectations.

In conclusion, we would like to thank ISN for their strong commitment to customer service. ISN continues to grow and find new ways to facilitate contractors' safety and health goals. Owner/Clients can rest easy knowing their work partners are prepared and safety oriented when ISN is on the job.

Thank you for your time,

A handwritten signature in black ink that reads 'Mark Parker'.

Mark Parker
Safety Director
Sandling Industrial Services