

NO.1

**SPOTLIGHT
ON ORGANIZATIONS
ADVANCING EHS**

LIGHTHOUSE FOR THE BLIND

BRINGING MISSION TO THE MARKET



LIGHTHOUSE
for the BLIND
ST. LOUIS, MO

A COMPANY ON MISSION

Quantum had the opportunity recently to speak with **Scott Lemmons**, Quality Health Safety and Environment Manager from Lighthouse for the Blind (LHB) about how it fulfills its important mission with the help of Quantum's SDS services. *Here's highlights from our conversation.*

Proactively Employing the Blind



Scott: The mission of our firm, Lighthouse for the Blind, has been the same one the company started with in 1933—"To assist individuals who are legally blind maintain dignity and independence by making available employment, education and support services."

Mary E. Ryder, a St. Louis forward thinker and philanthropist founded

what was then known as Industrial Aid for the Blind. She identified the need for a workplace where the blind could develop new, productive skills while earning a steady income.

It always impresses me that somebody in the middle of the depression said, "Hey, blind folks need a place to go to work and we need to do something about that."

Only 30% Employed

It's a sad statistic that about 70% of blind individuals are unemployed. It doesn't mean because they don't want to be working. It's because companies don't do the kinds of things—that are really pretty easy to do—to help make this happen.

Blind doesn't always mean totally blind. Legally blind means a person's vision can't be corrected better than 20/200 or their field of vision is limited. One individual told me his vision was like looking through a straw. He has really great

central vision but no peripheral. So, it varies across the gamut.

Committed Forward

Our commitment to making a difference is expressed by the fact that we just hired a new CEO who has vision impairment.

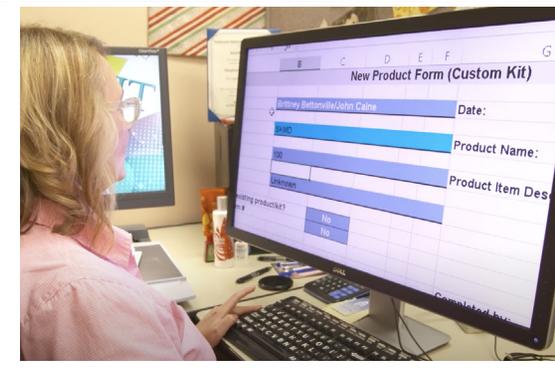
He's an engineer by education so of course with my background—chemical engineering with postgraduate work in environmental engineering— I'm like, "Yeah, we've got someone with a technical mindset now. We're going to breakthrough in some new ways."



Eric Warnhoff, President & CEO

TO ASSIST INDIVIDUALS WHO ARE LEGALLY BLIND MAINTAIN DIGNITY AND INDEPENDENCE BY MAKING AVAILABLE EMPLOYMENT, EDUCATION, AND SUPPORT SERVICES.





The Only Aerosol Manufacturing Facility in the World Operated By Primarily Blind

At LHB we produce all kinds of cleaning and other products—Aerosol Cleaners, Bio-based Cleaners, Liquid Cleaners, Office Cleaners, Maintenance Products, Repellent, Paints and Coatings, Medical Products, and the first Green Seal Certified Environmentally Preferred

Cleaners. To our knowledge, we are the only aerosol manufacturing facility in the world operated by primarily blind individuals. In 2002, we also began producing large scale medical kits and specialty bandage packaging and sterilization.

Currently we have over 20 contracts with U.S. government agencies supplying over 200 products. And we've expanded by acquiring commercial brands

– Quake Kare®, Tear Mender®, RapidFix® and, Badge Magic®/ CosBond®.

Addressing the Needs of Our Workers

Approximately 90% of our direct labor force is legally blind. To address the needs of our workers who are vision impaired, we have made modifications in the workplace. Our goal is to use adaptive technology to make jobs that were not otherwise available to people who were legally blind or blind to do successfully.

On the plant floor we aid our team with larger LCD screens and with the ability to enlarge information on the screen by magnifying image size.



Profits Go Back to the Community

We are a not-for-profit, so we take our profits and put them back towards about 19 programs for kids. We send kids to space camp. We send them to a summer camp. We have a program where kids go to a local university to spend three weeks to get ready to go away to school or get out on their own.

It's a great organization. I've been here since 2010 which is right around the change in GHS. It's definitely what drove us to reach out to Quantum.

Partnering with Quantum

What has kept me with Quantum is that I am what I call an "old school" kind of customer. I want to be talking to a stable company. I want to see high quality product obviously, but I also want a company where I don't have to go through my entire story each time I'm in touch. And I don't want someone to say, "Who are you again?"



That's why I like doing business with you guys. You know us and what we're doing. I can say, "OK it looks similar to this, but we need to change this little bit, or we've taken this ingredient out and replaced it with that," and you guys get it back to me quickly.

When we got started, I really liked that we did things in stages, and we met the deadline OSHA had for us. We feel confident because somebody else has looked it over—confidence as far as GHS regulatory compliance and just general safety—you know the obligation to be providing the best possible information to our customers, to our team and to the general public.

Quantum Meets Our SDS Needs

So what are some of the needs for SDS? Well, since we do a lot of work for the government, a lot of times they'll come to us and

say "hey, we'd like you guys to take a look at this to see if there's something you can do with this product." And they may keep some of the product and give us some and when we keep some back and we put our own label on it, the obligation's on us to provide an accurate SDS.

Another time we were doing a co-branded piece where it was for Metered Mist™, the little air fresheners that go into the restrooms that spray just a little bit. Well, we decided eventually that it would be cheaper for us to produce the fragrance ourselves. We needed six new SDS because now it's our own fragrance.

And sometimes we'll have someone ask us to meet the Canadian requirements. We'll send that to Quantum because

Quantum is the expert in that area and can generate SDS in both English and French!

We've developed a great business partnership relationship and it's been ongoing. It's just so simple for me to call you guys and say "hey, change this, change that," and you do it and send us an invoice. Of course, we like it that your prices are stable!

And as we grow, we like the fact that you have other products for SDS management and SDS verification. We need this kind of versatility and forward thinking. It's what's sustained us since Mary Ryder first shone the light on a different way of doing business—an approach that would include the entire community.

WE'VE DEVELOPED A GREAT BUSINESS PARTNERSHIP RELATIONSHIP.



Quantum
COMPLIANCE

*Smart software
for a safer world.*

usequantum.com

US | China | Taiwan

