

ESTIMÉ MONTHLY

April 2010



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Inside This Issue

- Our New Strategic Partner
- New Employees
- Birthdays and Anniversaries
- Earth Day is Coming!
- This Month in History

Estime has been awarded a contract by NAVFAC Southwest to plan, organize and execute an energy focused industry forum and provide all personnel, materials, audio/visual equipment, printed matter and marketing materials for the support of the proposed forum. Estime will coordinate and complete all arrangements necessary for successful execution of the event in the specified timeframe.

Our New Strategic Partner

Here at Estimé we pride ourselves on the strategic partners we team with to solve our client's most complex issues. One of our newest partners is ChemicoMays, a leading chemical management service provider.

Estimé anticipates marketing this new service to some of our existing customers such as the US Army Corps of Engineers, US Army, and US Navy under our existing contract vehicles. According to Dr. Estimé, "With a renewed emphasis on environmental compliance by the Department of Defense and Civilian Agencies, Estimé is well positioned to provide chemical management services to various agencies in the Federal Government."

ChemicoMays specializes in Chemical Management, providing expertise on savings, compliance improvement, and diminishing risk. Our partnership will provide all the ingredients and knowledge to ensure our client's goals are met.

In the past, ChemicoMays has been able to reduce chemical inventory by 60%, thus eliminating 30% to 40% of the hazardous materials on-site and essentially enabling them to meet cost, risk, and regulatory goals. Most of the companies ChemicoMays provide services to have experienced a guaranteed cost savings of 30% over a three year period after they have assessed their current buying habits and processes. They currently support the following sectors: Automotive, Military, Government, Education, Medical/Hospital, Private and Commercial.

By partnering with ChemicoMays, Estimé is able to provide Federal Government clients with sustainable cost savings by managing the chemicals at facilities from cradle to grave. Utilizing state-of-the-art inventory management systems and industry specific expertise, will allow us to evaluate and streamline client's current processes while ensuring their environmental goals are achieved. Our partnership will allow us to offer the following services:

- Procurement: sourcing, supplier management, transaction processing
- Purchasing: laboratory chemicals, facilities management, MRO, and/or direct materials
- Inventory and stockroom management
- Chemical registration and delivery
- Hazardous waste consolidation
- Data entry and validation
- Regulatory Management
- Inventory management system implementation and training



Our partnership with ChemicoMays will only strengthen our ability to meet the various needs of our clients.

-Lea Ann Fessenden - Joseph

Few are they who have never had the chance to achieve happiness...and fewer those who have taken that chance.

- André Maurois

Good instincts usually tell you what to do long before your head has figured it out.

- Michael Burke

The greatest achievement of the human spirit is to live up to one's opportunities and make the most of one's resources.

-Luc de Clapiers

Where the willingness is great, the difficulties cannot be greater.

-Niccolo Machiavelli

Estimé Inc. would like to welcome our new employees

Adina Young serves as an Administrative Assistant. Ms. Young has a Master of Arts in Journalism and Public Affairs from American University and a Bachelor of Arts in Communications from Virginia Tech. In the past Ms. Young has worked with the Montgomery County Government, US Census Bureau, and the Washington Post. She is very outgoing, enjoys writing, reading blogs, and trying out new recipes.

Birthdays and Anniversaries

Estimé Inc. expresses appreciation to the following employees for their service and dedication.

Brian Powell	1 Year Anniversary
Terry Stewart	1 Year Anniversary
Thomas Zakotnik	1 Year Anniversary

Estimé Inc. sends birthday wishes to the following employees:

Charles Jones	April 4th
Abby Akinmboni	April 7th
Patrick Devereux	April 22nd
Thomas Zakotnik	April 23rd

Earth Day is Coming!

Earth Day is April 22nd, so now is the perfect time to bring healthy, environmentally-friendly food to the table. So many foods contain chemicals such as preservatives, hormones, artificial flavors and colors, and a host of other ingredients that can harm both the consumer and the environment. A positive goal is to purchase and consume the most natural foods and create healthy, simple meals that do not harm ourselves or our surroundings. (Okay, I admit it is hard to follow this plan all of the time, but even following these tips one or two times a week can make a huge difference.)

Healthy, Natural Foods

Although it can be time consuming and expensive to purchase all organic foods, a good start can be made by shifting to foods that are in and of themselves natural. Look for items in their purest forms, such as plain (unsalted) nuts, especially walnuts and almonds. Avoid highly processed nuts that contain salt or sugary coatings. This will ensure that nothing unnatural has happened in their packaging process. Also seek nuts in recyclable containers such as glass jars. Look for products made with whole grains (pastas, breads, rice, etc.) These are the most healthful for the body, and no unnatural bleaching has occurred. In terms of beverages, seek out natural 100% juice products. Juicy Juice brand makes all whole-juice products that contain no extra sugars. The more intense the color of the juice, the more nutrients it contains. Again, seek out beverages in recyclable glass containers if possible, or opt for biodegradable cardboard (orange juice containers.)

Organic Foods

If you want to invest in organic foods, you might want to save your money for the best values: meats and produce. When not organic, these items tend to have the most processing for preservation, flavor, and quality. Beef and poultry can be products of hormonally-treated livestock. Even fish can be "farm-raised" and not completely natural. Look for organic, lean meats free of hormones and wild fish such as salmon. Produce can be sprayed with harmful pesticides to keep it bug-free. Some fruits such as apples end up with a waxy film that is hard to remove. Instead, invest in organic produce that is not treated with such chemicals.

A Healthy, Natural Salad

A very easy way to make sure your produce is organic is to grow your own vegetable garden. The following salad is simple and healthy, and it makes a great side dish at a summer barbeque:

- Peel and cut 3 garden cucumbers into thin slices
- Peel and cut one small garden onion into very thin slices
- Cut 4 garden radishes into julienne strips
- In a serving bowl combine 1 tablespoon of olive oil, 2 tablespoons of freshly squeezed lemon juice, 2 cloves of fresh crushed garlic, and a dash of salt and pepper
- Add the vegetables to the bowl and toss to coat with the dressing

-Jennifer Gerics

This Month in History

April 1

- Nazi Germany began its persecution of Jews with a boycott of Jewish-owned businesses, 1933
- World War II invasion of Okinawa began, 1945
- United States launched its first weather satellite, 1960
- General Hospital premiered on ABC-TV, 1963



General Hospital
Premiere

April 2

- Juan Ponce de Leon discovered Florida, 1513
- Congress passed the Coinage Act, which authorized the establishment of the United States Mint, 1792
- Samuel F.B. Morse, telegraph developer, died in New York, 1872
- First Easter egg roll at the White House, 1877



First Easter egg roll
at the White House

April 3

- First Pony Express began its route between St. Joseph, Missouri, and Sacramento, California, 1860
- American's Creed accepted, 1918
- President Truman signed the Marshall Plan into law, 1948
- Jesse James, killed by Robert Ford, a member of his own gang, 1882

April 4

- President William Henry Harrison died, 1841
- Martin Luther King, Jr., assassinated in Memphis, Tennessee, 1968
- Henry "Hank" Aaron tied Babe Ruth 's Home Run record of 714, 1974



Martin Luther King, Jr. at the Lorraine Motel in Memphis, TN

April 5

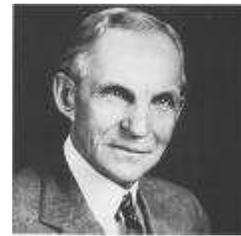
- American Indian Pocahontas married English colonist John Rolfe in Virginia, 1614
- Booker T. Washington was born in Franklin County, Virginia, 1856
- General Douglas MacArthur died in Washington, D.C., at age 84, 1964
- Reclusive billionaire Howard Hughes died in Houston at age 72, 1976

April 6

- Civil War Battle of Shiloh, Tennessee, 1862
- Robert Perry & Matthew Hensen became the first men to reach the North Pole, 1909
- United States declared war on Germany, 1917

April 7

- Lee and Grant discussed terms for surrender, 1865
- Henry Ford, died at age 83, 1947
- "South Pacific" opened on Broadway, 1949



Henry Ford

April 8

- Juan Ponce de Leon claimed Florida for Spain, 1513
- First Lady Betty Ford born, 1918
- Baseball's Henry "Hank" Aaron hit his 715 home run against the Los Angeles Dodgers, breaking Babe Ruth's record, 1974
- Frank Robinson, major league baseball's first black manager, managed his first game for the Cleveland Indians, 1975
- Julian Lennon, the son of John Lennon, was born in Liverpool, England, 1963



Hank Aaron

April 9

- Robert E. Lee surrendered the Confederate Army of Northern Virginia at Appomattox Court House, Virginia, 1865
- The American Civil War ended in the East, 1865
- Sir Winston Churchill was made an honorary United States citizen, 1963

April 10

- The first patent law was passed, 1790
- F. Scott Fitzgerald's "The Great Gatsby " was published, 1925
- Golda Meir resigned as Israel's prime minister, 1974
- Stuart Sutcliffe, one of the original members of what would be the music group "The Beatles," died of a brain hemorrhage, 1962
- The Beatles US album, The Beatles Second Album, was released, 1964

April 11

- Congress proclaimed the end of the Revolutionary War, 1783
- Napoleon Bonaparte abdicated as emperor of France, and was banished to the island of Elba, 1814
- Jackie Robinson, entered Major League Baseball, 1947
- Apollo 13 mission began, 1970



Apollo 13 Mission

April 12

- England adopted original Union Jack as its flag, 1606
- The bombing of Fort Sumter began, starting the Civil War, 1861
- The catcher's mask was first used in a baseball game, 1877
- President Franklin D. Roosevelt died, 1945



1st catcher's mask

April 13

- President Thomas Jefferson was born, 1743
- Pennsylvania Railroad received its charter, 1847
- Fort Sumter surrendered, 1861
- President Roosevelt dedicated the Jefferson Memorial, 1943
- The Beatles began their seven week engagement at the Star Club in Hamburg, Germany, 1962

April 14

- Composer George Frideric Handel died in London, 1759
- President Abraham Lincoln was shot by John Wilkes Booth, at Ford's Theatre, Washington, D.C., 1865, while watching a performance of Our American Cousin.
- First motion picture public showing, 1894
- "The Ballad of John and Yoko," was recorded. Although released by the Beatles, it was recorded by John Lennon and Paul McCartney, with the two playing all instruments, and doing all the vocals.

April 15

- President Lincoln died at 7:22 a.m., in Washington, D.C., 1865
- The Titanic struck and iceberg and sank, 1912
- President Roosevelt buried at Hyde Park, New York, 1945



Titanic

April 16

- First Confederate Conscription (draft) Act enacted, 1862
- John Wilkes Booth & David Herold arrive at Richhill, Maryland, 1862
- A bill ending slavery in the District of Columbia became law, 1862
- St. Bernadette, who described seeing visions of the Virgin Mary at Lourdes, died in Nevers, France, 1879

April 17

- Benjamin Franklin died, 1790
- Yugoslavia surrendered to Germany, 1941
- Ford Motor Company unveiled its Mustang automobile, 1964
- Apollo 13 astronauts splashed down safely, 1970



1964 Ford Mustang

April 18

- Midnight ride of Paul Revere & William Dawes in Boston, Massachusetts, 1775
- San Francisco earthquake & fire, 1906
- Paul McCartney of the Beatles, met Jane Asher, the sister of Peter Asher of Peter & Gordon Fame, 1963

April 19

- The American Revolutionary War began with the battles of Lexington & Concord, 1775
- Spanish-American War began, 1898
- First Lady Lucretia Garfield born, 1832
- A truck bomb exploded outside the Alfred P. Murrah Federal Bldg., in Oklahoma City, Oklahoma, killing 168 and injuring 500, 1995



1995 Oklahoma City Bombing

April 20

- The Territory of Wisconsin was established by Congress, 1836
- The State Board of Education, first in United States, was established in Massachusetts, 1837
- Adolf Hitler was born in Braunau, Austria, 1889
- The Eleanor Roosevelt Foundation was created, 1963

April 21

- The Toleration Act passed the Maryland Assembly, 1649
- The first train crossed the Mississippi River, 1855
- Samuel Clemens, (Mark Twain), died in Connecticut, 1910



First Train to cross the Mississippi River

April 22

- The Oklahoma Land Rush began at noon as thousands of homesteaders staked claims, 1889
- U.S. Holocaust Memorial Museum dedicated in Washington, 1993
- President Richard M. Nixon died, 1994

April 23

- William Shakespeare was born in 1564. He died on the same day, 52 years later, in 1616
- President James Buchanan born, 1791
- Booth & Herold make their way to Port Conway, Virginia, 1862

April 24

- Library of Congress was established, 1800
- Spain declared war on the United States, 1898
- Space shuttle Discovery blasted off from Cape Canaveral, Florida, carrying the \$1.5 billion Hubble Telescope, 1990



**Space Shuttle
Discovery**

April 25

- Peloponnesian War ended, 404 B.C.
- The ground was broken for the Suez Canal, 1859
- Radio pioneer Guglielmo Marconi was born in Bologna, Italy, 1874
- Broadcast journalist Edward R. Murrow was born in Pole Creek, N.C., 1908
- St. Lawrence Seaway opened, 1959



Tanzania

April 26

- Lincoln assassin John Wilkes Booth was killed by Federal troops, near Bowling Green, Va., 1865
- The world's worst nuclear accident occurred at the Chernobyl plant in the Soviet Union, 1986
- The African nations of Tanganyika & Zanzibar merged to form Tanzania, 1964

April 27

- Samuel Morse, inventor of the telegraph was born in Charlestown, Mass., 1791
- President Ulysses S. Grant was born, 1822
- The nation's first Social Security checks were distributed, 1937
- Edward R. Murrow died in Pawling, New York. at age 57, 1965



**First Social
Security Check**

April 28

- President James Monroe was born, 1758
- Maryland entered the Union, 1788 (7th)
- Benito Mussolini died, 1945

April 29

- Maryland's House of Delegates voted against seceding from the Union, 1861
- Adolf Hitler and Eva Braun were married, 1945
- United States forces freed 32,000 at Dachau Concentration Camp, 1945

April 30

- The United States purchased the Louisiana Territory from France, 1803
- Louisiana entered Union, 1812 (18th)
- Adolf Hitler committed suicide along with his wife of one day, Eva Braun, 1945
- George Washington took office in New York as the first President of the United States, 1789



**George
Washington**

-Source: www.aboutfamouspeople.com

For additions, suggestions, or questions concerning the newsletter, please feel free to send an email to newsletter@eei-consulting.com