



Selling Your Organization on EMS is the Tough First Step in the Process

1. Organizational support is a critical but often elusive element when proceeding with EMS. Here are a few things to consider in "selling" the EMS to an organization:
2. A system of procedures and work instructions that translate permit and regulation language in to English ensures that requirements get communicated and are easier to comply with.
3. A process or procedure for identifying, evaluating and implementing employee suggestions and/or ideas to improve environmental performance that is communicated gets used and improvements result.
4. With a clear pathway that shows how the actions of individuals can contribute or hinder progress towards environmental goals, these goals can be achieved.
5. When you can repeatedly achieve environmental goals and establish agreeable new ones, you're sustainable. When you're sustainable, corporate management keeps you in business as long as they can because shareholders, investors, and CUSTOMERS are very keen to this and demand it in the marketplace today.
6. An EMS takes good work practices that are part of on the job training and memos tucked away in books and files and makes them part of a management system that can be operated effectively and cost-efficiently.

For more information on EMS implementation, contact Bill Barnes at Avogadro Environmental @484-767-3722 or bbarnes@avogadro.net.