

2020 Regional ASBPE Finalist-Best Feature Series

WATER QUALITY PRODUCTS

Scranton Gillette Communications Inc.

3030 W. Salt Creek Ln., #201 Arlington Heights, IL 60005-5025 847.391.1000 | F: 847.390.0408

wqpeditor@sgcmail.com

Managing Editor | Lauren Del Ciello

Associate Editor | Bob Crossen Associate Editor | Katie Johns

Associate Editor | Cristina Tuser
Designer | Robin McCartney

Advertising & Sales

Integrated Media Consultant | Don Heidkamp dheidkamp@sgcmail.com, 847.391.1047

Integrated Media Advisor | Wendy Posey wposey@sgcmail.com, 847.391.1055

Storefront Coordinator | Frankie Corrado fcorrado@sgcmail.com, 847.954.7940

Print Advertising Materials | Erica Rivera erivera@sqcmail.com, 847.391.1049

Digital Advertising Materials | Siobhan Lesniak slesniak@sgcmail.com, 847.318.3414

Reprint Coordinator | **Adrienne Miller** amiller@sgcmail.com, 847.391.1036

List Rental Contact | **Claude Marada** claude.marada@infogroup.com, 402.836.6274

List Rental Contact | Bart Piccirillo bart.piccirillo@infogroup.com, 402.836.6283

Management

Sr. VP / Group Publisher | Ryan Hanson

Data & Audience Development Manager | Kim Slagel

Assistant Design Manager | Dara Rubin

Corporate

Chairman Emeritus | H.S. Gillette (1922-2003)
Chairperson | K.A. Gillette
Chief Executive Officer (CEO) | E.S. Gillette
President | Rick Schwer
Chief Operating Officer (COO) | Dave Shreiner

Sr. Vice President | Ann O'Neill
Director of Custom Media & Strategic Product

Development | John Atwood

Editorial Advisory Board

	•
Rick Andrew	NSF International
Frank Brigano, Ph.D	Marmon Water
Marianne Metzger	ResinTech
James Peterson	Crystal IS
Amanda Moore CWS	Atlantic Filter Corn





Checking In

While I rarely dedicate this space to the same topic two months in a row, current circumstances call for us all to operate beyond the norm. Despite the turmoil caused by the coronavirus, also known as COVID-19, I'd like to take a moment to honestly check in. How are you?

Lauren Del Ciello

Managing Editor

Idelciello@sgcmail.com

Though water treatment professionals have been deemed "essential" by the U.S. Department of Homeland Security during shelter-in-place orders, every business is meeting the challenges posed by COVID-19 in different ways. Some readers have told me that business is busier than ever, while others have expressed that concerns regarding staff and customer safety have caused them to pull back on their normal business

back on their normal business operations. Regardless, health and safety for both your staff and your customers needs to

be the highest priority right now.

As of press time, the Paycheck Protection Program created under the Coronavirus Aid, Relief, and Economic Security (CARES) Act just began accepting applications. The act offers nearly \$350 billion in support of small businesses that can be accessed by eligible businesses for payroll costs, mortgage, rent and utilities. The program, hopefully, will provide relief for small businesses impacted by COVID-19, many of which may be water treatment providers, *WQP* readers, and the backbone of the U.S. economy.

While we will all continue to feel the

immediate effects of the pandemic, the long-term impacts to the economy, workforce and workflow will be felt for years to come. The pandemic likely will impact investment and travel throughout the remainder of the year, as well as open up conversations regarding the future of remote work in the water industry. And, later in this issue ("Recipe for Succession, p. 6), I discuss the importance of an emergency

preparedness plan to guide a smooth succession plan, but emergency preparedness is a vital element I'd advise us all to strongly consider in our businesses moving forward – especially in light of COVID-19 concerns. How can small businesses cope when key personnel become unexpectedly ill? Creating a plan is key there.

While current workplace experiences range from working from home, in the field with caution, and even a temporary break, I encourage you to take this time to strategize, connect and check in. If you'd like to share your experiences with me, my inbox is always open at ldelciello@sgcmail.com. Be safe, readers.





THIS MONTH ON WQPMAG.COM

RESOURCES:

Do you have questions about the CARES Act? WQP's CARES Act 101 for Small Businesses is a start: bit.ly/wqp-cares-guide.

For subscription information, contact Omeda at WQP@omeda.com

Find us on social media:







Twitter: @WQPnews LinkedIn: bit.ly/wqp-linked-in Facebook: bit.ly/wqp-fb