

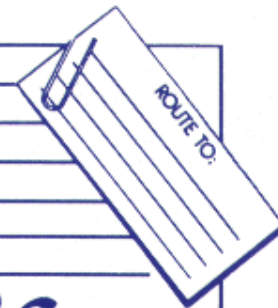


UNITED SALES ASSOCIATES

SM

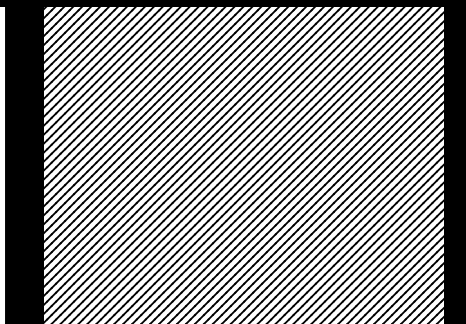
News & Reviews

.....a periodical for principal end users



YOE 2 1999 27 11/1999 12/99

Excerpts reprinted from January 1999 article, "The Complete Guide to Personal Protective Equipment", appearing in Occupational Hazards magazine. Copyright 1999 by Penton Media Inc.



OSHA requires protective footwear to be used when employees are "working in areas where there is a danger of foot injuries due to falling or rolling objects, or objects piercing the sole, and where such employee's feet are exposed to electrical hazards."

"There is considerable financial incentive for businesses to pay close attention to foot-related hazards. Workers suffered 180,000 disabling injuries to the feet and toes in

1995, the National Safety Council reports. During 1995 and 1996, says the National Council on Compensation Insurance, injuries to the feet and toes cost an average of \$7,002 per claim.

Protective footwear must comply with American national Standards Institute standard ANSI Z41-1991, which breaks footwear down into six categories.

- Impact and compression resistance, which uses a steel or nonmetallic to cap (steel toe) to protect against falling objects

Continued on page 6

"Value Box"

New to our Web Site

www.unitedsales.com

Sponsoring this issue

... is LaCrosse-Rainfair Safety Products, Head To Toe Protection for Hostile Environments!



LaCrosse-Rainfair Safety Products has you covered from head to toe. See page three for information on their new line of economy rainwear -- Valu-Wear®. And see the insert to learn about their Exclusive Wear Test Program.



United Sales Associates and Lakeland - the new team!



United Sales Associates is pleased to announce that we began representing Lakeland Industries, Inc., on January 1, 1999. Lakeland is a leader in the design and manufacturing of industrial protective clothing. Please see page 7 to learn more about Lakeland.

2700N Series Respirators

with
HandyStrap™
and
Ventex™ Valve



Moldex introduces the 2700 N Series Respirators, the only respirator that is comfortable on and comfortable off. Just unbuckle the HandyStrap™ and let it hang comfortably around your neck when you're not using it. And because it hangs around your neck when it's not being used, you'll be less inclined to toss it before the filter is used up and more inclined to use it.

The soft, foam nose flange also gives extra comfort around the nosebridge. And the Ventex™ exhale valve keeps you cooler because it gets the hot air out faster.

The 2700 N Series respirators are available in small and medium/large.

www.moldex.com

"News & Reviews".....
brought to you FREE from



United Sales Associates,
Manufacturers' Agents
representing leading manufac-
turers of industrial safety
products in the safety, construc-
tion, sanitary maintenance, fire
and medical markets in the
states of Ohio, Michigan, West
Virginia, Indiana, Kentucky,
Tennessee, Pennsylvania and
New York. Selling through local
stocking distributors.....
Corporate: 7537 State Road
Cincinnati, OH 45255-2438
(513) 231-4266, Fax (513) 231-1456
e-mail: assocs@unitedsales.com
www.unitedsales.com
Branches: Cleveland, Louisville, De-
troit, Indianapolis, Benton Harbor, Ak-
ron, and Dayton
Editor: Ms. Chris Frank

Contact United Sales Associates for
information on any item in this newsletter
513/231-4266 --- Fax: 513/231-1456
e-mail -- assocs@unitedsales.com
www.unitedsales.com

SERVICES & MATERIALS

Movable Deluxe Delineator Post

- Durable, 100% recycled rubber, 16" octagon base with interlocking PVC post.
- Standard 4" x 42" high post (#2094294) comes with two 3" reflective bands.
- Order optional 3" round 3M yellow diamond grade reflective, on both sides of post, for additional safety (#2195366).

#2094294 Delineator Deluxe (Post Only), 42RP
#2195366 Delineator Deluxe (Post Only)
w/ Yellow Diamond Grade reflective
#0102391 Rubber Delineator Base, Light
#0102406 Rubber Delineator Base, Heavy
#2173459 Dura-Bill 25# Super Heavy

Maxi-Post Kits

- Features 8" diameter cast aluminum base with clamp.
- Standard 4" x 42" high post (#2094372) comes with two 3" reflective bands.
- Order optional 3" round 3M yellow diamond grade reflective, on both sides of post, for additional safety (#2195366).
- Kits contain post, base and clamp. See price book for information on individual kit components.

#2094372 Maxi-Post Complete Kit, 42PM
#2195483 Maxi-Post Complete Kit
w/ Yellow Diamond Grade Reflective
www.servmat.com

1999 National Shows

Mar 17-23 FDIC Indianapolis, IN
(Fire Dept. Instructors Conference)
Jun 5-11 AIHCE Toronto, CAN
(American Indl. Hygienists Conf./Expo)
Jun 13-16 ASSE Baltimore, MD
(American Society of Safety Engineers)
Oct 18-20 NSC New Orleans, LA
(National Safety Congress)

Introducing the Delta No-Tangle™ Harness

DBI/SALA introduces the new **Patent Pending Delta No-Tangle™ full body harness** with a unique design. The Delta design system is easier to recognize than standard back pads. The pad holds its form, allowing the back traps to be spread apart and held in shape. This foolproof design allows the user to don the harness faster and easier. The Delta pad is constructed from a special composition of polyethylene and vinyl acetate making it lightweight, flexible and durable. This combination of design and material provides added comfort, increased productivity and improved safety.

The ergonomic design was selected to meet specific performance needs without sacrificing comfort. It's rigid enough to hold its form yet lightweight, soft and flexible enough that you won't notice it. This "added comfort and hassle-free donning concept" was built with complete user-acceptance in mind, therefore, a harness they'll want to use. The Delta harnesses exceed industry standards including OSHA and ANSI, even the stringent ANSI Z359.1-1992 requirements. Also shown with our new ShockWave2™ shock absorbing lanyard and Glyder™ sliding beam anchor.



www.dbisala.com

LaCrosse-Rainfair Safety Products introduces the new Valu-Wear® line of economy rainwear.

NEW VALU-WEAR® ECONOMY RAINWEAR



The Valu-Wear three piece suit (style 70801 - jacket, bib overall, detachable hood) is constructed of a durable, water repellent PVC exterior coated polyester fabric (35mm). Standard features include corduroy collar, cape back ventilation and two flap pockets with snap closures. Heat welded seams help maintain the garment's waterproof integrity. Industrial grade non-corrosive hardware stands up to abuse while heavy duty elastic suspenders keep the overalls in place. Color: yellow.

The affordably priced Valu-Wear product line consists of the following:

- 70801 35mm PVC/Polyester 3 piece suit, sizes S - 5XL
- 70601 20mm single ply PVC 3 piece suit, sizes S - 3XL
- 70802 35mm PVC/Polyester 48" raincoat, sizes S - 4XL

Please contact your USA representative for information on these manufacturers of fall protection related products and services.

SINCO, INC.

Horizontal Lifeline Engineered Systems



MOBILIFT INC.

Mobile Fall Protection Systems

MOBILIFT

UNI-HOIST

Confined Space Engineered Systems

UNI-HOIST.

**PELICAN
PRODUCTS**



“THE WORLD’S
TOUGHEST
LAPTOP COMPUTER
CASE”

Pelican’s computer protector case protects your valuable laptop computer from handling abuse and all weather conditions. This case is molded of advanced ultra high impact copolymer resin and includes: padded lid organizer and shock absorbing computer tray or pick ‘n pluck foam, lock down velcro safety strap, removable padded shoulder strap, keyed locking latches, atmospheric purge valve, O-ring seal, padded fold down handle, and attractive attache case design. Made in the USA and backed by Pelican’s Unconditional Lifetime Replacement Guarantee.

- Size: Outside dimensions: 16 3/4”L x 13 1/4”W x 4 3/8”D
- Inside dimensions: 16”L x 10 3/4”W x 4”D
- Catalog No. 1470CC #1 fits computers up to 12 3/8”L x 10”W x 2 1/8”D with Polyurethane shock absorbing computer tray. Color: Black
- Catalog No. 1470CC #2 fits computers up to 15 1/2”L x 10”W x 2 1/2”D with Pick ‘N Pluck foam shock absorbing tray. Color: Black

WATERTIGHT!!!
CRUSHPROOF!!!
AIRTIGHT!!!
DUSTPROOF!!!

www.pelican.com

1999 Regional Trade Show Schedule

Plan your 1999 trade show schedule now! Here is a list of the regional shows USA will be exhibiting in along with their manufacturers. (Listed in state order)

- IN **Hoosier Safety Council** Mar. 9 - 11, 1999
Indiana Convention Center, Indianapolis, IN
- KY **Governor’s Safety & Health Conf. & Expo.**
May 5 - 7, 1999 The Galt House, Louisville, KY
- APWA 1999 (June 11-12, 1998) Covington, KY
- MI **Michigan Safety Conference**
Apr. 20 - 21, 1999 Lansing Center, Lansing, MI
- NY **Western New York Safety Conference**
1999 (May 13 - 14, 1998) Grand Island, NY
- OH **All-Ohio Safety Congress & Exhibit** Mar. 30 - Apr. 1, 1999
Cleveland Conv. Ctr., Cleveland, OH
- Dayton/Miami Valley Safety Council** Sep. 16, 1999 (tentative)
Dayton Convention Center, Dayton, OH
- Great Lakes Industrial Show**
Nov. 2 - 4, 1999 IX Center, Cleveland, OH
- PA **Western Pennsylvania Safety Council** Apr. 6 - Apr. 8, 1999
Pittsburgh Expo-Mart, Monroeville, PA
- TN **Tennessee Safety Congress**
Jul. 11 - 13, 1999 Opryland Hotel, Nashville, TN
- WV **West Virginia Safety Council**
Sep. 22, 1999 Charleston Civic Center, Charleston, WV



Haws, one of the nation’s leading emergency equipment manufacturers, is now offering a wide line of emergency eye-washes, drench showers and body sprays designed for compact spaces in labs, studios and industrial offices where hazardous chemicals are present.

Model 7610

Featured in the line is the Model 7610 swing-down, over-sink eye/face wash which is designed for counter or sink mounting. Side-mounted, swing-away Model 7611 is also available.

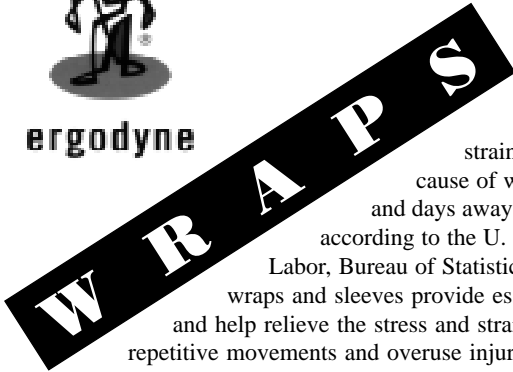
The polished chrome plated eye/face wash is activated by a single pull-down motion and features twin *Feather-Flo* patented ABS heads in Safety Green with integral flip top protective dust covers that release with water pressure. A high visibility universal emergency sign is also included.

www.hawscorp.com



ergodyne

ERGODYNE® WRAPS



Sprains and strains are a leading cause of workplace injuries and days away from work, according to the U. S. Department of Labor, Bureau of Statistics. Our full line of wraps and sleeves provide essential support, and help relieve the stress and strain associated with repetitive movements and overuse injuries.

Model 430

WRIST WRAPS

Ergodyne 400 / 410 / 420

- Ambidextrous
- Two sizes: S/M, L/XL
- Stock colors: Black, Tan & White
- Machine wash, cold; air dry

(Model 400 - Universal design; Model 410 - Double lock closure, Model 420 - Thumb loop)

ANKLE WRAPS

Ergodyne 430 / 440

- Ambidextrous
- Two sizes: S/M, L/XL
- Stock color is tan
- Machine wash, cold; air dry

(Model 430 - Slip-on; Model 440 - Wrap around, hook-and-loop closure)



The QSSP Course is designed to enhance expertise and knowledge in critical technical and regulatory areas of occupational health and safety, including industrial hygiene.

Dr. Richard Fulwiler, President of Technology Leadership Associates and former director of worldwide health and safety for Procter & Gamble, is the developer and faculty leader of the course. Participants who successfully complete the course and the QSSP competency exercises will receive a certificate of recognition. Available to SEDA/ISEA/SEMAA members

United Sales Associates has five who have completed the course: Mark Hamilton, QSSP - Todd Hayward, QSSP, CPMR - Tom Hayward, QSSP, CPMR - Bob Marshall, QSSP and Steve Schaefer, QSSP

Next Course: Apr. 12 - 16, 1999 Louisville, KY
For more information contact SEDA/ISEA/SEMAA or United Sales Associates at 513/231-4266.

GET ANSWERS TO YOUR QUESTIONS!



JUSTRITE®

Justrite Customer Service can answer all your questions about our product line. Following are common inquiries posed to the customer service department. We hope you will find the answers useful.

1. Can I get Justrite safety cans and cabinets in colors other than the standard red and yellow?

____ YES! Justrite carries many terne plate cans in red, blue, yellow and green. Cabinets are available in grey, green, blue, white, yellow and red. These cans and cabinets are generally readily available. Color samples can be mailed to make sure the color is acceptable.

2. How do I ventilate Justrite cabinets?

____ Unfortunately, Justrite can not make recommendations on venting procedures. Because jurisdictions and regulations vary widely, your local fire marshal or company safety officer should be contacted.

3. Is it O.K. to transport gas or other chemicals with Justrite's standard Type I or Type II can?

____ No! If you plan on transporting gas or other chemicals, the **D.O.T.** cans are required by the U.S. Dept. of Transportation. These cans are equipped with special safety features which minimize the likelihood of spills in the event of accidents or the tipping of cans while traveling on rough roads. A heavy-duty roll bar protects the fill and pour mechanisms from damage in a fall. Dual fusible-linked brackets provide protection against content spillage. The D.O.T.-approved cans are also approved by Factory Mutual and the United Nations. Justrite D.O.T. cans are ideal for contractors, landscapers, tow trucks, government applications - anyone who needs to transport gas or other chemicals. You'll most often see them at remote sites where gas-fired equipment is used.

www.safetyonline.net

Contact United Sales Associates for information on any item in this newsletter
513/231-4266 --- Fax: 513/231-1456
e-mail -- assocs@unitedsales.com
www.unitedsales.com

or crushing from heavy rolling objects.

- Metatarsal footwear, which provides similar protection against falling objects to the area of the foot between the ankle and the toes.
- Electrical hazard, where the sole of the shoe or boot is designed to protect workers from electric shock from 600 volts or less under dry conditions.
- Conductive footwear, which prevents the buildup of static electricity.
- Puncture resistance, where the sole resists penetration from sharp objects, such as nails or broken glass.
- Static dissipative, which reduces the buildup of static electricity by conducting body charge to ground while maintaining sufficient electrical resistance to protect the wearer from electrical hazards.

Don Johnson of Dr. Martens AirWair offers these fitting tips:

- *Measure both feet.* "It's very important that the person measures both the left and right foot," says Johnson. "Most people are right-handed, and, usually, their right foot is a little bigger." To get the best sizing information, measure from the toe to the heel, from the ball of the foot to the heel, and then the width. Try both shoes on and walk around in them, if possible."
- *Try shoes in the afternoon.* "When you've been on your feet all day, they swell and expand," notes Johnson. If you have sensitive areas on your feet and they hurt when trying a shoe on at that time of day, he says, then you know you need to try a different style.
- *Wear a normal work sock.* If you wear a thicker or thinner sock

at the time of selection, it could result in the choice of shoe that is too small or too big.

- *Rotate between old and new shoes.* Don't wait until your shoes are totally worn out before you get a new pair."



Dave Markgraff, LaCrosse Footwear Industrial Product Development Manager of LaCrosse-Rainfair Safety Products adds....

"The number one concern of end user safety directors our group works with is job related slips and falls.

A recent survey of four key industrial markets indicated that on an average, 21% of all injuries in these markets were attributed to slips and falls. The average cost per injury was \$13,800.00

It is important to remember when choosing the proper footwear to assist in the reduction of slips and falls to assess the type of coatings on the floor where the footwear will be used, floor contaminants or liquids present, and to be sure that the outsole itself is kept clean and not worn out. Proper fit in a men's or women's style can also be critical in preventing skips, trips, and falls."



EnviroDerm

PHARMACEUTICALS, INC.



EnviroDerm Pharmaceuticals, Inc. introduced its newest product at the National Safety Council Congress & Expo in Los Angeles. **ClearHands™**, a new therapeutic skin care lotion, revitalizes hands damaged by materials commonly found in industrial and salon work environments.

Rough, dry, cracked hands create a serious problem for individuals exposed to environmental materials encountered in the work place on a daily basis. In some cases, the condition can be quite disabling, preventing workers from completing day-to-day job tasks. Occupational fields most adversely affected include industrial personnel such as metal, textile, plastic and construction workers. Other professions affected include healthcare, salon and food service workers.

ClearHands regularly for smoother hands and healthier looking skin. The highly moisturizing lotion, which contains aloe and is fragrance-free, is especially effective when used prior to the workday as well as after each time a worker washes his or her hands. The advanced formula is effective in both dry and wet work environments.

ClearHands comes in a wide range of sizes from a 10-gram tube to a 32-ounce, wall-mounted bulk dispenser and will be available through safety product distributors.

EnviroDerm -

devoted to promoting the care and protection of the skin through innovative scientific advances.

SEI is an independent, nonprofit organization certifying safety and health equipment through a unique two-pronged approach. Continuous product testing by independent labs assures conformance to the highest current product safety standards. Quality Assurance Audits by independent SEI auditors ensure manufacturers maintain the highest standards of quality control.

For your free copy of the SEI Certified Product List, contact SEI at:
 703/442-5732
 Fax: 703/442-5756
 Email: SEI_Headquarters@msn.com
 Web: www.SEInet.org

Best is introducing a new product into its industrial glove product line. The Grip-it glove (style 25R) is a 22-mil-thick unlined natural-rubber latex glove with a unique special feature: its wrinkle finish. Unusual in an unsupported glove, to say the least, but Best has perfected the rough wrinkle-finish in supported gloves with other styles such as the Nitty Gritty® and the Neoprene®. Most other unsupported medium to heavyweight latex utility gloves have an embossed grip on the interior of the palm. Grip-it gloves combine unique features and benefits:



www.bestglove.com

Grip-it™

Feature:	Benefit:
Grip:	Extra dipped wrinkle finish for more protection, not just in the palm, but for the entire hand up to the wrist. No other unsupported glove has this.
Protection:	The extra dip gives more cut, puncture and abrasion protection than ordinary latex utility gloves.
Rolled cuff:	Provides extra strength, reduces tearing and for ease of donning and doffing
Target Markets:	May be best suited for: laboratories, petrochemical industry, food processing (meat industries, fishing industry, seafood and poultry processing), canning, janitorial, maintenance, housekeeping, general utility and fiberglass handling.
Chemicals:	As a general rule, use the Grip-it in chemicals that are acceptable for use with the Nitty Gritty® glove.

**United Sales Associates
..... now proudly representing**



Lakeland
INDUSTRIES, INC

Among leading companies designing and manufacturing protective garments for industry, municipalities, and the burgeoning healthcare field, Lakeland Industries' products have established and maintained their global reputation for overall quality. Indeed, Lakeland's products have long been recognized as the field's gold standard for quality - that essential, expected and deserved constituent of any protective wear.

Quality is factor number one. And before quality comes quality control. Lakeland recently received certification as meeting or exceeding stringent ISO 9002 quality control standards for production of its many lines of garments and accessories, in addition to meeting ANSI 101-1996 requirements. Lakeland quality is the primary reason why workers wearing their garments put them on with confidence and wear them with peace of mind.

Lakeland manufactures a broad array of industrial protective clothing. The lineup includes limited-use and disposable clothing, chemical protective clothing, flame resistant clothing, woven and anti-static clothing and aluminized industrial heat protective clothing.

Lakeland has added 50,000 sq. ft. to its Decatur, Alabama facility, enabling them to store more raw materials and finished goods. This cut their response time to orders. A new shipping and distribution center has been established in St. Joseph, Missouri to centralize shipping products to the mid-west and west coast.

Check it out!!!



The "Blu Lite" Sale is on our web site!

This free service from United Sales Associates offers our authorized distributors and manufacturers an avenue for reducing overstocked inventory or for purchasing discounted stock. Authorized distributors only.

Contact United Sales Associates for information on any item in this newsletter :
513/231-4266, Fax: 513/231-1456
E-mail: assocs@unitedsales.com

www.unitedsales.com

www.lakeland.com



The National Signal ER200 sign is designed to provide advance warning and information in text and graphical formats.

This unit is desirable in temporary situations and long term changeable message sign applications where space and speed restrictions do not allow or require larger size CMS's.

The ER200 is available in diesel, solar, and truck mount versions.

From
United Sales
Associates



Value Added In-Plant
or On-Site
Compliance Services

Our surveys will provide you with a checklist for identifying hazards, provide regulatory and compliance information and compliance record keeping forms, and provide a checklist for proper maintenance of equipment. Contact your representative at USA for a survey on the following manufacturers: La-Crosse-Rainfair, DBI/SALA, Haws, Ergodyne, Justrite and Best.

513/231-4266, fax 513/231-1456
e-mail: assocs@unitedsales.com
www.unitedsales.com