

### ST. LOUIS

2023 Westport Center Drive  
 St. Louis, MO 63146  
 Main 314-569-3122  
 Toll Free (24/7 Support) 800-333-3122  
 Main Fax 314-569-0206  
 Office & Sales Counter Hours:  
 Mon - Fri (7:00 a.m. - 5:00 p.m.)

### QUINCY, IL

1700 North 45th Street  
 Quincy, IL 62305  
 Main 217-223-3122  
 Toll Free (24/7 Support) 800-234-3122  
 Fax 217-223-3907  
 Office & Sales Counter Hours:  
 Mon - Fri (7:30 a.m. - 5:00 p.m.)

### COLUMBIA, MO

1815 Vandiver Drive  
 Columbia, MO 65202  
 Main 573-474-4194  
 Toll Free (24/7 Support) 800-283-3122  
 Fax 573-474-4199  
 Office & Sales Counter Hours:  
 Mon - Fri (7:00 a.m. - 5:00 p.m.)

### WASHINGTON, MO

1 Chamber Drive  
 Washington, MO 63090  
 Main 636-390-4949  
 Toll Free (24/7 Support) 888-959-9448  
 Fax 636-390-4172  
 Office & Sales Counter Hours:  
 Mon - Fri (7:00 a.m. - 5:00 p.m.)

### SAFETY SOLUTION PARTNERS:



### References:

- 1 [www.osha.gov/dcsp/products/topics/businesscase/costs.html](http://www.osha.gov/dcsp/products/topics/businesscase/costs.html)
- 2 [www.osha.gov/dcsp/products/topics/businesscase/costs.html](http://www.osha.gov/dcsp/products/topics/businesscase/costs.html)
- 3 [www.osha.gov/dep/fatcat/dep\\_fatcat.html](http://www.osha.gov/dep/fatcat/dep_fatcat.html)
- 4 <https://www.osha.gov/Publications/safety-health-addvalue.html>
- 5,6 <http://www.rockwellautomation.com/global/products-technologies/safety-technology/safety-maturity.page>
- 7 <http://www.cdc.gov/niosh/topics/hierarchy>

Visit us online at: [frenchgerleman.com/safestart](http://frenchgerleman.com/safestart)



FG0020-216





**SAFETY AND HEALTH  
ADD VALUE TO YOUR BUSINESS**

**PROTECT YOUR MOST VALUABLE ASSET...  
YOUR EMPLOYEES**



## SAFETY IN FOCUS

If employee, equipment and facility safety rank high on your company's priority list, you're not alone. It is estimated that employers pay almost \$1 billion per week for direct workers' compensation costs.<sup>1</sup>

Workplace injuries and illnesses can have a major impact on your bottom line. Employees are exposed to potential risks and injuries everyday. As an employer your goal is to mitigate employee risks and limit potential accidents. But that is not always an easy thing to accomplish. In fact, it can be a daily challenge in any manufacturing environment.

The cost of workplace injuries and illnesses include direct and indirect costs. Direct costs include workers' compensation payments, medical expenses and costs for legal services. Indirect costs include training replacement employees, accident investigation, implementation of corrective measures, lost productivity, repairs of damaged equipment and property, and costs associated with lower employee morale and absenteeism.<sup>2</sup>

And while some companies are fortunate enough to have an in-house Environmental Health & Safety (EH&S) or Industrial Hygiene Specialist, others typically support their employee safety requirements through management, purchasing or maintenance.



### How would you currently benchmark employee safety within your company?

Excellent    Good    Fair    Poor

Every company hopes for high marks when it comes to safety compliance.

No matter where you rank on the equipment, facility and personal safety scale, there is always opportunity for improvement.

- Safety regulations are continuously being modified and updated
- New safety standards are being implemented
- Enhanced safety products and technologies are being introduced by manufacturers
- Training and educational programs are updated to keep employees aware of current safety practices and trends.







Businesses spend almost \$1 billion per week on costs associated with occupational injuries and illnesses -- expenditures that come straight out of company profits.

But workplaces that establish safety and health management systems can reduce their injury and illness costs by 20 to 40 percent.<sup>4</sup>

Before the Occupational Safety and Health Administration (OSHA) was created 43 years ago, an estimated 14,000 workers were killed on the job every year. Today, workplaces are much safer and healthier, going from 38 fatal injuries a day back when OSHA was first created to 12. But there is still much work to be done.<sup>3</sup>

Most companies are doing more with less. And it's not uncommon for safety to be handled by individuals with other primary roles and responsibilities in a company. Whether or not you have a dedicated safety specialist on staff, potential risks and accidents are only a **step, trip or fall away**. And OSHA is quick to monitor and regulate your compliance to meet all the necessary guidelines and procedures to limit and avoid employee related accidents.

**You deserve a business partner that can help you become safer, more productive and flexible, as well as make your operations more cost effective.**

## TAKING A DIFFERENT APPROACH

So, how do you stay informed about safety and minimize or eliminate exposure to potential hazards? How do you ensure you're offering adequate safety guidelines and taking the correct measures to protect employees based on their individual job functions and responsibilities within your company?

**That's where French Gerleman can help.** In coordination with our industry leading manufacturing partners, we offer a more comprehensive view of your safety requirements and help you look at risk mitigation through a **wide angle lens**. We can coordinate a variety of training and assessments to help you achieve certification.

While other safety suppliers are limited to very specific products or services, we help customers address their **personal, facility/job site** and **machine/manufacturing safety applications**. From eye and face protection, lockout/tagout, Globally Harmonized System (GHS) for hazard communication, machine hard guards, safety switches and presence sensing devices to comprehensive assessments and training from industry leading manufacturers. While you ultimately determine your safety needs, we can serve as a single-source provider for both safety products and services.

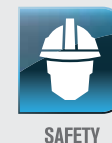
### Today, management is concerned with a variety of safety related issues including:

- OSHA Compliance
- Risk Avoidance
- Employee Injuries
- Employee Safety (Minimize Accident Insurance Claims/Costs)
- Documented Procedures
- Employee Training/Certification
- Investment Justification (ROI)
- Engineering Out Safety Risk



“Looking at a customers’ safety requirements through a wide angle lens offers them a very different perspective. It’s a more comprehensive approach to safety. The result, a greater impact on their bottom line.”

Steve Williams, French Gerleman,  
Safety Division Manager, QSSP



We offer a variety of safety services available through our comprehensive network of industry partners. And when it comes to product, we provide one of the largest and most comprehensive inventories of safety manufacturer brands in the region. We represent these categories:

#### PROFESSIONAL SAFETY SERVICES AND RISK ASSESSMENTS

- High/Low Voltage Personal Protective Equipment Testing
- Lockout/Tagout (LOTO)
- Eye Protection
- Fall Protection
- Hand Protection
- ARC Flash Analysis
- Personal Protective Equipment (PPE)
- Facility Safety Assessment
- Facility Identification Assessment
- Risk Assessment (Machine)
- Hazard Assessment/ Safety Evaluation (Machine)
- Production Floor Safety System Support (Machine)
- Safety Circuit Analysis (Machine)
- Safety Systems and Integration Services (Machine)
- Process Safety
- Safety System Validation (Machine)
- Component Training (Machine)
- Custom Training (Machine Safety, Circuit Design)
- Compliance Consulting
- Employee Training
- Integration & Start-up

#### PERSONAL PROTECTION PRODUCTS

- Automated External Defibrillator (AED)
- Eye and Face Protection
- Facility Identification
- Fall Protection
- First Aid
- Footwear
- Hand Protection
- Hearing Protection
- Heat and Cold Stress
- Illumination
- Lockout/Tagout (LOTO)
- Monitoring Equipment
- Protective Clothing
- Rain Suits (High Visibility)
- Respiratory
- Safety Manuals
- Spill and Storage
- Traffic Safety
- Welding

#### MACHINE SAFEGUARDING PRODUCTS (MACHINE RISK REDUCTION)

- Presence Sensing Devices
  - Opto-electronics
  - Safety Mats
  - Safety Area Scanners
- Safety Switches
  - Interlock Device
  - Trapped Key System
  - Safety Limit Switches
- Operator Interfaces
  - Emergency Stop Devices
  - Two-Hand Control Solutions
- Hard Guards
  - Belt, Chain and Perimeter
- Logic Devices
  - Fully Integrated Safety Controllers
  - Safety Relays
- Safe Power
  - Distributed Motor Control
  - Safety Drives & Motion, Including Kinetix®
  - Safety Starters, Contactors and Control Relays

We offer industry-leading machine safety technologies and solutions from Allen-Bradley (Rockwell Automation).

## BEGINNING WITH THE END GOAL IN MIND

For most of our customers their end goal is to minimize risk. This includes designing “risk” out of equipment, processes and procedures. **The Hierarchy of Hazard Control** is a system used by many industries to minimize or eliminate exposure to hazards. The following chart shows that as you work toward eliminating hazard you increase the effectiveness of your safety initiatives. In turn, that increased effectiveness provides the greatest value and return on investment for your business.

The idea behind this hierarchy is that the control methods at the top of the graphic are potentially more effective and protective than those at the bottom. Following this hierarchy normally leads to the implementation of inherently safer systems, where the risk of illness or injury has been substantially reduced.<sup>7</sup>

At French Gerleman we don't look at safety as a patch to a customer's most current hazard control issues. We work with you to identify the sources of the issue. It's an approach known as Prevention through Design (PtD) developed by the National Institute for Occupational Safety and Health (NIOSH).

While other suppliers provide “me too” products at price levels simply to win your business in the short-term, we focus on how we can help you move toward increased control and greater business value over the long-term. Which, in the end, helps you manage the various sources of risk and provides you with a much greater return on your safety investments.



Source: cdc.gov (<http://www.cdc.gov/niosh/topics/hierarchy>) National Institute for Occupational Safety and Health

## A GREAT PLACE TO START

If you are currently evaluating your safety requirements we'd like to join you in the effort. Every successful safety strategy begins with a roadmap. The first step is scheduling a safety risk assessment. It's a great way to compare your current safety practices to safety improvements opportunities or gaps. Let us help review your current business requirements and discuss available options.

Start by taking a FREE online evaluation available from Rockwell Automation to determine how you rank on the **Safety Maturity Index™**. It is a comprehensive measurement of performance in safety, culture, compliance processes and procedures, and capital investments in safety technologies. It helps companies understand their current level of performance and steps they can take to improve safety and profitability.<sup>5</sup>

Visit [frenchgerleman.com/safestart](http://frenchgerleman.com/safestart) to get started.



Today, **best-in-class manufacturers** realize that the combination of employee behavior, company processes and procedures, and technology implementation enable them to **achieve 5-7% higher Overall Equipment Effectiveness (OEE), 2-4% less unscheduled downtime and less than half the injury rate of average performers.** These best-in-class manufacturers share common best practices surrounding three core issues - Culture, Compliance and Capital.<sup>6</sup>