

# PRODUCT HIGHLIGHTS

## Safety Products

### AMERICAN ALLSAFE COMPANY

99 Wales Avenue  
Tonawanda, New York 14150  
Ph: 800.231.1332  
Fax: 800.730.5001  
allsafe-sales@webt.com  
www.americansallsafe.com

Protecting America's workers since 1920, American Allsafe Company® is a manufacturer of Personal Protective Equipment. We are best known for our MonoGoggle® chemical splash goggles. Our line of products also includes a broad range of eye, head, face, hearing and respiratory protection, as well as welding protection, traffic control and floor warning devices and other safety accessories.

### THE CONNECTOR, LLC

6105 Woodland Lane  
Clinton, MD 20735  
Ph: 888.868.7180 or 301.868.4195  
Fax: 301.868.9708  
info@SteelErectionSafety.com  
www.SteelErectionSafety.com

Preventing Ironworker injuries and deaths, and reducing material slippage is the purpose of a new self-contained beam grabbing system. The Connector™ is a hydraulic motor-driven, self-contained battery-powered "below-the-hook" crane attachment, that securely clamps onto a steel beam's top flange. Workers rigging the lift on the ground operate a remote control unit and magnetically lock The Connector™ to one end of the beam, allowing an ironworker overhead to release the device's hold from the beam once it has reached its placement position.

The unit, invented by Dan McDermott, a 3rd generation Ironworker, enters the market as OSHA's new steel erection regulations take effect. According to a safety study released by University of Tennessee researchers, falls from high structures accounted for nearly 20% of deaths in 1999. The study, conducted by the university's Construction Industry Research and Policy Center at Knoxville, reviewed fatal events investigated by the OSHA.

### DBI/SALA

3965 Pepin Avenue  
Red Wing, MN 55066  
Ph: 800.328.6146  
Fax: 651.388.5065  
solutions@dbisala.com  
www.salagroup.com

DBI/SALA®, the world leader in fall arrest, restraint, and rescue equipment, has been protecting workers from potential fall hazards for more than 30 years. We not only design and manufacture quality safety equipment that meets or exceeds the most current OSHA and ANSI standards, but we are the fore runner in the development of new products that are engineered to bring complete safety to the worker.



Our product line is the broadest in the industry and includes full body harnesses, shock absorbing lanyards, self retracting lifelines, rope grabs, confined space equipment, ladder safety systems, anchorage connectors, and horizontal systems, just to mention a few. Our years of experience combined with the knowledge and expertise of our sister companies located throughout the world enables DBI/SALA to produce fall arrest, restraint and rescue equipment that is second to none.

The Exofit™ Harness from DBI/SALA introduces a new concept in harness design. Manufactured from a single piece of X-shaped fabric that wraps around the wearer like a lightweight vest, it allows maximum clearance for a worker's arms. The harness body is a complex layering of soft, lightweight webbing on the outside and padding and vents on the inside. The sub-assembly is constructed from AeroSpacer™ Dri-Lex®, a high-tech, three-layered, moisture-wicking material that is used in the backpacking and footwear industries.

### GATEWAY SAFETY, INC.

4722 Spring Road  
Cleveland, Ohio 44131  
Ph: 800.822.5347  
Fax: 216.749.0526  
info@gatewaysafety.com  
www.gatewaysafety.com



Gateway Safety, Inc., has been manufacturing cost-effective, dependable eye protection for over 50 years. In addition to a complete line of protective eyewear, Gateway Safety also offers hearing protection, goggles, visitor spectacles, lens-cleaning products, eyewashes, face shields, hard hats, welding goggles and more.

### INTERNATIONAL SAFETY EQUIPMENT ASSOCIATION

1901 N Moore Street  
Arlington, VA 22209  
Ph: 703.525.1695  
Fax: 703.528.2148  
isea@safetyequipment.org  
www.safetyequipment.org

ISEA is the trade association for manufacturers of personal protective equipment (PPE). It offers a comprehensive PPE buyers guide, a quarterly Protection Update Newsletter, a brochure making the cost-benefit case for safety at work, and product guides. ISEA also develops and publishes ANSI standards for hard hats, high visibility apparel, emergency eyewash and showers, first aid kits, gloves, disposable protective apparel, gas detector tubes and passive monitors. ISEA's Arlington, Virginia-based staff works through members and with their customers and government organizations to increase use and awareness of safety equipment. Key to this effort are safety equipment performance standards recognized by the American National Standards Institute (ANSI). Voluntary, consensus ANSI standards developed by ISEA help users select safety equipment that is designed to meet their needs and expectations.



The newest offering is "Making the Case for Safety Equipment," a communications tool kit that is ready to help safety officers convince their bosses and workers for whom they are responsible about the value of personal protective equipment (PPE) in preventing injuries, saving lives and importantly, reducing costs at the same time.

The comprehensive kit explains PPE's role in workplace safety; outlines steps an organization should take to make PPE part of its safety program; provides contact points at a host of private and public organizations involved with construction worker safety; and gives guidance on undertaking a job-site audit and equipping workers with proper PPE for tasks common to heavy construction.

It also provides information to make the business case for PPE, and includes a powerful formula to calculate the damage a seemingly minor workplace injury will do to a company's bottom line. The full-color kit comes in a binder and self-loading CD formats.

# PRODUCT HIGHLIGHTS

## Safety Products

**JANINE REID GROUP, INC.**  
1770 Kearney Street  
Denver, CO 80220-1547  
Ph: 303.322.3211  
Fax: 303.316.0646  
janinereidgroup@cs.com  
www.janinereid.com



The Complete Crisis Management Planning Package: The construction industry flirts with danger each and every day, making it essential for all companies in this industry to have a well-defined crisis management program. Regardless of how well a company runs its safety and risk management program, it is still possible for a crisis to occur. A company must be prepared to act quickly to maintain its reputation and market share should the "unthinkable" happen.

The Complete Crisis Management Planning Package includes Reid's highly acclaimed crisis management plan, on disk, in an easy-to-use template and includes everything a company needs to implement its own crisis management plan and train employees on its use. This plan was developed exclusively for the construction industry and has been field tested for over 15 years. The package also includes a copy of the only crisis management book written specifically for the construction industry, *Crisis Management: Planning and Media Relations for the Design and Construction Industry* and an award winning two-part video training program, *Crisis Management: The First Hour and Working with the Media* is also included. Cost of the product is \$975.00 plus tax for Colorado residents and shipping/handling.

**J.J. KELLER & ASSOCIATES, INC.**  
P.O. Box 368, 3003 W. Breezewood Lane  
Neenah, WI 54957-0368  
Ph: 800.327.6868  
Fax: 800.727.7516  
sales@jjkeller.com  
www.jjkeller.com

J. J. Keller & Associates, Inc. of Neenah, WI, is a leading specialized publisher and services provider. Founded in 1953, the company offers a wide spectrum of ready-made and custom safety and regulatory-compliance products to customers throughout North America. Keller helps customers in industries such as trans-

portation, manufacturing, utility, construction, and food processing comply with OSHA, EPA, DOT, FDA, and USDA requirements. The company's diverse product line includes technical publications; computer software; video-based, online and CD-ROM training programs; specialized forms; and supplies.

Keller also provides safety consulting, on-site training and a variety of transportation services, including licensing, permitting, and driver log auditing.

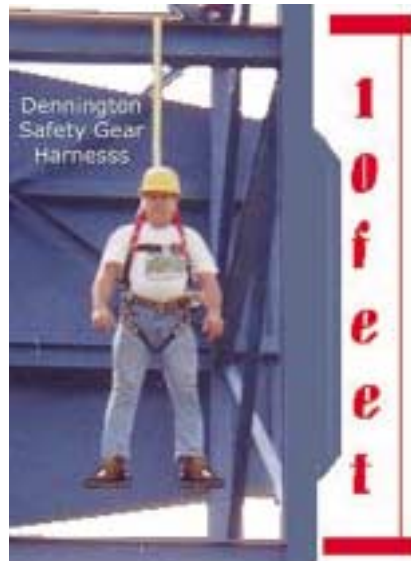
### LEADING EDGE SAFETY SYSTEMS, INC.

500 Main Street, P.O. Box 1019  
Deep River, CT 06417  
Ph: 860.526.8004  
Fax: 860.526.4858  
JohnR@PACUDA.com  
www.NETTING.com

Leading Edge Safety Systems is the world leader in design and production of all types of safety netting. Our 300 series personnel safety net and containment system are constructed of the highest quality materials. Whatever your needs, rental or purchase, Leading Edge can solve your problems.

### L.D.L. UNITED UNION INC.

P.O. Box 29261  
Shreveport, Louisiana, 71149  
Ph: 318.635.5454  
Fax: 318.621.3058  
Matty@LDLUnitedUnion.com  
www.ldlunitedunion.com



The Dennington Safety Harness is state of the art, patented and the first of its kind in fall protection. This revolutionary product is re-writing the rules and setting new standards by eliminating all the problems with current fall protection which uses 1950's technology. We have major benefits over anything else in today's

market, which include: The use of the entire lanyard (5ft) with 6ft maximum fall distance, virtually eliminates the slamming effect, catches you on a 3-point system, keeps you vertical after a fall, has 4 different weight classes calibrated for maximum performance for each individual and comes as an integral unit (Harness, Lanyard and Shock-Absorbing System come as one). No more buying different components to make a complete unit. All other safety harnesses are only designed to keep you from falling to your death; ours not only does this but also reduces/removes injuries in the event of a fall.

### MILLER FALL PROTECTION, A BACOU-DALLOZ COMPANY

10 Thurber Blvd.  
Smithfield, RI 02917  
Ph: 401.233.0333  
Fax: 401.232.1830  
ebickrest@bacou-dalloz.com  
www.bacou-dalloz.com



New Miller® Scorpion™ Personal Fall Limiter. In a head-to-head comparison, Miller Scorpion Personal Fall Limiter (PFL) proved to be a new, lightweight, cost-effective alternative to shock-absorbing lanyards. The Scorpion PFL provided more versatility and greater mobility than lanyards. Plus, it required less fall clearance. Like a lanyard, Scorpion SRL can be attached directly to the back D-ring of a harness or it can be used as a traditional retractable lifeline—utilizing a variety of anchorage connectors. This affordable, competitively-priced alternative to shock-absorbing lanyards features ultra-smooth, ultra quiet, lightweight design that is virtually undetectable. Miller Scorpion PFL offers greater mobility than shock-absorbing lanyards with 9 feet of working capacity – easily increasing worker productivity. As an added value, the Scorpion web lifeline is protected with Teflon HT, the invisible finish that provides superior water/oil repellency and protection against grease and grime on the lifeline. Meets OSHA, ANSI and CSA requirements, including ANSI Z359.1.

New Miller® DuraFlex® Python™ Harness. Striving to manufacture the safest and most comfortable full-body harnesses, world leader Bacou-Dalloz introduced the new Miller DuraFlex Python Harness — the next generation of the Miller DuraFlex Harness that offers a patented stretchable webbing design.

# PRODUCT HIGHLIGHTS

## Safety Products

Constructed of lightweight, durable cushioned tubular webbing in the upper torso of the harness, the DuraFlex Python Harness improves comfort and increases safety by reducing shoulder stress and minimizing neck irritation. The lower torso of the Python Harness features stretchable DuraFlex webbing for increased flexibility and movement. Together, the unique webbing combinations offer a better fitting, comfortable harness that will also help orient the harness for easier donning. These harnesses feature DuPont Teflon HT, an invisible finish that provides superior water/oil repellency and protection against grease, dirt and grime. Python harnesses are available in two bright colors that promote high visibility – green (nylon webbing), or royal blue (polyester webbing), and they meet all applicable OSHA, ANSI and CSA requirements.

### NORTH SAFETY PRODUCTS

2000 Plainfield Pike  
Cranston, RI 02921  
Ph: 800.430.4110/Canada: 888.212.7233  
Fax: 401.964.6125  
jpm1028@aol.com  
www.northsafety.com



North Safety's Beamguard™ safety post system offers a complete temporary horizontal lifeline system for structural steel beams. Featuring built-in shock absorbers in lightweight stanchions that install quickly with no special tools, the system provides cost-effective protection for steel workers in areas with no permanent fixed anchorage. The Beamguard system can be installed on the ground and lifted into position with structural steel beams. The rigger connects to the lifeline on the beam as soon as he has a bolt in place and then walks the beam in safety to disconnect the lifting cable from the beam. Workers easily pass around angled, intermediate posts that serve as hand-grabs.

North Safety Products, one of the world's largest manufacturers of occupational health and safety products, offers a full range of quality personal protective equipment, including head, hearing, eye/face, respiratory, hand and fall protection, lockout/tagout, protective footwear, first aid, controlled environment and traffic safety products.

**SAFETY TODAY, INC.**  
2425 Spiegel Drive, Suite A  
Groveport, Ohio 43125  
Ph: 800.837.5900  
Fax: 614.409.7201  
www.safetytoday.com



Safety Today, Inc. is one of the largest full service safety equipment distributors in North America for the utilities, steel, automotive, food-service, restaurant, and grocery industries. The company delivers worker protection programs and services including Total Quality Safety (TQS) programs, comprising safety training and consulting, customer-specific safety marketing, on-site safety centers and supplier-managed inventory systems. Safety Today is an ISO9002 certified company, protecting people since 1946.

**SAFWAY STEEL PRODUCTS INC.**  
N14 W23833 Stone Ridge Dr, Suite 400  
Waukesha, WI 53188  
Ph: 800.558.4772  
Fax: 262.523.6279  
training@safway.com  
www.safway.com



Scaffold Training—TRN 100: Scaffold User OSHA Awareness Seminar: This 2hr seminar is an overview of the Federal OSHA Regulations, 1926, Subpart L. TRN 120: Scaffold Safety and Compliance Seminar: This 4-6hr training seminar covers the Federal OSHA Regulations, 1926, Subpart L. We have a separate class for supported scaffolds and for suspended scaffolds. Hands-on training may also be added to the class. TRN 1000: Scaffold Erector Course: The Scaffold Erector Course is our most comprehensive training class. It requires 3 days of classroom training and ½ day of hands-on training.

CD Training: Individual and Group User Training CDs for Sectional and Systems

Scaffold™ allows people to train at their own pace. Each CD contains a user course and erector course. Ask about how to get your free copy of the Individual CDs!

**SELLSTROM  
MANUFACTURING CO.**  
One Sellstrom Drive  
Palatine, IL 60067  
Ph: 847.358.2000 or 800.323.7402  
Fax: 847.358.8564  
sellstrom@sellstrom.com  
www.sellstrom.com

Since 1923, Sellstrom has been providing personal protective equipment to the world's work force. We are committed to giving workers products that combine the quality they have come to trust with affordability and unbeatable service. Sellstrom offers an array of safety equipment including goggles, protective eyewear, welding helmets and accessories, auto-darkening filters, respiratory equipment, emergency eyewash and shower units, hard hats, face shields, fall protection devices and systems and more. With over 1,500 products, Sellstrom lives up to its Safety Central name. By continually engineering, manufacturing and marketing the finest safety products available, Sellstrom will be taking occupational safety to another level well into the 21st century.

### THE SHERWIN-WILLIAMS COMPANY

101 Prospect Avenue N.W.  
Cleveland, OH 44115  
Ph: 800.524.5979  
www.sherwin-williams.com

Zinc-rich epoxy primer from Sherwin-Williams meets VOC regulations and passes Class B slip coefficient tests. An organic zinc rich epoxy primer, Zinc Clad III HS, from Sherwin-Williams Industrial and Marine Coatings group, is VOC compliant and complies with Class B Slip Coefficient requirements per AISC specifications for structural joints. Outstanding long-term corrosion resistance and low temperature application for an extended painting season are other advantages of this three-component, polyamide epoxy, zinc rich coating.

Zinc Clad™ III HS contains only 336 g/l of VOCs and is suitable for shop applications. The coating has a high zinc content and also contains Micaceous Iron Oxide (MIO). Its fast recoat time and excellent re-coatability make it ideal for a broad range of applications in the general industrial, bridge and highway, water and wastewater, petrochemical, pulp and paper, rail and marine markets. Zinc Clad III HS can be applied by conventional or airless spray to iron, steel, galvanized steel and weathered zinc-rich primer-coated surfaces.



# PRODUCT HIGHLIGHTS

## Safety Products

### SMITH & WESSON SAFETY PRODUCTS

P.O. Box 752377  
Memphis, TN 38175-2377  
Ph: 800.238.7120  
Fax: 800.748.1669  
custserv@olympicoptical.com  
www.smith-wessonsafety.com



Smith & Wesson entered the industrial safety market with revolutionary designs. Our Smith & Wesson and Remington glasses exceed ANSI Z87.1 Industrial Standards and set new standards for style and comfort. The line is composed of a variety of frame styles and finishes with four basic lens tints: clear, smoke, color mirror and yellow. Other lens tints include: clear and smoke fog-free, teal, copper blue block, orange, #3 and #5 filter lenses, gradient indoor/outdoor and metallic mirror. All our lenses provide maximum ultraviolet protection.

Smith & Wesson Safety Products is a division of Olympic Optical which has been in the eyewear market for over 25 years. The Smith & Wesson Safety Eyewear and Hearing Protection Division was established in 1996 and has risen to a Top Five position in only five years in the industrial safety eyewear market. The Magnum is the flagship brand in the Smith & Wesson Safety Eyewear line-up, which includes such popular names as Code 4, 38 Special, Phantom, Ozone and Assault Shields.

The Smith & Wesson Hearing Protection line-up consists of the Suppressor Ear Muffs and Quik-Fit Earplugs in a banded or corded version. Both combine exceptional comfort with superior performance.

### SPIDER, A DIVISION OF SAFEWORKS LLC

365 Upland Drive  
Tukwila, WA 98188  
Ph: 877.774.3370 or 800.478.5754  
Fax: 206.575.6240 or 860.563.9067  
spider@safeworks.com or  
spidersafe@safeworks.com  
www.spidersafe.com or  
www.spiderstaging.com

Spider introduces new 25' and 50' self-retracting lifelines. These state-of-the-art SRL's meet or exceed OSHA and ANSI standards and have the same standards of all Spider fall arrest products. These products can be purchased directly through one of Spiders 25 locations or on-line at Spider's E-commerce site: [www.spidersafe.com](http://www.spidersafe.com).



## GOT A GREAT PRODUCT? LET MODERN STEEL KNOW ABOUT IT!

*Modern Steel Construction* is seeking articles about innovative products that have important applications in the structural steel industry. If your company has a product that fits this description, and you'd like to see it in an upcoming issue of *MSC*, please submit a brief written description (no more than 500 words) of a real-life example of your product in action for *MSC*'s "Product Case Study" section. Photos should accompany all submissions. Stories, ideas, questions or concerns can be sent to Beth Pollak at [pollak@modernsteel.com](mailto:pollak@modernsteel.com).