



**The absence of accidents...does not  
imply the presence of safety**



Safety Automation



Personal Protection  
Equipment



Guarding



Services



Labeling/Lock-Out  
Tag-Out



## Cost of occupational injuries and deaths, 2012

Total cost to society:

**\$198.2 billion**

\$36.5 billion in administrative expenses

\$55.7 billion in medical costs

\$89.6 billion in wage and productivity losses

\$11.0 billion in employers' uninsured costs, which includes time to investigate injuries and write reports

\$3.2 billion for fire losses

\$2.2 billion for vehicle damage



**\$1,400**  
= INJURY IMPACT  
PER WORKER

This includes the goods or services each worker must produce to offset the cost of work injuries. It is not the average cost of a work-related injury.

**\$39,000**

Cost per medically consulted injury, including estimates of wage losses, medical expenses, administrative expenses and employer costs



### How much?

Injuries can be costly. Here is a quick rundown of some of the more expensive injury types by average cost per worker's compensation claim from 2010 to 2011.

#### BY CAUSE OF INJURY:

Motor vehicle	\$69,508
Fall/slip	\$42,152
Burn	38,575

#### BY NATURE OF INJURY:

Amputation	\$66,811
Fracture/crush/dislocation	\$52,105
Other trauma	\$43,400

#### BY PART OF BODY:

Head/central nervous system	\$84,844
Neck	56,489
Multiple body parts	\$54,585

The average combined cost was **\$36,592** per claim.

Cost per death:

**\$1.42**  
MILLION



Various studies have shown \$1 invested in injury prevention returns between \$2 and \$6

## Differentiating Ourselves from Other Distributors

- Ability to Provide a Complete Safety Solution
- Knowledge of Current Safety Standards
- Dedicated Safety Resources in All Locations
- Over 60 Years Experience in Safety Solutions
- Exclusive Rockwell Automation Franchise since 1935
- Large Breadth and Depth of Product Offerings



## How Can You Benefit from a Well Implemented Safety Program?

- Improved Profitability
- Protect People, Machinery, Environment and your Investments
- Reduce Lost-Time Accidents, Enhance Workplace Safety, Improve Employee Morale and Enhance Productivity
- Comply with Regulatory Standards such as NFPA 70E, Which Mandates Arc Flash





# Safety Components and Accessories

## Controllers & I/O



## Power & Safe Motion



## Logic



## Input Devices



## Presence Sensing



## CIP Safety Network Message

### The CIP Application Coverage for Safety, Synchronization and Motion

With the safety and motion extensions to CIP, users can eliminate the need for separate, purpose-built motion and safety networks, providing lower system costs, improved system performance, seamless integration, and reduced system complexity.



# Safety Linecard

## Arc Flash Enclosures

Hoffman

## ARC Flash MCC

Allen Bradley

## Arc Flash PPE

Oberon  
OEL

## Arc Flash Protection Relays

Littelfuse

## Emergency Stop Operators

Allen Bradley  
Eaton  
Rees  
Schmersal

## Fencing & Guards

Folding Guard  
Palleti

## Industrial GFCI

Littelfuse  
TRC / CCI

## Insulated Tools

Klein  
Greenlee  
Ideal

## Interface Ports

Grace  
Hubbell  
Hoffman  
Panduit

## IR Ports

Fluke  
Grace Engineering

## Labeling/Signage

Panduit

## Light Curtains

Allen Bradley  
Schmersal

## Lock Out Tag Out

Allen Bradley  
Grace Engineering  
Hubbell Wiring Devices  
Panduit

## Motor Disconnects

Allen Bradley  
Bussmann  
Hubbell  
Leviton  
Meltric  
Mennekes  
Mersen

## Permanent Electrical Safety Devices

Grace Engineering

## Safe Motion

Allen Bradley

## Safety Contactors & Relays

Allen Bradley

## Safety Controllers & IO

Allen Bradley

## Safety Drives

Allen Bradley

## Safety Edge

Allen Bradley

## Safety Enable Switch

Allen Bradley  
Euchner  
Schmersal

## Safety Hinge Switches

Allen Bradley  
Schmersal

## Safety Interlocks

Allen Bradley  
Euchner  
Schmersal

## Safety Limit Switches

Allen Bradley  
Euchner  
Schmersal

## Safety Mats

Allen Bradley  
Schmersal

## Safety Monitoring Relays

Allen Bradley  
Euchner  
Schmersal

## Safety Pull Cable Switch

Allen Bradley  
Euchner  
Rees  
Schmersal

## Safety Scanners

Allen Bradley

## Safety Starters

Allen Bradley

## Safety Trapped Key

Allen Bradley  
Schmersal

## Safety Two Hand Control

Allen Bradley  
Schmersal

## Signaling

Allen Bradley  
Edwards Signal  
Federal Signal  
Eaton

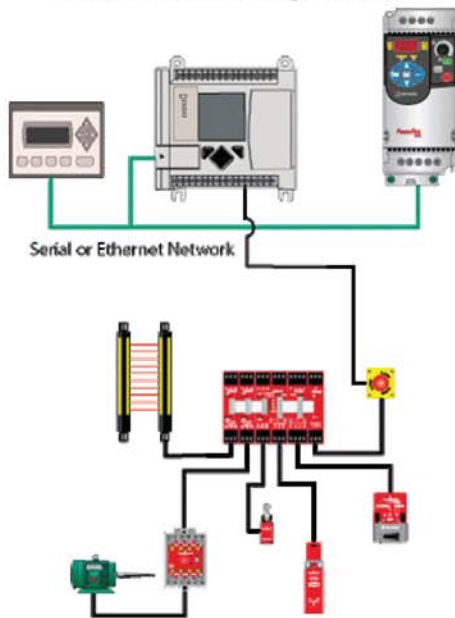
## Wiring Devices

Allen Bradley  
(Safety wired distribution blocks)  
Hubbell  
Leviton  
Meltric  
Mennekes  
Moxley/Woodhead

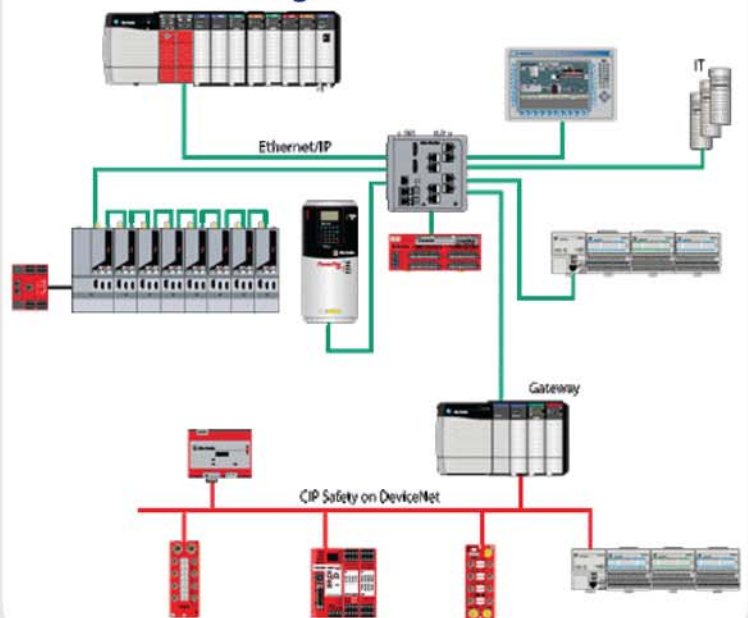


# Architectures

## Connected Components



## Advanced Integrated Machine Solutions



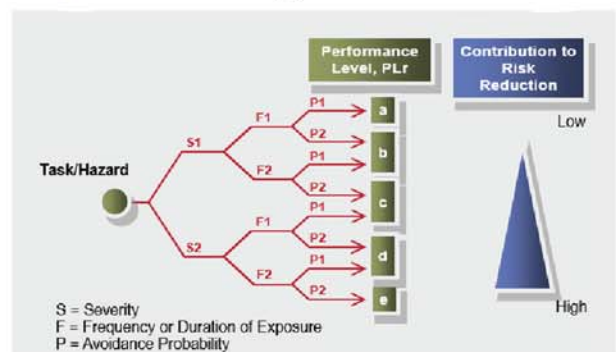
## Machine Safety Services

- Assessments
  - Risk Assessment
  - Hazard Assessment
- Validation
  - Safety Circuit Analysis
  - Machine Stop Time Services
  - Conformance Audits
  - Safety System Validation
- Compliance Consulting
  - CE Conformance
  - Functional Safety (i.e., ISO 13849-1 and IEC 62961 ISO, ANSI, IEC, CE, OSHA, NFPA, CSA and AS)
- Training
  - Safety Product Training
  - Safety Standards Training
  - TUV Certification Training
- Integration/Start Up
  - Circuit/Logic Design
  - Installation



## Personal Safety Services

- Assessments
  - Arc Flash Analysis
  - LockOut/Tag Out
  - Over Current Protection Device Coordination
- Compliance Consulting
  - CE Conformance
  - Functional Safety (i.e., ISO 13849-1 and IEC 62961 ISO, ANSI, IEC, CE, OSHA, NFPA, CSA and AS)
- Training
  - Safety Product Training
  - Safety Standards Training
  - TUV Certification Training
- Integration/Start Up
  - Arc Flash Remediation
  - MCC Arc Flash Upgrades





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