



**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 deaths:

\$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 Seventy Years Experience in Safety Solutions
- Exclusive Rockwell Automation Franchise since 1935
- Large Breath 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 ArcFlash
- Uncover Additional Inventory Cost Reductions



Safety Components and Accessories

Controllers & I/O



Power & Safe Motion



Logic



Input Devices



Presence Sensing



CIP Safety Message/Safety Network

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.



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
Merzen

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

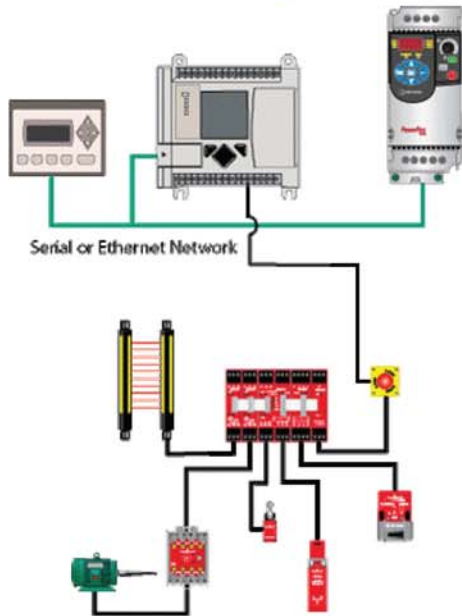
Allen Bradley
Edwards Signal
Federal Signal
Eaton

Wiring Devices

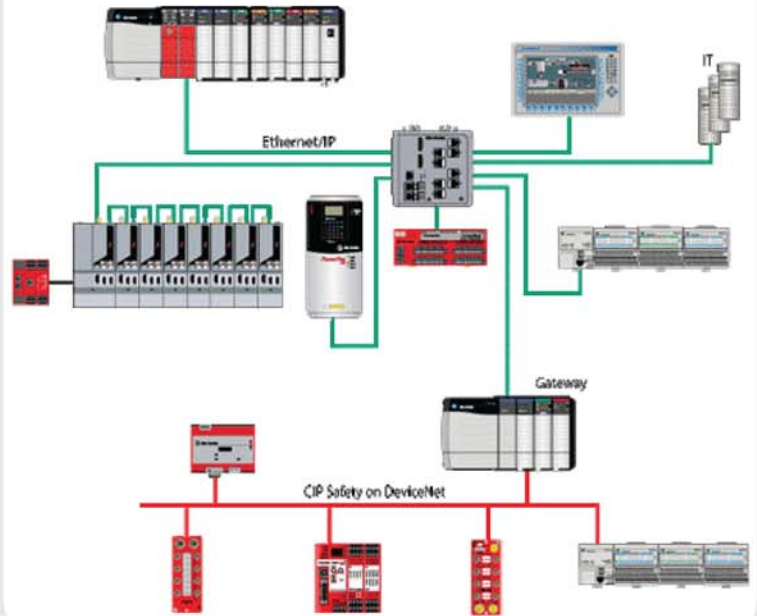
Allen Bradley (Safety wired distribution blocks)
Hubbell
Leviton
Meltric
Mennekes
Molex/Woodhead

Architectures

Connected Components



Advanced Integrated Machine Solutions



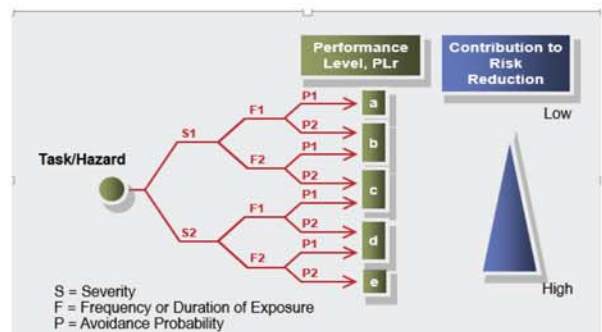
Machine Safety Services

- 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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Peru

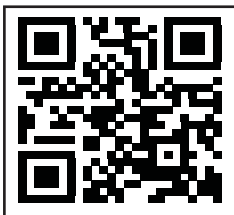
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