

Today's

February 2017

# Industrial Products & Solutions™

The Complete Purchasing Guide for Today's Industrial Market

[www.tipsmdg.net](http://www.tipsmdg.net)

**Heico Brings Three-Minute  
Automatic Truck Loading &  
Unloading Technology  
to U.S. Market**



**Howden American  
Fan Company  
Announces AF  
Cast Aluminum  
Pressure Blowers**

**The High Cost of  
Exposing Workers to  
Chemicals at Point of Use**



"From the simplest to the complex, Jesco does it best!"



### DIAMOND WIRE MESH ENCLOSURES

Time tested diamond mesh partitions have been pre-engineered for easy installation, give an unrestricted view into the cage, total air circulation, low initial cost and maintenance. Send us the footprint of your project and allow our engineers to assist you on your next project!



### WIRE MESH INFILL PANELS

We will custom fabricate these infill panels to meet your specific requirements. Just send us your specs!

Available in diamond, rectangular and square mesh, with or without standoffs. Frames available in 1" x 1/2" channel or with a hemmed edge. Other size framing materials and mesh are available, specify weld pattern and types of weld finish desired. Division 5,8 and 10.



### SELF DUMPING HOPPERS - 50+ Sizes and Specials!

All welded self dumping hoppers are available in more than 50 different sizes that will fit to your application. All units are engineered to return to an upright position and have a positive locking latch. Safety retaining chain and trip rope assembly is standard on all our units. Open-sided, low profile, narrow, extra wide, and 10,000# capacity units are all within our product line. Casters available on standard units up to the 2 1/2 cubic yard size.



### EEZY STAK® Enclosures

2" x 1" Rectangular Mesh EEZY STAK® Enclosures are designed and engineered to save time and money on your project installation. Woven wire mesh panels welded into an angle frame; frames secured to the posts. No wire ties or unheard of specialty clips. Jjust nuts, bolts, and standard hand tools are required. Dark Gray painted panels allow for full visibility into enclosure.

# Visit [www.JescoOnline.com](http://www.JescoOnline.com)



Jesco Industries, Inc.  
PO Box 388  
Litchfield, MI 49252-0388

## Call 800-529-6697

Tel: 517-542-2903  
Fax: 517-542-2501  
E-mail: [Jesco@JescoOnline.com](mailto:Jesco@JescoOnline.com)



Regulations can be complicated, but they don't have to be. RegScan's WIKI feature provides clear analysis on the newest and most important environmental regulations in easy-to-follow articles authored by subject matter experts. The article-based system explains key provisions and requirements so users can proactively stay transparent while preventing and mitigating risks.



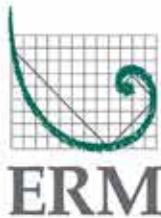
• Icon displayed next to reviewed regulations in the RegScanOne database

• Connected with the My WatchList Alert system so authors and articles stay current with regulatory changes

• Includes contact information and bios for all authors

• Displays the date when the article was last updated

• Full-text regulations located next to abstracts and articles



ERM, one of the world's largest consulting firms, shares its expertise exclusively with RegScan users.



## Revised Ambient Air Monitoring Quality Assurance Requirements

### ABSTRACT

The revised air monitoring quality assurance requirements are EPA's first comprehensive changes to the air monitoring rules since 2006. These changes formalize many changes that had been informally adopted by Agency memorandum and guidance documents. Many of the changes were driven by improved monitoring technology—such as continuous particulate matter analyzers—that were not commonly available at the time of the previous update.

The revised rules also revert to the pre-2006 structure whereby state and federal monitoring program requirements are set out in Appendix A, with industrial PSD monitoring requirements specified in Appendix B. EPA provides a summary of the changes at the following URL:

[https://www3.epa.gov/ttwmt1/files/ambient/pm25/Summary\\_of\\_Appendix\\_A\\_Changes\\_4203\\_25\\_2016.pdf](https://www3.epa.gov/ttwmt1/files/ambient/pm25/Summary_of_Appendix_A_Changes_4203_25_2016.pdf).

### ARTICLE

#### Key Changes

The revised regulation once again separates the quality assurance requirements applicable to state and federal monitoring programs from those for industrial PSD monitoring. This change recognizes the many differences in the objectives and implementation approach between the state and industrial monitoring programs. Other significant items include:

- Increased emphasis on the role and responsibilities of the Primary Quality Assurance Organization (PQAO)
- Requirement that EPA be provided a courtesy copy of an organization's Quality Assurance Project Plan (QAPP), even if that PQAO has been delegated QAPP review authority by EPA.
- Clarification of the applicable system and performance audits and required frequency for each type of monitoring program
- Updated calibration and audit ranges for gaseous analyzers

#### Impacts On Existing Monitoring Monitoring Programs

## TIPS CONTENTS

- PG 4 Sub-Machined Parts: Achieving Comfort with Metal Part Suppliers
- PG 10 Company Profile: RegScan One Global Regulatory Software
- PG 12 Heico to Bring Three-Minute Automatic Truck Loading and Unloading Technology to U.S. Market
- PG 18 The High Cost of Exposing Workers to Chemicals at Point of Use
- PG 24 Howden American Fan Company Announces AF Cast Aluminum Pressure Blowers
- PG 26 New Draw Bar Cover from Rockford Systems Prevents Injuries to Vertical Mill Operators, Helps in OSHA Compliance
- PG 28 Ad Index

# Today's Industrial Products & Solutions

The Complete Purchasing Guide for Today's Industrial Market

www.tipsmag.net

#### GROUP PUBLISHER

Brandon Greenhill  
205-733-4343  
brandon@tipsmag.net

#### EDITOR

Annie McGilvray  
annie@handfmedia.net

#### ASSOCIATE PUBLISHER

Anne Marie Miranda  
205-624-3795  
annm@handfmedia.net

#### CREATIVE/ WEB DIRECTOR

Jacklyn Greenhill  
jacklyn@handfmedia.net

#### ADMINISTRATIVE DIRECTOR

Steven Hobson  
steven@tipsmag.net

#### CEO

Christy Hobson

#### PRESIDENT

Glen Hobson



**New**

# Applicability Wizard

 **RegScan ONE**  
One World, One Platform

**Streamlined, Simplified,  
Legal Registers  
& Audit Protocols**

[www.regscan.com](http://www.regscan.com)



#### Executive and Advertising Offices

951 1<sup>st</sup> Ave. W.

Alabaster, AL 35007

phone: 205-441-5591 fax: 205-624-3354

[www.tipsmag.net](http://www.tipsmag.net) • [glen@tipsmag.net](mailto:glen@tipsmag.net)

*Today's Industrial Products & Solutions*™ is published ten times a year on a monthly basis by CJS Media, 951 1<sup>st</sup> Ave. W. Alabaster, AL 35007 USA. *Today's Industrial Products & Solutions*™ is distributed free to qualified subscribers. Non-qualified subscription rates are \$57.00 per year in the U.S. and Canada and \$84.00 per year for foreign subscribers (surface mail). U.S. Postage paid at Birmingham, Alabama and additional mailing offices.

*Today's Industrial Products & Solutions*™ is distributed to qualified owners and managers in the industrial industry. Publisher is not liable for all content (including editorial and illustrations provided by advertisers) of advertisements published and does not accept responsibility for any claims made against the publisher. It is the advertiser's or agency's responsibility to obtain appropriate releases on any item or individuals pictured in an advertisement. Reproduction of this magazine in whole or in part is prohibited without prior written permission from the publisher.

POSTMASTER: Send address changes to  
CJS Media, P.O. Box 1568  
Pelham, AL 35124  
PRINTED IN THE USA

[webstore.ansi.org/sitelicense](http://webstore.ansi.org/sitelicense)



ALL SYSTEMS IN GEAR

SUBSCRIBE TO ISO STANDARDS

ISO 9000 & 9001 Quality Management  
ISO 14001 Environmental Management

New 2015 editions  
now available!



CUT COSTS

DEMONSTRATE QUALITY

SAVE ENERGY

REDUCE ENVIRONMENTAL IMPACT

STREAMLINE OPERATIONS

BUILD TRUST

INCREASE EFFICIENCY





## Sub-Machined Parts: Achieving Comfort with Metal Part Suppliers

*Consistent quality, flexibility and responsiveness are traits required in machine shops*

OEMs, even those with in-house machining capabilities, often need to offload specific metal parts to a precision machine shop. This can be because the parts are complex or difficult, the volume of parts is small, the duration of the production run is short, or existing machines are already being used to produce other parts.

However, despite the availability of machine shops on every other corner, OEMs still can receive parts that are not precisely to specifications. When this occurs, the ramifications can range from lost time and cost re-working parts to burdensome documentation requirements when parts are off-spec, for industries such as automotive, aerospace and defense.

“We’ve had issues with quality from machine shops before, no question about it,” explains Pete Freely, quality assurance manager for Medico Industries’ manufacturing division. “In machining you can find vendors that will cut corners. If a part is off by a half thousandths of an inch, they might say ‘don’t worry about it, ship it,’ and you won’t know about it until later – if at all.”

Since 1967, Medico Industries has produced over 20 million metal parts for U.S. Government Defense Programs and over 7.6 million commercial parts for the automotive and oil and natural gas drilling industries.

Despite having a full range of equipment for metalworking –

# BALLISTIC CONTAINMENT AND SAFETY SOLUTIONS

## CUSTOM BALLISTIC AND CONTAINMENT BLANKETS

Stroud Blankets are available in Kevlar and Ballistic Nylon, and designed with fitments and straps for your equipment containment requirements.

Stroud Ballistic Containment Blankets have been proven in the field to effectively and safely contain projected debris that results from catastrophic equipment failure.



Blower Housing Containment



300,000 psi Fracking Test Containment

## STROUD FIRE BLANKET

The Stroud Fire Blanket is an indispensable piece of safety equipment that should be a staple for every industrial facility, workshop, and home.

Manufactured with fire-resistant Nomex® and sewn with Nomex® thread and reinforced with nylon stitching, this heavy-weight blanket is essential in a fire emergency to quickly help smother a fire on an individual or equipment.

Comes with storage bag and opens to over 25 square feet.



## STROUD FIRE SUPPRESSION

Stroud Safety offers a versatile range of FE-36 fire suppression delivery systems for many industrial applications (other agents available). We have the sizes and components for your specific needs.

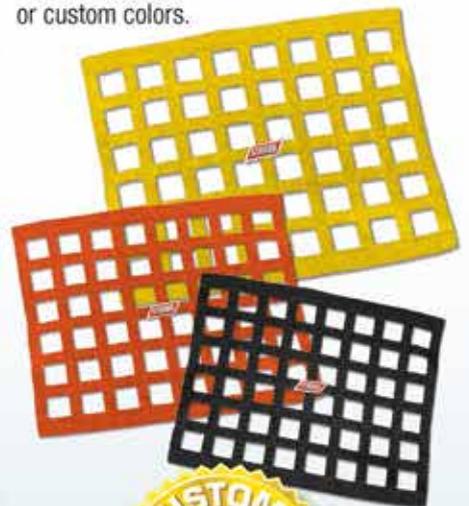
Custom applications are our specialty.



## STROUD CUSTOM BARRIER NETS AND RESTRAINTS

Stroud can custom engineer and design barrier or restraint net systems to meet your most stringent requirements.

Our nylon webbing is available in a variety of widths and triple sewn for maximum strength and durability. Choose standard or custom colors.



Stroud Industrial Safety Solutions specializes in custom applications for machine guarding and ballistic containment, custom netting and barrier restraints, fire suppression systems, Nomex® apparel and much more. Let us design a custom safety application for you.



# STROUD

# INDUSTRIAL SAFETY SOLUTIONS



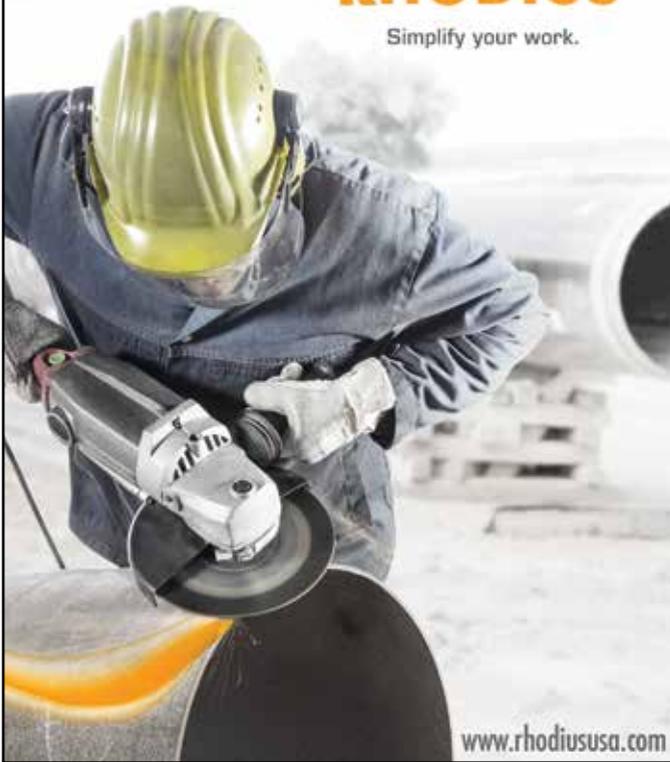
MADE IN THE USA!

STROUDINDUSTRIALSAFETY SOLUTIONS.COM • 800-554-4648

From professionals for professionals:  
the right tools for every application

**RHODIUS**

Simplify your work.



from forging and heat treating to machining and finishing – Medico Industries still sends parts out when its machines are running at full capacity, the job is short term, or production volumes are sporadic and uncertain.

“There are times when it makes sense to say, let’s get someone else to do it,” says Freely.

When this is required, Freely says it is important to achieve a level of comfort that the company they outsource to will deliver consistent quality parts every time. This is critical because ultimately the OEM is responsible for any parts they put out – even those outsourced.

As a result, OEMs must be able to identify and partner with a machined parts supplier that can deliver quality, consistently. “We don’t always go with the cheapest supplier,” says Freely. “You can take that into consideration, but you go more for best value.”

For many years, Medico has outsourced parts to Belrick Corp, a precision manufacturer of components and assemblies from Swoyersville, Penn. This includes threaded metal parts, machined forgings, and several others machined from bar stock.

Belrick uses advanced horizontal and vertical machin-

PRECISION MAKES  
THE DIFFERENCE

NEW!  
HDV500  
Digital Video  
System

135 YEARS OF  
INNOVATIVE  
TECHNOLOGIES

More than 5,000 products including precision hand tools, vision systems, force measurement systems, non-contact measurement systems, profile projectors, band saw blades, hand tools and power tools accessories.



**Starrett**<sup>®</sup>  
Innovation Rules



ing centers to perform CNC turning and milling, robotic welding, fabrication, prototype, inspection, and assembly. The company has extensive machining experience with bar stock, sheet, castings, forgings, plate, special shapes, and fabrications.

“They are very competitive [in price] – which is obviously important – but their track record for meeting the schedule and the quality of their work in the years we’ve been dealing with them has been really good. Any issues have been very, very minor. They are very conscientious,” says Freely.

This quality is reflected in the type of equipment and advanced CMM measurement systems it utilizes. It is also reflected in the machine shop’s ability to handle more complex or difficult jobs, such as machining castings and forgings.

Freely adds that when dealing with the automotive, aerospace or defense industries, when there is a problem with a part it can involve much more than just replacing or reworking the items.

“When there is a problem, for certain industries you have to go through an exercise to prove what happened and demonstrate why it won’t happen again,” says Freely.

“When you bring a third party supplier into it, it makes it



**Weather Resistant  
Solid Brass Padlocks**  
*Made to your specifications in the U.S.A.*

**HERCULOCK**  
Hercules Industries, U.S.A.®

**HERCULES INDUSTRIES, INC.**  
Manufacturer of HERCULOCK Padlocks  
P.O. Box 197 • Prospect, Ohio 43342  
Toll Free: 1-800-345-2590  
Fax: (740) 494-2274  
[www.HERCULOCK.com](http://www.HERCULOCK.com)

**Get Cool!**

**Extend transformer life!**

**Increase transformer capacity up to 166%!**

- expert technical assistance
- low sound levels
- energy-efficient motors
- large inventory
- one-piece cast aluminum blades
- galvanized or stainless steel guards

**KRENZ-VENT**  
quality engineered, performance tested

p.o. box 187 germantown, wisconsin 53022 262.255.2310 [www.krenzvent.com](http://www.krenzvent.com)



Impressed with Belrick's responsiveness, as well as its status as a Veteran-owned business given his own military background, Monte admits he went to them with a bunch of paper with what he characterizes as "the scribbles of a madman."

"It was very chaotic – all dreams and aspirations," explains Monte. "They looked the drawings over and said it looked good and they could do the work, but there were a couple things they recommended altering for efficiency and to reduce costs that wouldn't affect the product."

Over the course of production, Belrick kept in continual communication. That included informing Monte of each machining step in the process. "They even found time to allow me in to take pictures of the kits being machined so I could capture the behind-the-scenes process for my Kickstarter backers," says Monte.

The initial production run was for 120 ZeroDay Survival Kits (100 aluminum models and 20 titanium variants). The second production run was for 150 Aluminum models and those were delivered ahead of schedule.

Monte says the results have far exceeded his expectations.

This includes satisfying his concern about meeting the tight tolerances of one specific component of the kit, a "fire piston" at the core of the precision machined body that relies on compression to transfer kinetic energy into thermal energy.

"The fire piston has to have a remarkably tight tolerance [ $\pm .001$ ] in order to be used to best effect," explains Monte. "Belrick not only assured me it would meet the demanding tolerances but went above and beyond by contacting outside anodizing shops to ensure the protective layer added was accounted for in the final dimensions."

Monte is now working with the company for some new add-on accessories for the ZeroDay Survival Kit, as well as other products he wants to bring to market.

"Their attention to even the most seemingly minute detail produced machined parts that I proudly attach my name to," says Monte. "They realized every aspect of what I imagined my product to be."

For more information about Belrick, call (570) 288-9000, e-mail [dynamrick@belrick.com](mailto:dynamrick@belrick.com).

[www.belrick.com](http://www.belrick.com) •

even more difficult to troubleshoot and convince your customer that you've found the root cause."

"When you get good quality products consistently, you don't have to deal with any of that," adds Freely. "To find a vendor where you really can sleep at night and not have to worry about that stuff, it goes a long way."

Even with its confidence in Belrick, when parts are received in, Medico performs regular quality assurance checks to ensure the parts are to specifications.

"We can't go back to our customer and say, 'well, it wasn't our fault, our sub did it,'" says Freely. "It's ultimately our responsibility."

OEMs also often require parts quickly and so require a machine shop that can be flexible and responsive when necessary. Many shops are hesitant to stop production and make changes, yet customers both large and small often show up with unexpected demands.

When this occurs, smaller, more nimble operations can often help OEMs immediately.

Such was the case for Landon Monte, inventor of the Zero-Day Survival Kit. The small, lightweight, minimalist survival kit was first featured on Kickstarter, where it recently surpassed its fundraising goal.

Each survival kit has 10 components, each with varying complexity and machining needs. This required an intimate knowledge of not only machining process, but also a solid understanding of how each part interacts.

"I went out on a search for a machine shop I could trust," says Monte, who estimates there are six machine shops within a 25 mile radius. "Most of them seemed too busy to care about a smaller individual."

# Southern Stud Weld, Inc.

[www.studweld.com](http://www.studweld.com)

Manufacturer and Supplier of Stud Welding Equipment, Accessories and Fasteners.



Stud Welding is a versatile, one-step metal fastening system. It is an instantaneous welding process in which a metal fastener is end-joined to a metal surface by creating a high quality fusion weld.

## WE ARE YOUR ONE STOP SHOP

### *Industries We Serve*

Aerospace  
Appliances  
Automotive  
Construction  
Electronics  
Food Service

Insulation Installation  
Light/Heavy Duty Equipment  
Offshore  
Petrochemical  
Shipbuilding  
Signs and Decorative Trim



*Two Locations To Serve You*

15603 West Hardy Road.  
Houston, TX 77060

**800-929-0296**

713-691-0897

Sales-Houston@studweld.com

3645 Conflans Road  
Irving, TX 75061

**877-929-6707**

972-790-3339

Sales-Dallas@studweld.com

# Seamless Integration

## RegScan Web Services



**Your System, Our Content**

 **RegScan ONE**

One World, One Platform

[www.regscan.com](http://www.regscan.com)

## REGSCAN ONE GLOBAL REGULATORY SOFTWARE

*Discover your software solution today!*

With a dedicated staff of experts in four U.S. states and Washington D.C., and an ever-growing network of in-country resources, RegScan can always be counted on as a trusted resource for up-to-date regulatory information from every corner of the globe. RegScan has consistently outpaced a growing league of competitors in the industry niche we incepted, by offering unique solutions to our Fortune 1000 customer base. Whatever business you're in, we can assist you with your compliance needs. Our vast product line includes online compliance solutions for a variety of industries:

- Manufacturing
- Transportation
- Energy
- Chemicals and more!

RegScan's unique online tools enable easy access to, and interpretations of, global environmental regulations and operational standards. Do your research and get your alerts through the RegScan One system, or have your content exported via web services to any online environmental management system. Users of the RegScan One system can create custom legal registers and audit protocols for more than 140 jurisdictions. Access the interface in five languages:

- English
- French
- Spanish
- German

### Educational Resources

#### *Webinars*

RegScan understands that staying in compliance is critical. But it doesn't have to be complicated. That is why we host webinars several times throughout the

year that help our clients tackle ever-evolving problems in the EHS industry. Prior topics covered included regulatory overviews, the Changing Role of the EHS Manager, and ISO 14001:2015. Such topics specifically address the newest industry standards while banishing compliance confusion, provide necessary tools to manage today's EHS challenges and reduce time and money spent on compliance activities.

### Tutorials

RegScan also produces a number of helpful videos for our users. They answer most commonly asked questions on using the RegScan One interface. You may wish to visit our Informational & Tutorial Videos Page prior to submitting a ticket to see if your question can be answered with the assistance of one of these videos.

### Conference

And now RegScan has gone beyond the computer screen to bring partners and clients their first ever Inaugural Regulatory Conference. Government officials, regulatory experts and executives from Fortune 1000 companies will gather on Capitol Hill in Washington D.C. on May 24th-25th, and be among the first to learn what the Environmental Protection Agency has planned for 2017 and beyond. And with RegScan, sometimes it is all fun and games. We're taking everyone out to the ballgame with box seats for the Washington Nationals as they host the National League Champion New York Mets.

## Tracking Regulatory Change

### Strikethrough

Strikethrough allows you to effortlessly see the amendment history of a regulation by comparing the current regulation with an earlier or future version. Changes are easily identified by color-coding. Anything that has been added will appear in green, while anything that has been deleted will appear in red.

### My WatchList

My WatchList is a custom regulatory change management tool that allows you to monitor change at various levels of detail. It gives you quick access to only the information you need, while providing a clear record of what you have and haven't reviewed. My WatchList is the easiest way for a Web Services user to build a custom regulatory register, which RegScan will automatically export to your online environmental management system.

### LookOut Email Alert

By defining specific keywords or phrases, LookOut allows you receive daily Email alerts on State or Federal regulatory changes.

### RegScan Customer Support

As part of our ongoing commitment to improve the RegScan user experience, we use a ticketing system for customer support inquiries. This allows us to streamline requests and better serve you. Available 24/7, the ticketing system

allows you to immediately report an issue and track the support team's response to it. Every support request is assigned a unique ticket number. For your reference, we provide complete archives and history of all your support requests. A valid email address is required to submit a ticket.

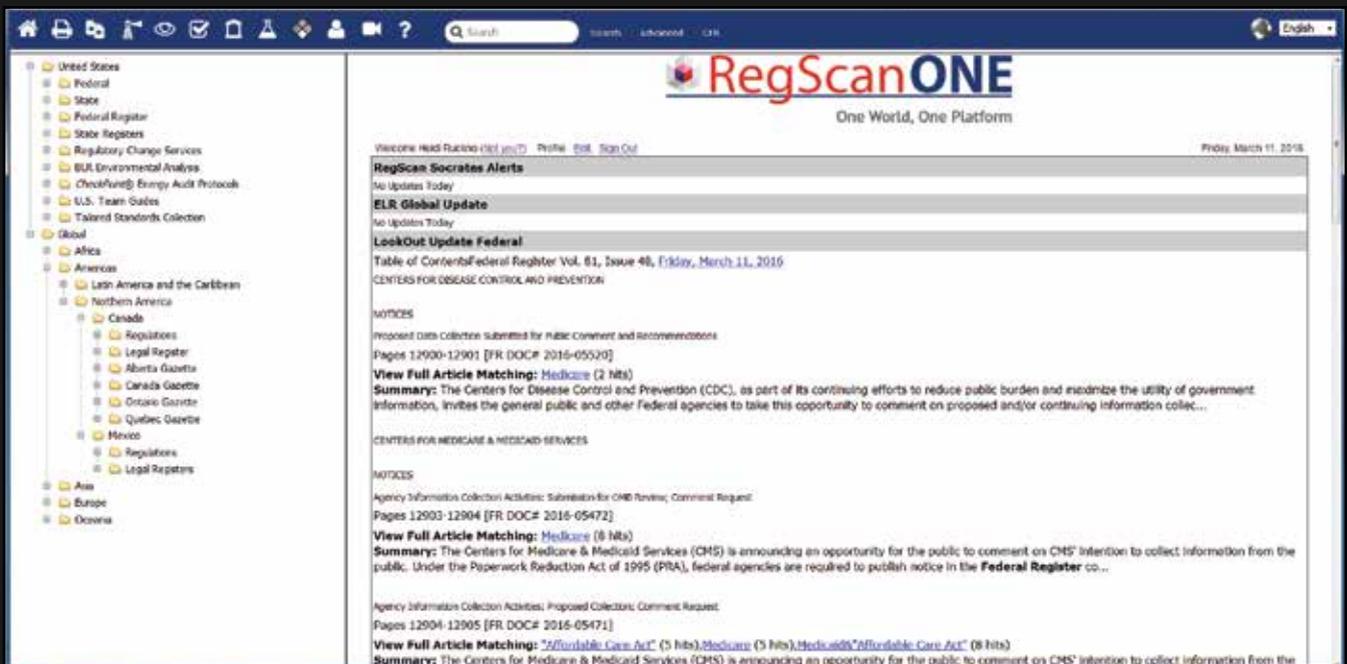
### Schedule a Demonstration

The RegScan team will gladly demonstrate any of our products or services for free. Our online demonstration sessions can accommodate up to 25 people, and we will schedule a meeting whenever it's convenient for you. During these interactive demonstrations, our experienced staff will go through whatever products or services interest you. You'll also have the opportunity to ask questions, and discuss licensing options that are tailored to your needs. If you decide to purchase, we can take of your training and support needs too. We frequently update our library of training videos, and we'll be happy to arrange online or in-person training sessions. Furthermore, our in-house technical support team is always available on weekdays (except for holidays) between 8 a.m. and 8 p.m. Eastern time, and online 24/7.

To learn more about RegScan, please call +1 570-323-1010, or Email [info@regscan.com](mailto:info@regscan.com).

Also find us on LinkedIn and follow us on Twitter @RegScanOne!

[www.regscan.com](http://www.regscan.com)



# Heico to Bring Three-Minute A Truck Loading and Unloading to U.S. Market with Acquisition of Leader Ancera Systems B.V.



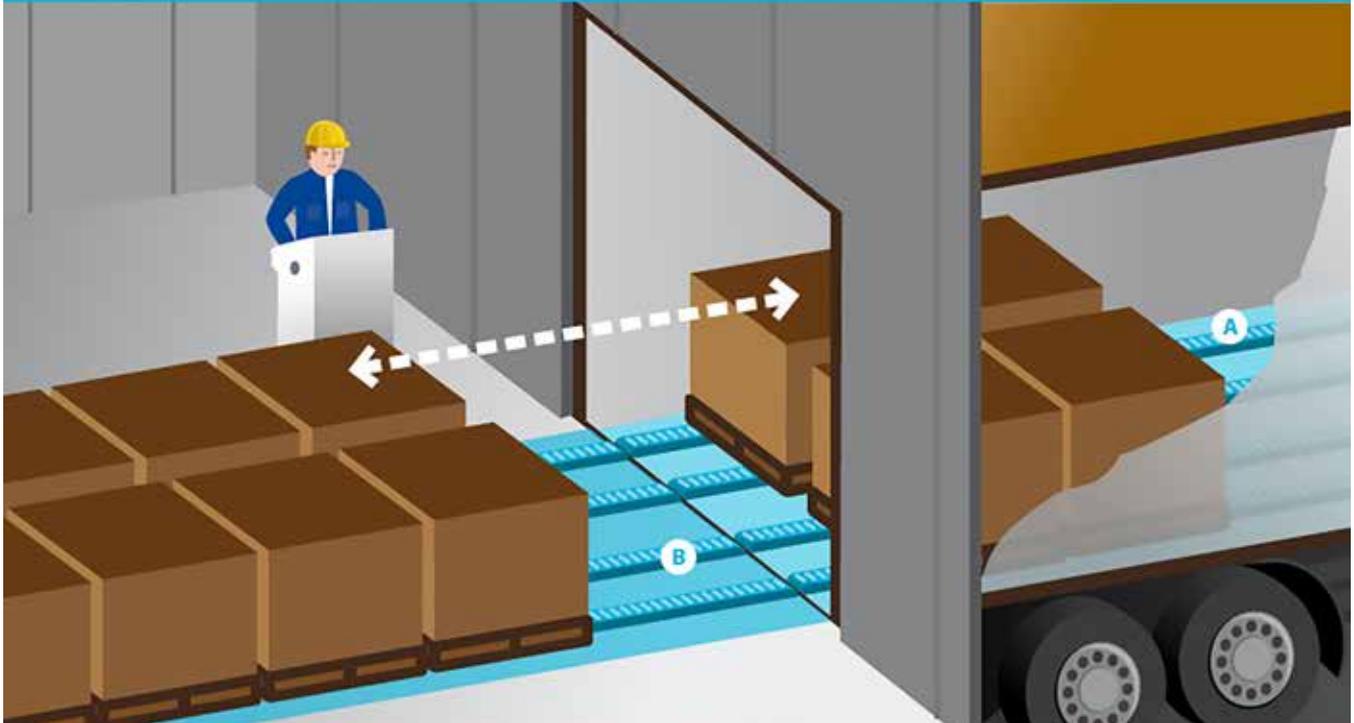
# Automatic Technology n of European



*Three-minute trailer loading and unloading is now a reality for trucking, logistics, material handling, food, beverage, cold chain and a wide variety of manufacturers, as Heico leverages its North American transportation experience with Ancra Systems' proprietary technology.*

## What are automatic loading and unloading systems?

Automatic loading and unloading usually requires two systems: a system in the trailer **A** and a system inside the dock **B**. When the trailer is positioned at the dock, the entire load is automatically loaded or unloaded in just two minutes.



The Heico Companies LLC, the parent holding company for a diversified portfolio of more than 36 businesses involved in manufacturing, construction and industrial services, including Ancra International, Kinedyne, S-Line and Wistra, announced the acquisition of Ancra Systems B.V. today. Ancra Systems is a leader in the field of automatic truck (un)loading systems also known as ATLS. Headquartered in Boxtel, Netherlands, Ancra Systems is one of only a few global specialists in its field and expands Heico holdings of cargo management entities.

“This acquisition will bring advanced loading system technology to the North American trucking and material handling sectors and extend the advantages of automation throughout the warehouse, to the docks and into the trailers,” Steve Frediani, president and CEO of the Heico’s Ancra platform, stated. “The addition of Ancra Systems positions Heico as a global player in the automated cargo management, loading, control and unloading space.”

Loading and unloading a 53-foot trailer with palletized cargo can commonly take between 30 and 45 minutes using a forklift. By contrast, loading and unloading a trailer using one of several automated systems from Ancra Systems can be accomplished in about three minutes.

Traditional forklift-based cargo movement within a warehouse or on a dock can pose safety risks. OSHA statistics indicate that there are roughly 85 forklift-related fatalities and 34,900 serious injuries each year. With Ancra Systems, precision automation significantly reduces the opportunity for human error to adversely affect cargo movement within a facility, including its impact on the loading and unloading process.

“Automation and the efficiencies it brings has already permeated many dimensions of manufacturing and warehouse operations in Europe and North America,” Marc Hezemans, managing director for Ancra Systems B.V., said. “The difference is that many European operations have been enjoying the additional benefits of our automated truck loading and unloading systems for more than 20 years.”

Recognized as an innovative leader in material handling and ATLS in Europe, the Middle East and South America, Ancra Systems has helped many multinational blue chip customers realize dramatic improvements in efficiency, equipment utilization gains and reduced product damage. The application of its automated systems has translated directly to cost reductions and increases in average 18-month ROI. Customers have also benefited from improved working conditions and safer working environments.

# EFFORTLESSLY LIFT ITEMS WEIGHING 300 LBS with The LadderPort Cranky Portable Winch System



With this system you can easily and safely haul tools, motors, compressors and toolboxes up to the roof.



ALL LadderPort™  
Products are Proudly  
MADE IN THE USA

**SPECIAL \$999.00\***  
**Cranky Portable Winch  
& Port-A-Post**

\*Plus Applicable Taxes & Shipping  
**Refer to code CWPAP314**

800-770-8851 • [sales@ladderport.com](mailto:sales@ladderport.com)  
[www.ladderport.com](http://www.ladderport.com)



Ancra Systems stands apart from other equipment manufacturers due to the depth and breadth of its engineering expertise and for its personalized, dedicated, solution-based sales approach. The company offers six distinct systems with custom design capabilities that are constantly pushing the envelope of what is technically possible.

Solutions include a Chain Conveyor System and Skate System for palletized freight, a Roller Conveyor System for air cargo, a Slat Conveyor System for mixed and palletized freight, a Plastic Belt System for mixed and palletized freight, and a Belt Conveyor System for loose loaded parcels.

The company also offers two revolutionary systems that require no trailer-mounted equipment interface. The Skate

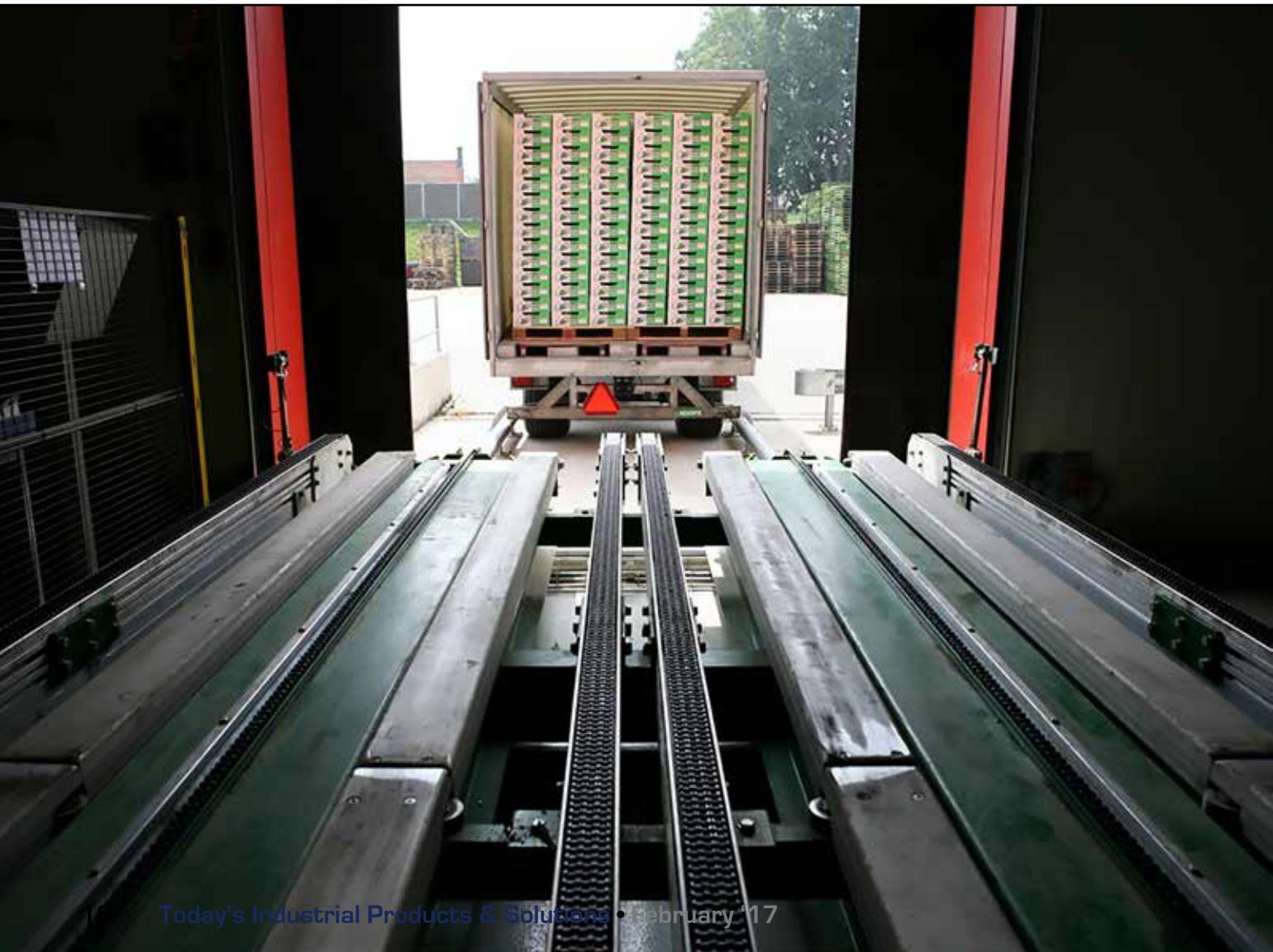
Loader and Load Runner Plus enable users to gain the advantages of ATLS without any need to upfit or retrofit trailers.

The most likely candidates for the company's system applications are manufacturers or distributors of high-volume, relatively standardized products operating in closed-loop environments, JIT scenarios and certain one-way loading applications. Industries include trucking, logistics, material handling, food, beverage, cold chain and a wide variety of manufacturers, particularly tier-one and tier-two suppliers in close proximity to customers.

"We are excited to bring our automatic loading and unloading systems to the North American market, and we expect to have our North American sales and technical support in position by the end of the first quarter of 2017," Marcel Berkens, sales director for Ancra Systems B.V., said. "We've watched these systems positively change industries around the world, and we expect the same thing to occur here in North America as well."

[www.ancra.wistia.com/medias/1hrttpk96t](http://www.ancra.wistia.com/medias/1hrttpk96t)

[www.ancra.nl/en/contact/](http://www.ancra.nl/en/contact/) •



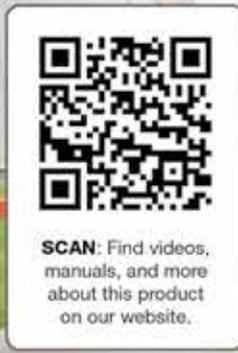
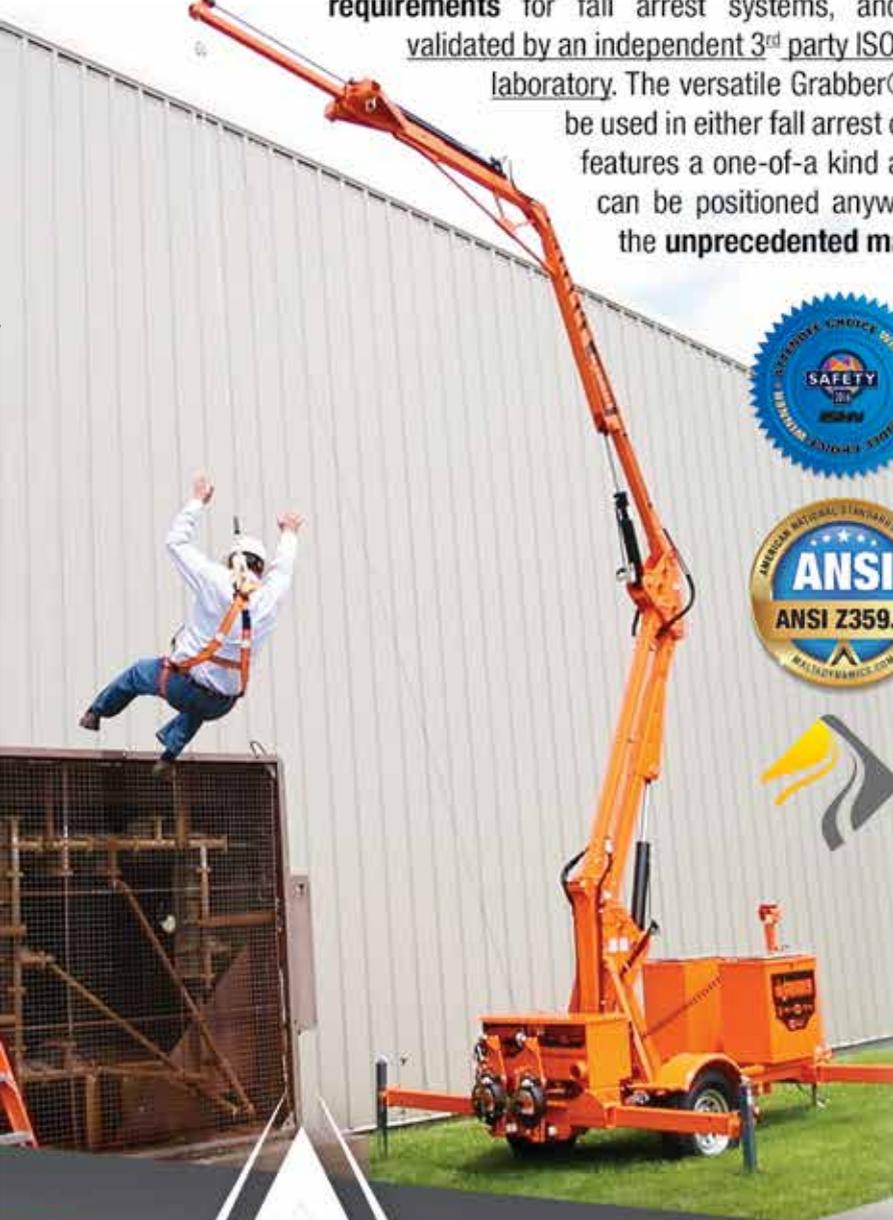
Malta Dynamics, America's Fastest Growing Fall Protection Company, presents the world's most innovative mobile fall protection system...

# THE GRABBER®

The Grabber® Mobile Fall Protection System X1250 picks up where the X1240 leaves off by providing more height and reach with a 5' telescoping mast with a single user anchor point. The Grabber® meets OSHA fall protection codes and ANSI Z359.6 design requirements for fall arrest systems, and has been validated by an independent 3<sup>rd</sup> party ISO 17025 testing laboratory. The versatile Grabber® is designed to be used in either fall arrest or fall restraint and features a one-of-a-kind adjustable mast that can be positioned anywhere between 2' and the **unprecedented maximum height of 34'**.



Visit us online to see our full offering of PPE products.  
[www.MaltaDynamics.com](http://www.MaltaDynamics.com)



Self-Retracting Lifelines & Lanyards



Full Body Construction Harnesses



Concrete Anchors



Beam Walkers



**MaltaDynamics.com // (800) 494-1840**  
Visit us online or give us a call today to request our catalog.

# The High Cost of Exposing Workers to Chemicals at Point of Use

*The tip-and-pour method, as well as poorly designed pumps, can expose workers to injury and companies to significant financial losses*

Every day industrial workers transfer potentially hazardous chemicals, such as solvents, acetones, lubricants, cleansers, and acids, from large drums into smaller containers, or into machinery. This transfer of chemicals at the point of use, however, can have serious consequences when manual “tip-and-pour” techniques or poorly designed pumps are used.

Whether the chemicals are toxic, corrosive, reactive, flammable, emit volatile organic compounds (VOCs), or are even potentially explosive, the danger of accidental contact, even for short periods, can pose a severe hazard to workers.

In addition to the potential for injury, there can also be serious financial ramifications for the facility involved. The risks include cost to treat injuries or perform cleanup, as well as workers’ compensation claims, potential liability, OSHA fines, loss of expensive chemicals and even facility/production shutdown.

“It can be catastrophic to a company if toxic or highly flammable material is accidentally released at the point of use,” says Deborah Grubbe, PE, CEng, and founder of Operations and Safety Solutions, a consulting firm specializing in industrial safety. “Companies have to assume that if something can go wrong during chemical transfer, it will, and take appropriate precautions to prevent what could be significant consequences.”

## **Spiraling Costs of Loss of Containment**

Grubbe, who has 40 years of experience working in the chemical, oil and gas industries, including at DuPont, NASA, and for the U.S. military, says “Any time you lose containment; you have an issue that can spiral out of control.”



Corrosive chemicals, for example, can burn skin or flesh. Some chemicals are toxic when touched or inhaled. Cyanotic agents, for instance, can be particularly dangerous or even fatal, since they rob the body of oxygen.

Many chemicals are flammable as well and can be ignited by even the smallest spark from nearby motors or other mechanical equipment. “There is no such thing as a small fire in my business,” says Grubbe.

In addition to cost of cleanup or treating injuries, there are also indirect costs that can be incurred. These include supervisors’ time to document the incident and respond to any added government inspection or scrutiny, as well as the



Don't regret  
your choice  
in EH&S Training.

Join 500,000 satisfied EH&S  
professionals and invest in the best!



 **Compliance Solutions**  
"Today's Training... Tomorrow's Solution"

800.711.2706 [www.csregs.com](http://www.csregs.com)



**WP** MAKE EVERY STEP A SAFE ONE

**Help Prevent**

Flex-Tred®

**SLIP AND FALLS**

Stairmaster®

**WOOSTER PRODUCTS**

For more products & information visit us on-line or call: [www.wooster-products.com](http://www.wooster-products.com) 800-321-4936

MADE IN U.S.A. PRODUCT

potential for temporary shutdown of the facility.

“The indirect costs can be as much as 2-4 times the direct costs,” says Grubbe. “Not to mention potential liability, workers’ compensation issues, regulatory fines or potential actions from OSHA or the EPA.”

### Chemical Transfer Techniques

Traditional practices of transferring liquid chemicals suffer from a number of drawbacks.

Manual techniques, such as the tip-and-pour method, are still common today. Tipping heavy barrels, however, can lead to overpouring or the barrel toppling.

“Some companies choose to transfer of chemicals manually, but it is extremely difficult to control heavy drums,” cautions Grubbe. “I’d recommend against it because of the probability of a spill is so high.”

Although a number of pump types exist for chemical transfer (rotary, siphon, lever-action, piston and electric), most are not engineered as a sealed, contained system. In addition, these pumps can have seals that leak, are known to wear out quickly, and can be difficult to operate, making precise volume control and dispensing difficult.

In contrast, sealed pump systems can dramatically improve the safety and efficiency of chemical transfer.

“A sealed, contained system is ideal when dealing with a toxic, flammable, or corrosive liquid,” says Grubbe. “With sealed devices, like GoatThroat pumps, you can maintain a controlled containment from one vessel to another.”

Small, versatile, hand-operated pressure pumps, such as those manufactured by GoatThroat Pumps, are engineered to work as a sealed system. The pumps can be used for the safe transfer of over 1400 industrial chemicals, including the most aggressive acids, caustics and solvents.

These pumps function essentially like a beer tap. The operator attaches the pump, presses the plunger several times to build up a low amount of internal pressure, and then dispenses the liquid. The tap is configured to provide precise control over the fluid delivery, from slow (1ML/ 1 oz.) up to 4.5 gallons per minute, depending on viscosity.

Because such pumps use very low pressure (<6 PSI) to transfer fluids through the line and contain automatic pressure relief valves, they are safe to use with virtually any container from 2-gallon jugs to 55-gallon drums.

# With Noise Mitigation

Show Compliance  
Be a Good Neighbor  
**WebSLARM**

Build-in Web Server  
**Try It**  
netslarm.timewave.com  
User: **SLARM**  
Pw: admin  
**SLARMulti™**

The Question is -

## dB or not dB?™

The Answer

# The **SLARM**solution™

Community/Industrial Noise Monitor and Alarm

Standalone or w/PC  
Text/Email Alerts  
Rolling 3 weeks Logging  
24/7 Alarm Scheduler  
Ethernet, USB RS232  
Secure Remote Access  
SLARMsoft included

Indoors or Out



## **SLARM**successes

### Construction

Johns Hopkins Hospital Floor Remodel  
Apple's New Headquarters Construction  
Airport Jet Run Up Monitoring

### Industrial

Boatyards-Ferry and Tug construction  
Hospital Medivac Helicopter Monitoring  
Remote Alarm Monitoring-Dams

### Entertainment

Red Rocks- Colorado  
ATT Performing Arts-Dallas  
Ocean Speedway -Watsonville,CA

### ACO Pacific, Inc.

www.acopacific.com Tel:1-650-595-8588 Sales@acopacific.com

On YouTube Search: **SLARM**solution



## **SAFETY YOU CAN AFFORD.**

When budgets run tight, don't trust the safety of your facility to cheap, foreign-made guard rail. ValueRail™ safety guard rail is precision formed from high strength steel to protect your facility with Made in the USA quality you can rely on.

CALL 262-549-1963 OR VISIT VALUERAIL.COM



## Adoption of Sealed Pump Systems

Although Design Mark Industries keeps its chemicals in a vented, explosion-proof room, the supplier of membrane switches, keypads, and touchscreens sought to further improve the safety and efficiency of transferring acetone and acetate-based chemicals from 55-gallon drums into quart and 5-gallon containers. The chemicals are used in the screen printing process of printed circuitry and graphic overlays.

Production Supervisor Vincent Francisco ruled out manual pouring because of the potential of injury and lack of control in dispensing. Instead, he utilized a variety of traditional pumps including rotary, siphon, and lever-action, but found them all unsatisfactory.

"I was replacing the pumps once or twice a year because they kept breaking down, delivered imprecise amounts, and were not designed as completely self-contained, sealed systems," says Francisco.

After considerable research online, Francisco decided to utilize a sealed chemical pump system from GoatThroat.

"I consider using [GoatThroat] pumps a 'best practice' technique because the barrels remain upright and the entire system is sealed so there is never an issue with exposure or VOCs when transferring chemicals," says Francisco.

According to Francisco, the sealed pump system is intuitive to use because it operates like a beer tap. "Just pump the plunger a few times, open the spigot and dispense. You have full control over how much is dispensed – even the tiniest amounts – or you can leave it open for a continuous flow. It delivers the precise amount needed."

Francisco adds that the pumps are built for longevity. Over the past 11 years, he estimates that his company has saved thousands of dollars by eliminating the cost of replacement pumps. "I've only replaced one of our three pumps over that time due to constant use, and we could have used it longer," says Francisco.

Allergy Laboratories Inc., a FDA licensed pharmaceutical manufacturer of biological extracts for the diagnostic testing and therapeutic treatment of allergies, also uses a sealed pump system to transfer acetone from 55 gallon drums to 1 gallon containers for a variety of processes.

According to Charles Cheek, facility manager for Allergy Laboratories, the pharmaceutical chemical delivery process must be very clean and no foreign material can be introduced into the acetone.

Because acetone is highly flammable, he was concerned about using an electric pump that could potentially create a spark. As a result, he decided to purchase a pump that had no electrical or moving parts that could create a hazard.

"We've found GoatThroat pumps to be a much safer way to transport chemical liquids," says Cheek, who utilizes a pneumatic adaptor accessory to supply pressure via in-house compressed air. "There is no spillage, splatter, overpouring, leaking, or VOCs because the system is self-contained. There is no sprayback and we do not get chemicals on our hands. It is a nice, clean delivery system."

Besides enhancing safety, Cheek says a sealed system can prevent loss of expensive chemicals like acetone. "I haven't lost any product due to the pumps. They eliminate evaporation, do not leak or drip and I can adjust the flow to get the exact amount I need without spilling or overflow."

Cheek says he also utilizes a GoatThroat pump to transfer comprehensive boiler water treatment solution to mitigate scale and corrosion of the boiler system.

Previously, he had to fill a glass beaker with the chemical, climb a ladder and pour the chemicals into the top of the tank.

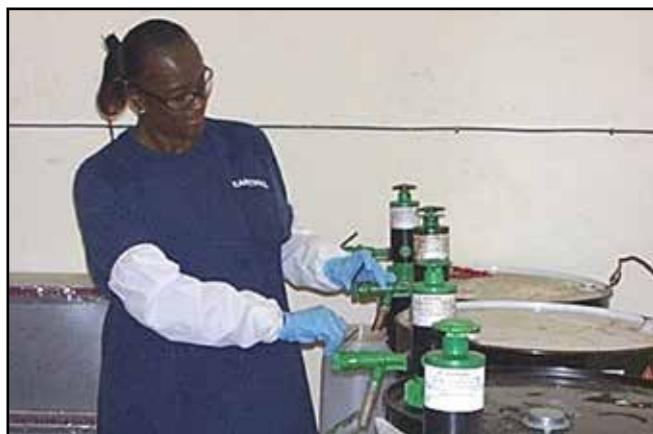
Now, that work is performed with the help of the pump and 6' extension hose accessory to efficiently deliver the cleaning chemicals.

"Every time inspectors come in, they say we have the cleanest boiler they have seen," says Cheek. "With this chemical transfer system, I'm able to transfer exactly what I need to get the job done."

*By Del Williams*

*Del Williams is a technical writer based in Torrance, California.*

[www.goatthroat.com](http://www.goatthroat.com) •



NEW

# Applicability Wizard



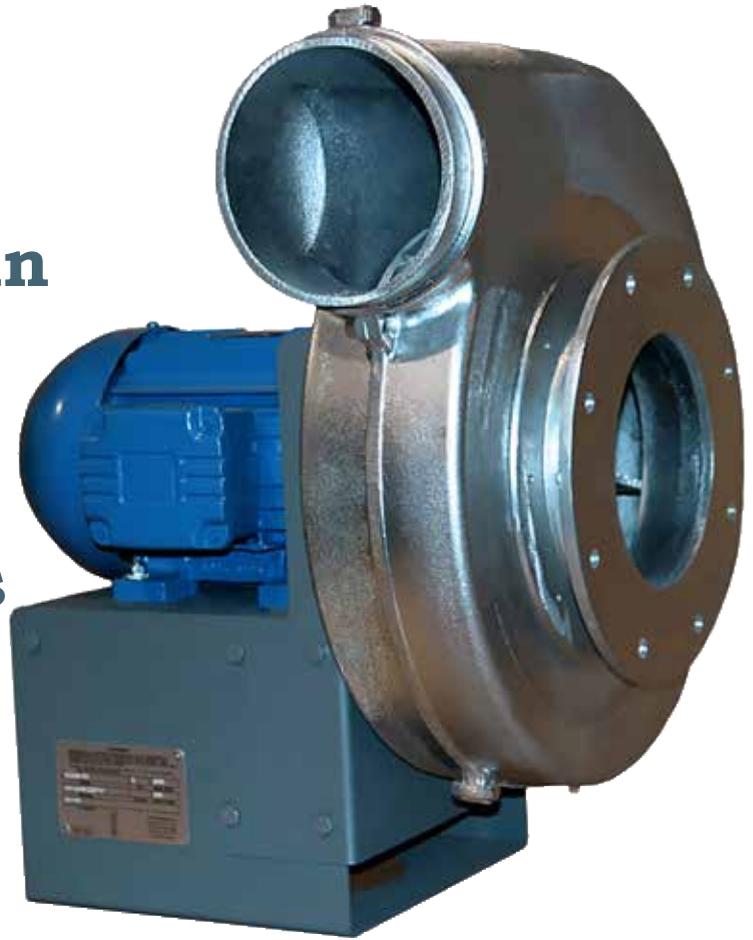
# RegScan ONE

One World, One Platform

Streamlined,  
Simplified,  
Legal Registers  
& Audit Protocols



# Howden American Fan Company Announces AF Cast Aluminum Pressure Blowers



*Wide range of accessories and construction options available with short lead times*

Howden American Fan Company, the leading manufacturer of high-quality industrial fans and blowers, announces its AF Cast Aluminum Pressure Blowers, which can be supplied with extremely short (4-7 day) lead times, making them a good choice for urgent OEM equipment replacement applications.

Ideal for supplying fresh air in fume control systems, the versatile AF is also a good choice for fans used in dust collection systems, air purification units, and woodworking machinery, as well as combustion air for incinerators, ovens, furnaces, kilns and dryers.

The AF cast aluminum pressure blowers are available in radial bladed, backward curved, and forward curved models. The radial blade design enables some particulate in the airstream, opening up the AF's application range. The backward curved model is the most efficient option, with a smaller fan and motor.

The AF line includes a range of accessories, including flanges, slip connections, inlet/outlet screens, full cut off dampers, drains, and vibration isolators. A fabricated steel construction is available for high temperature applications up to 700°F. The AF fans are offered in a variety of arrangements, including direct drive units with the most compact design and shortest lead times, as well as belt-driven units for a wider range of performance levels.

To properly size the AF fan, Howden American Fan reviews the required performance and air conditions for the customer's application and process. Working closely with the customer, Howden selects the right size fan and wheel, the best arrangement, and all necessary accessories.

[www.americanfan.com](http://www.americanfan.com) •

# TANK MANUFACTURING EQUIPMENT

- Tank Turning Rolls
- Plate Rolls
- Fit-Up Rolls
- Off-Set Joggle Machines
- Side Beam Track Supports
- Tank Assembly and Girth Welding Machines

**TURNING ROLL**



**FOUR ROLL  
HYDRAULIC PLATE ROLL**



**SLIP ROLL**



*The* **WEBB** *Corp.*



402 E. Broadway, P.O. Box 549, Webb City, MO 64870

Phone: (417) 673-4646 • Fax: (417) 673-4649

[www.webbcorporation.com](http://www.webbcorporation.com)

# New Draw Bar Cover from Rockford Systems Prevents Injuries to Vertical Mill Operators, Helps in OSHA Compliance

Vertical mills are essential cutting tools in machine shops used to remove material from the surface of metal workpieces. However, these tools present serious danger when an operator comes into contact with their high-speed rotating draw bars, resulting in injuries and costly OSHA fines.

To bring needed safety to the shop floor, Rockford Systems, LLC., a premier provider of machine safeguarding products and services, has launched a new Milling Machine Draw Bar Cover (part #DBC001) to protect vertical mill workers from rotating shafts seven (7) feet or less from the floor or working platform. It guards the turning draw bar with a non-rotating, smooth, welded-steel enclosure, secured firmly to the mill with a powerful ring magnet and safety anchor chain. Simple to install, the draw bar cover prevents clothing, hair or hands from being grabbed by the moving shaft.

According to Jason Swisher, Rockford Systems Production Manager, "Our new Draw Bar Cover features high-quality construction with smoothed welding seams and finished edges, designed to protect mill workers from hazardous rotating drawbars. It was engineered with input from machine makers and operators to ensure that it gets the job done right."

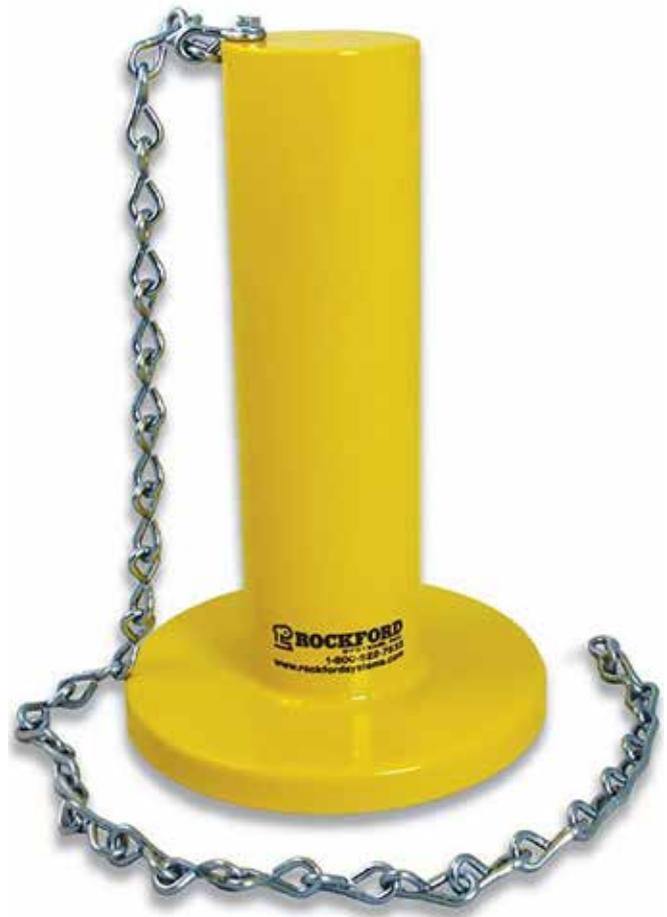
This product can be used on any vertical mill that has up to a 7" extrusion. It compliments the full line of Rockford Systems milling machine guards, shields and controls that protect thousands of workers everyday around the world.

## OSHA COMPLIANCE

Installation of the Draw Bar Cover helps machine shops comply with the OSHA 1910.219(c)(4)(i) safety standard that states: "Projecting shaft ends shall present a smooth edge and end and shall not project more than one-half the diameter of the shaft unless guarded by non-rotating caps or safety sleeves."

Lack of machine guarding or improperly installed safeguarding equipment was one of the top ten most cited OSHA violations in 2015, resulting in millions of dollars in fines levied against businesses. Injuries, as a result of improperly safeguarded machines, also lead to higher insurance costs, lawsuits, and hospital expenses. Although safety equipment and proper machine controls are required by OSHA, many manufacturers sell machinery without either, leaving the business with the responsibility of safeguarding the machine.

[www.rockfordsystems.com](http://www.rockfordsystems.com) •



## RegScan Country Monitor

Published monthly and authored by environmental lawyers, the RegScan Country Monitor covers the same topical areas (listed below) as our global legal registers and audit protocols. Our globetrotting experts re-view multiple sources for crucial regulatory developments, and provide clear analysis on what they REALLY mean for EH&S professionals.

Since the RegScan Country Monitor is fully integrated with the LookOut Alert service, subscribers can set up keyword-based queries by topic and jurisdiction - and have the change notifications pushed directly to their inboxes. Both final and proposed rules are covered.

Affordable subscription packages are currently available for 32 countries from every corner of the globe. To see a full list, please contact the sales team or visit [www.regscan.com](http://www.regscan.com).

- 📁 Above and Below Ground Tank Management
- 📁 Air
- 📁 Asbestos
- 📁 Chemical Management
- 📁 Community Noise
- 📁 Environmental Product Stewardship
- 📁 Flora and Fauna
- 📁 Food Safety
- 📁 General Environmental Requirements
- 📁 Incident Prevention and Response (including
- 📁 Marine
- 📁 Occupational Health
- 📁 Safety
- 📁 Security
- 📁 Transport of Dangerous Goods
- 📁 Waste
- 📁 Water



## TIPS AD INDEX

Company	Pg.	Website
ACO Pacific	21	<a href="http://www.acopacific.com">www.acopacific.com</a>
ANSI	3	<a href="http://www.webstore.ansi.org/sitelicense">www.webstore.ansi.org/sitelicense</a>
Compliance Solutions	19	<a href="http://www.csregs.com">www.csregs.com</a>
Federal Knife	BC	<a href="http://www.federalknife.com">www.federalknife.com</a>
Herculock	7	<a href="http://www.herculock.com">www.herculock.com</a>
Jesco	IFC	<a href="http://www.jescoonline.com">www.jescoonline.com</a>
Krenz Vent	7	<a href="http://www.krenzvent.com">www.krenzvent.com</a>
Ladder Port	15	<a href="http://www.ladderport.com">www.ladderport.com</a>
Malta Dynamics	17	<a href="http://www.maltdynamics.com">www.maltdynamics.com</a>
RegScan	1, 2, 23, 27	<a href="http://www.regscan.com">www.regscan.com</a>
Rhodium USA	6	<a href="http://www.rhodiumusa.com">www.rhodiumusa.com</a>
Safety Cal	28	<a href="http://www.safetycal.com">www.safetycal.com</a>
Southern Stud Weld	9	<a href="http://www.studweld.com">www.studweld.com</a>
Starrett	6	<a href="http://www.starrett.com">www.starrett.com</a>
Stroud Industrial Safety	5	<a href="http://www.stroudindustrialsafety.com">www.stroudindustrialsafety.com</a>
Value Rail	21, IBC	<a href="http://www.valuerail.com">www.valuerail.com</a>
Webb Corporation	25	<a href="http://www.webbcorporation.com">www.webbcorporation.com</a>
Wooster Products	20	<a href="http://www.wooster-products.com">www.wooster-products.com</a>



*Your source for*

- ✓ **GHS SIGNAGE**
- ✓ **LOCKOUT/TAGOUT**
- ✓ **EZMAKE® SIGN SYSTEM**
- ✓ **PIPE LABELS**
- ✓ **VALVE TAGS**

**AND MUCH MORE!**




**ASK ABOUT HOW YOU CAN MAKE YOUR OWN GHS LABELING!**  
**\*FAST, EASY, SIMPLE, AFFORDABLE & DURABLE\***

**800-446-3525      [www.safetycal.com](http://www.safetycal.com)**



## **SAFETY YOU CAN AFFORD.**

When budgets run tight, don't trust the safety of your facility to cheap, foreign-made guard rail. ValueRail™ safety guard rail is precision formed from high strength steel to protect your facility with Made in the USA quality you can trust.

**CALL 262-549-1963 OR VISIT VALUERAIL.COM.**

**VALUE RAIL™**

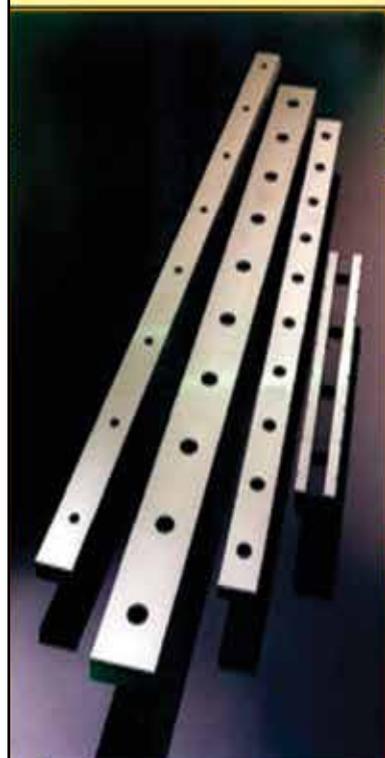
**Safety Guard Rail**

# FEDERAL KNIFE, INC.

## Industrial Cutting Knives



1-800-23-KNIFE (800-235-6433) • 812-364-1418 (fax)  
P.O. Box 509 • 785 County Line Road • Palmyra, IN 47164



### REPLACEMENT SHEAR BLADES DELIVERED FROM STOCK

Shear Blades or All Equipment Makes:

- CINCINNATI • WYSONG & MILES • HTC • ACCUR-SHEAR •
- PACIFIC • AMERICAN HERCULES • NIAGARA • PEXTO
- AMADA • STEELWELD/CLEVELAND CRANE
- BETENBENDER • ATLANTIC / HACO
- LODGE & SHIPLEY / COLUMBIA • CENTURY • HERR-VOSS
- STANDARD • EDWARDS/ PEARSON • ADIRA • GATTI • LVD
- DI-ACRO / ELGA-HYDRA • HYDRAPOWER • STAMCO
- BERTSCH • GUIFIL • SAFAN • DARLEY • RHODES
- MORGAN • SUMMIT • DREIS & MANY OTHERS

## Precision Blade Sharpening Is Our Specialty!!

*Shear blades made from high quality tool  
steels "performance matched" to your  
unique cutting application.*

*Call one of our product specialists  
for more information.*

[www.federalknife.com](http://www.federalknife.com)

[sales@federalknife.com](mailto:sales@federalknife.com)



## WE WILL BEAT ANY

COMPETITOR'S QUOTED PRICE  
FOR NEW REPLACEMENT SHEAR  
BLADES

BY 5% OR MORE GUARANTEED \*



\* PRESS BRAKE TOOLING \* METAL SLITTERS \* SLITTING SUPPLIES \* 1-800-23-KNIFE \*