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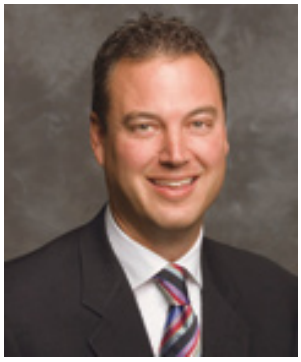

If one of your employees were about to put his/her hands into a bucket of industrial cleaning solution and had two different pairs of gloves to choose from, would he/she select the right pair? The way for an employee to know the difference between waterproof gloves and those that are chemical resistant is NOT by testing them.

A workplace that has workers walking around wearing Personal Protective Equipment, such as safety glasses, gloves and ear plugs, may look safe—*but looks can be very deceiving*. Accidents in the workplace can happen if the right products are not used; they also can occur if employees don't understand what really makes a work environment safe.

The National Safety Council found that the average lost-time injury costs nearly $30,000. And, under the current administration, many customers are anticipating that the Occupational Safety and Health Administration (OSHA) will develop more stringent safety regulations and enforcement. Given the potentially high cost of accidents, companies are looking for the right safety products to prevent workplace accidents—*and lessen the severity of any that do occur*.

Providing a safe workplace is not an option.**Safety is everybody's concern**
As the largest safety products distributor in North America, Grainger has learned that helping create a safer work environment starts with listening to our customers. We take the time to find out what safety issues are at the top of their minds, including their concerns about compliance with OSHA standards.

Our safety sales specialists work with customers to help them achieve their safety goals and can bring key safety suppliers on-site to provide technical expertise that includes surveys, hazard assessments and compliance audits. We can also partner with our suppliers to bring in samples of products for employees and conduct safety product training to ensure that employees are comfortable with these products—*and know how to properly use them*.

Grainger's products and services

- We recently published our *2009 Occupational Health and Safety Catalog* that organizes safety solutions by key safety issues and OSHA standards. Our safety offering, which has doubled in size, includes more safety footwear, clothing and training and reference materials than before to make it easier for customers to remain in compliance and find the right solutions for their safety-related needs.

- Our customers can stay current on the latest trends in safety through our free "On the Job" Webinars that feature third-party industry experts speaking on a variety of safety topics, including arc flash, lockout/tagout and fall protection. If customers still need help with a safety product question, we have a team of technical product support specialists standing by.
- We also work with customers to help them manage their inventory of safety supplies, including first aid cabinets and eyewash stations, through our Inventory Solutions Program. As a result, those customers save time, reduce the possibility of stock outages, streamline processes and optimize inventory.

In good economic times or bad, providing a safe workplace is not an option. Safety, however, does not happen right out of a box—*it happens when an organization creates a safe work environment that fits like a glove* . With our vast safety expertise, relevant resources and broad product offering, Grainger is uniquely positioned to help our customers with workplace safety.
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- **Gary Marchuk** , *Business Development Team Leader, AutomationDirect*
- **Randy Colip** , *Executive Vice President/Sales, Baldor Electric Company*
- **Brian O'Donnell** , *President & CEO, A. W. Chesterton Company*
- **Steve Sonnenberg** , *President, Emerson Process Management*
- **Ian Davidson** , *Global Industrial Lubricants Manager, ExxonMobil Lubricants & Specialties*

- **Michael A. Pulick** , *President, Grainger U.S.*
- **David C. Orlowski** , *President & CEO, Inpro/Seal Company*
- **Robert J. Pagano, Jr.** , President, *ITT Industrial Process*
- **Tony Martell** , *Vice President and General Manager, Aftermarket Business Unit, NSK*
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