

## OUR PARTNERSHIP WORKS FOR BUILDERS EVERY DAY

The Placer County Contractors Association & Builders Exchange (PCCA) and State Fund partnership offers the best construction resources and information to help you improve your business. Through this partnership, you have access to a wide range of money-saving benefits and services including:

- **Group Savings**  
6 percent discount off your workers' compensation insurance policy.
- **Safety Training and Consultations**  
Learn to make your workplace safe with specific safety seminars and training devised for the construction industry.
- **24/7 Claims Reporting**  
Get access to highly-qualified claims representatives should a work injury occur.
- **State Fund Medical Provider Network**  
Gain access to a wide selection of physicians approved for the treatment of work-related illnesses and injuries.
- **In-house Fraud Investigation**  
Join forces with our fraud team to combat workers' compensation insurance fraud.

To learn more about this partnership, contact your broker, or call State Fund directly at (800) 727-5792.

You know the drill—take advantage of the PCCA/State Fund partnership!

The Placer County Contractors Association & Builders Exchange is a proud member of the Golden State Builders Exchanges (GSBE). The GSBE is an association of builders exchanges that is dedicated to providing the very best in construction services and information statewide.



## Winter Construction Safety

Neither snow, nor ice, nor arctic winds... will keep builders from building! This is a year-round industry that requires adaptations on the part of builders to accommodate the changing seasons.

In most parts of the country, heating becomes a major issue for new construction projects in the winter and portable heaters fueled by propane are generally the most viable solution. However, there are obvious safety concerns when using large, high-BTU, portable heaters - there is the potential for harm to the structure you're building and your workers if they are not properly used.

To avoid the potential for heater-related mishaps, remind your workers of these safety precautions:

- Have heaters inspected, tested, and repaired if necessary by a qualified LP-Gas technician prior to the heating season.
- Be sure to keep propane tanks upright, at least six feet from the actual heater, and on a firm, level surface.

*Story continues on page 3*

## Another Upgrade Is In The Works

We are pleased to announce that the February issue of *The PCCA Safety e-Zone* will have several improvements. Our friends at C&S Publishing, who produce this remarkable digital magazine each month, have worked hard to improve the look and functionality of this clean and green digital publication.

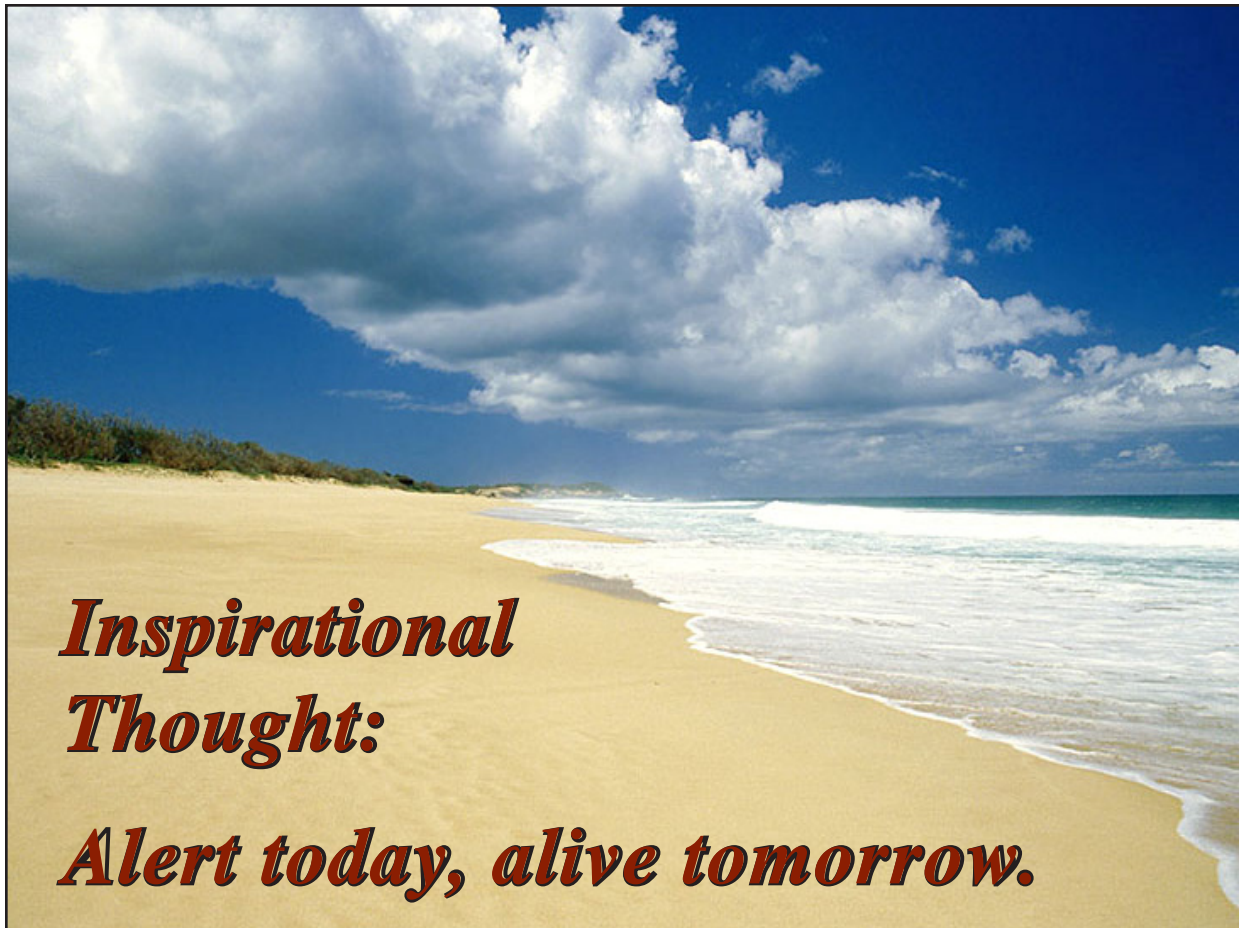
The new magazine will be MUCH easier to print, and

the navigation bar will be improved with new features. They have also been working to reduce the size of the magazine so that it will download faster.



### INSIDE THIS ISSUE:

Winter Construction Safety	Page 3
Part One: Safety Series	Page 4
Employee Safety Orientation	Page 5
Alert: Scissor Lift Failure	Page 6
Ladder Recall Information	Page 7
Air-Purifying Respirators	Page 8
Electrical Safety	Page 9
Is Your Forklift Causing Headaches?	Page 10
Cal/OSHA Code Changes	Pages 11 - 12
Safety Links	Page 13
Advertising Information	Page 14



***Inspirational  
Thought:  
Alert today, alive tomorrow.***

The Placer County Contractors Association, Bob Bouzard, Executive Director  
Chae' Gale, Editor, *The Safety e-Zone*

Roseville Planroom

10656 Industrial Ave., Suite 160, Roseville, CA 95678

Phone: (916) 771-7229 • Fax: (916) 771-0556

E-mail: Admin@placerbx.com

Web site: www.PlacerBX.com/

Auburn Planroom

271 Auburn Ravine Road, Auburn, CA 95603

Phone: (530) 889-3953 • Fax: (530) 889-3956

The Placer County Contractors Association publishes *The Safety e-Zone* monthly for the benefit of its members. This information may NOT be copied, reproduced or distributed to non-members of the PCCA without the express written consent of the PCCA. All materials, artwork and designs copyrighted. The paper is produced in both electronic format, as well as a small print run. The electronic edition is available without cost at [www.PCCAe-Zone.com](http://www.PCCAe-Zone.com) and the printed editions can be obtained at the PCCA Planrooms. All articles are the sole responsibility of the authors and do not necessarily represent the views of the Placer County Contractors Association Board, staff or members, who also do not accept any responsibility for any errors or omissions.

**ADVERTISING INFORMATION:** *The Safety e-Zone* accepts advertising from members and also non-members. PCCA members receive a 15% discount off published rates, which can be found in this publication. For more information, ad sizes and discounts contact Eve at C&S Publishing at (916) 359-6596 or send her an e-mail at [CandSpub@surewest.net](mailto:CandSpub@surewest.net)

# PCCA Placer County Contractors Association

## Your Builders Exchange

### Membership Benefits

Plans On-Line

Two Planrooms

Private Project Planroom

Daily Email Updates

Weekly Construction Newsletter

Monthly Safety Newsletter

Membership Directory Online & Semi Annual Publications

Referral Services

Copy and Printing Services

Advertising & Marketing Opportunities

Group Health Insurance Program

Group Workman's Comp

Group Liability

Networking Opportunities

Social Affairs

Training and Educational Workshops

Voice in local Government and Community Affairs



#### To join you must be:

- A Licensed Contractor
- An Architect or Engineer
- A Supplier or Manufacture
- Provide a service to the Construction Industry

For more information on how to join  
Contact Annee Canos at 916-771-7229

Obtain quality services for you, your business and employees

Attend educational and training courses coordinated by our professional staff

Acquire bidding opportunities for your company

Save money.....through workmans comp, medical insurance, print on demand & more..

Access to the latest industry information

Keep up with your competitors

Develop professional relations

Be apart of an association that cares about you and your business

Auburn Office: 530-889-3953

Roseville Office: 916-771-7229

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

# Winter Construction Safety

*Story continued from front page*

- Do not use heaters in an area where they may easily ignite combustible materials (e.g., paint, paper, or plywood). Do not place a heater directly on a plywood floor -- position it instead on a 4-foot by 4-foot square of fire-resistant drywall or cement-board.
- Protect all hoses from physical damage and exposure to excessive heat. Avoid running hoses through a doorway, as a closed door will pinch the hose, thereby causing potential damage to the hose and improper gas flow to the heater. If a hose runs through a window, make sure to put a block on the sill to prevent the window

from closing on and pinching the hose.

- Do not operate a heater in an unvent-ilated area. Always crack a few windows (on the second floor, where possible) to evacuate excess accumulation of fumes and heat.
- Do not use site heaters in a manner for which they were not intended (e.g., cooking or warming/drying clothing).

For complete safety instructions, always follow manufacturer and OSHA guidelines. You can also call the [National Propane Gas Association](#) at 202-466-7200.

## Workers Should Take Precautions In Cold Weather

When the temperature turns south for the winter, construction workers need to take precautions to protect themselves against the cold weather, according to the Occupational Safety and Health Administration (OSHA).

“When the body is unable to warm itself, serious cold-related illnesses and injuries may occur,” OSHA warns, “and permanent tissue damage and death may result.”

### Hypothermia

Workers who are exposed to a combination of low temperatures, not necessarily below freezing, and brisk winds or wet clothing can succumb to hypothermia, in which body temperature drops to or below 95-degrees Fahrenheit.

The first thing to do for a case of hypothermia is to call for emergency help. On land, workers suffering from hypothermia should be moved to a warm, dry area. Wet clothing should be replaced by dry clothing or blankets. If the person is alert, they should drink warm, sweet beverages, but avoid coffee, tea, hot chocolate or alcohol.

Have the person suffering from hypothermia move their arms and legs to create muscle heat. If they are unable to do this, place warm bottles or hot packs in the arm pits, groin, neck and head areas. However, do not rub the

person’s body or place them in warm bath water, which can stop the heart.

Prolonged exposure to below-zero temperatures can lead to frost bite, in which the skin becomes pale, waxy, hard and numb. Fingers, hands, toes, feet, ears and the nose are usually affected.

### Frost Bite

For frost bite, seek medical attention as soon as possible. Move the person to a dry area and remove any wet or tight clothing that might be cutting off the flow of blood to the affected area. Do not rub the affected area. Gently place the affected area in a warm (105-degree Fahrenheit) water bath and monitor the water temperature to slowly warm the tissue. Pouring warm water directly on the affected area can result in tissue damage by causing it to warm up too quickly. Warming takes about 25-40 minutes.

After it is warmed, the affected area can become puffy and blister and have a burning feeling or numbness. When normal feeling, movement and skin color have returned, the affected area should be dried and wrapped to keep it warm.

To avoid severe tissue damage, if there is a chance the affected area will get cold again, do not warm the skin. OSHA recommends a number of precautions for work-

ers who are working under cold-weather conditions:

- Recognize the environmental and workplace conditions that lead to potential cold-induced illnesses and injuries.
- Learn the signs and symptoms of cold-induced illnesses and injuries and what to do to help the worker.
- Train your workforce about cold-induced illnesses and injuries.
- Select proper clothing for cold, wet and windy conditions. Layer clothing to adjust to changing temperatures. Wear a hat and gloves, in addition to underwear that will keep water away from the skin (polypropylene).
- Take frequent short breaks in warm, dry shelters to allow the body to warm up.
- Avoid exhaustion or fatigue because energy is needed to keep muscles warm.
- Drink warm, sweet beverages (sugar water, sports-type drinks). Avoid drinks with caffeine or alcohol.

- Use the buddy system; work in pairs.
- Eat warm, high-calorie foods like hot pasta dishes.
- Perform work during the warmest part of the day.

Workers should also be aware that they are at increased risk in a cold work environment when:

- They have predisposing health conditions such as cardiovascular disease, diabetes and hypertension.
- They take certain medication. Check with your doctor, nurse or pharmacy to find out if any medicines you are taking can affect you in the cold.
- They are in poor physical condition, have a poor diet or are older.

For more information on construction safety issues, email George Middleton at the NAHB or call him at 800-368-5242 x8590.

*This article was provided by NBN Online and NAHB’s Construction Safety & Health Committee*



# Safety: How Does That Affect Me

*Part one of a six part series exclusively for our readers*

By James Boretti, CSP  
President / CEO, Boretti, Inc.

**C**an safety contribute to an organization's success? This is a question often asked, especially when an organization embarks on developing a safety process for the first time.

Before we explore this idea, let's establish an understanding of a couple of common terms that will be discussed in this article: "organization" refers to the company, business, non-profit, institute or agency for who

you work; and, "safety process" refers to the continuous effort you or your organization makes to minimize exposures and maximize assets such as human resources.

If you've read this far, chances are you are starting to formulate a couple of questions: why would safety's contribution to the organization be important and why should I consider this since my job includes regulatory monitoring and case management?

The answers are simple: avoidance is not a good motivator and safety many times is viewed as an expense (if you are in human resources, you can relate). So, the challenge is how do we change this?

## SAFETY PROCESS FACETS

There are several facets to a safety process, with each playing a role on how safety can be a successful integral part of an organization. These include:

- Reasons – other than OSHA, why would an organization develop a safety process?
- Costs – the expense and return on investment of a safety process.
- Integration – how can safety be seamlessly integrated into an organization's operations?
- Measures – how can you measure safety as contributing to injury reduction while simultaneously contributing to an organization's efficiency and profitability?
- Competitiveness – how can you enhance your safety process to give you a competitive edge?
- Barriers – how do you overcome the obstacles and people who block success of the safety process?
- What's In It for Me – how can safety contribute to MY success?

To understand how safety can contribute to the success of an organization, we must first understand that safety is a process, a system that is integral in the organization's operations. To be successful, safety has to be part of the organization's culture; the way things are done. That is easy to say, but hard to accomplish.

This is the beginning in a series of six articles in which we plan to explore these safety process facets and provide practical ways to accomplish your safety goals. Please give us feedback on how these articles help you and any focused questions we can answer: I look forward to hearing from you.

*About the Author: James Boretti is the President and*

*founder of Boretti, Inc. James has over twenty three years of environmental, health and safety management and consultation experience. He is a Certified Safety Professional, a prestigious designation he has held for over eleven years. Boretti, Inc. is an international award winning EHS professional firm. Service focus is on reducing enterprise exposure using EHS as the vehicle to achieve the client's mission and objectives to meet their human resource, environmental, safety, and social intelligence responsibilities. Regulatory compliance is an outcome of the services delivered. Boretti, Inc. is a member and partner with the Fresno Builders Exchange.*

## Business Safety Resource Professionals

How does working safe affect your bottom line?

Let us show you the way

- Programs, training, assessments, problem resolution, 10 & 30 Hour OSHA Construction, etc.
- Credible staff with over 83 years of combined experience



Using safety as a business tool

- ✓ Solve Problems
- ✓ Increase Revenues
- ✓ Lower Insurance Costs
- ✓ Reduce Business Exposure
- ✓ Decrease Key Personnel Injuries
- ✓ Sustain Compliance

**Measured Results:**  
\$ Lowered ex-mod to 69%  
\$ Reduced claims costs \$1 million to under \$19,000  
\$ Achieved 1.25 million work hours without a loss time injury

**BORETTI, INC.**

INTEGRATED SAFETY SOLUTIONS

www.borettiinc.com  
(559) 679-8659

Call / E-mail us today  
Because your business wants you to!

We are proud to contribute to our client's success

\* References available

*To be successful, safety has to be part of the organization's culture; the way things are done. That is easy to say, but hard to accomplish.*

**SAFETY STARTS HERE**

# Perfecting Your New Employee Safety Orientation

By Donna Pearson Chadwick, Founder  
Pearson Safety Services (PSS)

It takes real commitment on behalf of everyone involved in a company to create and implement a complete safety culture for every employee. I speak about safety cultures and not programs because anyone can write a safety “program.” The implementation of a safety culture is an ever-evolving pledge that a company must make, to all employees, to consistently keep current staff on target, as well as when training new employees.

Beginning with your new safety orientation program, safety must be a top concern for new employees, as well as staff that has been with your company for years. Just as a group is only as strong as its weakest member, your staff is only as safe as its least concerned worker. From the day an employee is hired, safety must be a top priority. The goal of new employee safety orientation is to instill the qualities that motivate them to achieve safety excellence. It is important to work with a safety expert to customize a program for your safety orientation and implementation in order to properly educate staff, from your newest employee to your seasoned worker.

New employee safety orientation that educates staff on your company’s specialized safety culture creates an environment in which every worker is personally committed to his or her own safety as well as the safety of every single one of their colleagues. When working with a safety consultant firm, look for new hire orientation programs that provide annual training required by OSHA for all current and perspective employees, both onsite and online. I recommend it as an annual requirement as it is an excellent safety refresher course for even the most safety-conscious employee. This way, proper safety is always at the forefront.

A real safety culture is a complete change in attitude that becomes part of each individual’s lifestyle and daily habits, whether at home or at work. Trying to achieve this in the construction world can be even more difficult since the environment is constantly changing, the workforce is spread out, and top management is sometimes

rarely seen. However, from day one, a safety culture is the real key to keeping workers safe regardless of the environment or how hazardous the jobsite is.

Safety cultures are ever-evolving and, unlike a safety program, it is not a one-time accomplishment through your new hire orientation. This mindset and culture must not stop once an orientation is complete. A safety culture is a philosophy to keep at the center of daily activity for everyone involved in your company and on your jobsites. Rather than simply writing a set of policies, procedures and reports, it’s important for companies to include safety in its everyday mission and strategic plans. A safety culture is an investment that every company should take seriously and, when done properly, an investment that should implement the following strategies:

- Safety programs
- Drug free workplace
- Risk management
- Accident investigations
- Continual training
- Material safety data updates
- Knowledge of how to handle OSHA visits
- Jobsite daily checklists

Within a safety culture, safety must always come first and consider everyone involved. Safety procedures must not simply be done as a matter of compliance, in the hopes of avoiding an accident, nor should accidents ever be seen as an inevitable part of life. The field of construction is finally reaching the mindset that accidents must always be viewed as preventable. Site audits of contractor projects and individual jobsites should be completed for compliance and reported directly to management. This enables owners and managers to be proactive with their safety program and provide input at the management level. In turn, employees can be confident that management is diligent in keeping their worksites safe. An effective safety culture should set its standard at zero accidents. Setting a target that includes any accidents actually condones even one accident and that is unacceptable.

Look for a safety consultant company that will be a true partner and work with you monthly to perform regular

safety culture checks. The company should help you ascertain the average number of projects per year, number of employee turnover, any special training to fit your market niche and annual OSHA required training.

The goal of your safety consultant firm is to help lower your experience modification rate (EMR). The consultant company should keep confidential loss-run insurance information and EMR’s to help monitor and reduce accident exposures and potential raise in premiums when it comes time to renew business insurance the following year.

Make sure you have empowered the people in your workforce with the knowledge they need to recognize the hazards on the jobsite. Too many times it is assumed that the employee has the knowledge to protect him/her when in fact his/her training may have been by someone who has taken shortcuts for years and gotten away with it. Training should be behavioral based to let the em-

ployee take responsibility for his/her own actions.

Safety should never be viewed as a business risk or cost. In fact, upon developing the best standards for your workplace, a safety culture should be a risk free and profitable venture. MOD rates should drop considerably, resulting in reduced premiums. By being implemented from the beginning at your new employee safety orientation, and continued through annual refresher courses, a safety culture provides a win/win situation at every turn.

*Donna Pearson Chadwick, Founder of Pearson Safety Services (PSS), is a Certified Safety Professional (CSP). She have more than twenty years of experience in the safety field, and in 2002, she earned her CSP recognition, the highest recognition by the Board of Certified Safety Professionals (BCSP). She also holds a Specialty in Construction Safety Certification from the BCSP.*





## Providing California's Construction and Building Industry with the most Employee Benefits Choices!!!

- Medical
- Dental
- Vision
- Chiropractic
- Acupuncture
- Individual Plans
- Medicare Plans
- Long Term Care
- Disability
- Life

Representing all Major Insurance Carriers *plus*  
The Exclusive PCCA Health Insurance Program

Take advantage of the buying power of  
over 40,000 Insureds with Plans and Benefit  
Options available to Members Only!

For more information and quotes please call  
Sara Thomason – Insurance Program Manager  
Q&A Insurance Marketing, Inc.

# (916) 933-6776

[www.qaim.com](http://www.qaim.com)  
Quality Service & Attention to Detail, Since 1969  
CA License 0B17048



The Exclusive Provider Partner  
for the PCCA Insurance Program

**Simplicity...**  
of "One Stop" benefit shopping

**Flexibility...**  
to create customized Benefit  
plans to meet your needs

**Competitive...**  
benefit plans to attract and retain  
the best employees

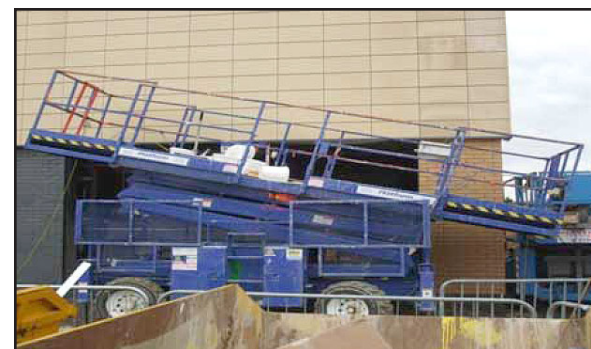
**Comprehensive...**  
service that exceeds expectations

**Stability...**  
from over 35 years of service

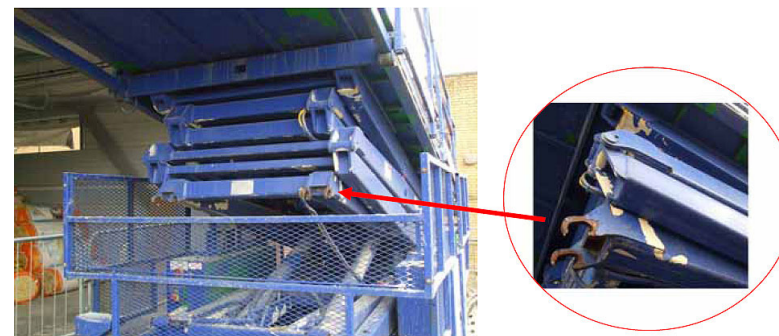
# Safety Alert

## Scissor Lift Failure

An incident recently occurred at a Kier Group work site that involved a 1999 model SKY-JACK TYPE 8841 SCISSOR LIFT MEWP. The MEWP was being raised from its base position with two men on board when a noise was heard and the machine was stopped. Those on board and a third workmate observing at ground level looked for any obstruction etc. Having found nothing they attempted to continue to raise the platform when a loud bang was heard, at the same time the front end collapsed into the position shown below.



Fortunately the working platform had been raised less than 2 meters at the time and although the operatives were pitched forward, they were not seriously hurt and were able to climb down to ground level. The rear end of the scissor packs' scissor arms had sheared from their base pivot-pin connectors as shown below, the close up shows one of these two failures.



Initial examination identified oxidization, a suggestion of developing fatigue and fatal stress fractures. This quipment has been recovered for detailed examination by Skyjack and the HSE.

The MEWP provider has advised that their engineers have since inspected all other examples of this make/model of scissor lift on their fleet, and report that no visual signs of any inherent fault were found.

Pending notification of any findings from Skyjack/HSE's investigations, the following management action is to be taken on Kier Group sites:

- All examples of the SKYJACK 8841 model of MEWP are to be identified and taken out of service immediately, pending inspection by an engineer and written confirmation from the owner/supplier of being fit for use.
- All other scissor lifts on Kier Group sites are to be subject to an inspection, paying particular attention to scissor arm base connections prior to further use. Inspection being undertaken by the competent operator and findings recorded in the Project Register. Should there be any cause for concern identified the MEWP is to be taken out of service, pending a thorough examination to be arranged by the owner/supplier of the equipment.
- Operators/users of scissor MEWPS are to be given a toolbox talk based on this alert, emphasising the importance of:

- Operators diligently undertaking their daily checks/weekly inspections in accordance with manufacturer's instructions
- Users as well as operators remaining alert to any developing fault/deterioration
- If in any doubt, taking the machine out of service and reporting to management.

# Important Safety Recall

## Louisville Ladder Certain Type IA, Type I and Type II "D" Rung Fiberglass Extension Ladders

The fly section on the ladder may bind without locking.

The following Louisville/Davidson ladders are affected:

534-XX (24' – 40")	FE3224-E03	FE3228-E03E34
574-XX (24' – 32')	FE3224-E08	FE3232
578-XX (28' and 32')	FE3224-LO32	FE3232-E03
618-XX (24' and 28')	FE3228	FE3236
FE1724	FE3228-010002	FE3240
FE1728	FE3228-740037	L-3022-XXPT (24' – 32')
FE3224	FE3228-E03	L-3121-24

(On the ladder, the "XX" will identify a particular model size).

**Only ladders with manufacture dates/date codes of September 2007 and October 2007 are affected.**

Ladders manufactured during September 2007 and October 2007 but with two green dots near the bottom of the left side base rail have already been inspected or repaired and are not affected.



The model number can be located on the model number label on the left side rail of the ladder.



If your ladder is affected, STOP USING IT IMMEDIATELY, and call Louisville Ladder toll free at **1-800-660-4356** between 8:00 a.m. and 5:00 p.m., Eastern Time, Monday through Friday, or at [www.louisvilleadder.com](http://www.louisvilleadder.com) for information on how to inspect and receive compensation if necessary.

# Important Safety Recall

## Michigan Ladder Certain Type IA, Type I and Type II "D" Rung Fiberglass Extension Ladders

The fly section on the ladder may bind without locking.

The following Michigan ladders are affected:

**386124    386128    386132    386136    386140**

(On the ladder, the "XX" will identify a particular model size).

**Only ladders with manufacture dates/date codes September 2007 and October 2007 are affected.**

The model number can be located on the model number label on the left side rail of the ladder.



**Michigan Ladder Label Location:**  
- Left hand side rail  
- Model Number above OSHA stamp

- Date of Manufacture is punched out on separate label under bar code.

Ladders manufactured during September 2007 and October 2007 but with two green dots near the bottom of the left side base rail have already been inspected or repaired and are not affected.



If your ladder is affected, STOP USING IT IMMEDIATELY, and call Louisville Ladder toll free at **1-800-660-4356**

between 8:00 a.m. and 5:00 p.m., Eastern Time, Monday through Friday, or at [www.louisvilleadder.com](http://www.louisvilleadder.com) for information on how to inspect and receive compensation if necessary.

# Air-Purifying Respirators In Construction

**C**onstruction workers wear a respirator to protect you from breathing dangerous dusts, fumes, or gases – like silica, welding fumes, or carbon monoxide.

Respirators come in different styles and with different filters or cartridges, depending on what you're protecting against and how much is in the air.

## Types of Respirators

There are two kinds of respirators – supplied air and air purifying.

Supplied-air respirators give you clean breathing air from a compressor or compressed-air cylinder. These respirators are used in some of the most dangerous conditions. There are self contained breathing apparatuses (SCBAs) like firefighters wear on their backs or air-line respirators connected to a hose.

If there is not enough oxygen or no one is sure what is in the air where you're working, OSHA says you must use an SCBA or air-line respirator with a small compressed-air cylinder for backup. If you use a supplied-air respirator without the right training, you can be killed. (Most construction that requires breathing protection uses air-purifying respirators.)

Air-purifying respirators clean the air you breathe. Some have a blower to make it easier to breathe. But they do not provide oxygen. Air-purifying respirators are disposable or rubber or rubber-like masks. One may cover your whole face or part of your face. Each mask has 1 or 2 filters or cartridges that get changed. You must have the right filter or cartridge for each hazard.

Filters can protect against tiny particles, dusts, mists, or fumes. Filters have the letters "HEPA" or have a letter and number like P-100 or N-95. The letters tell if the filter works when there is oil in the air:

- N means Not resistant to oil
- R means Resistant to oil
- P means oil-Proof

A bigger number after the letter means the filter protects better. (For dusts like asbestos, lead, and silica, you must use a HEPA or a 100 filter). You must change a filter when it is hard to breathe through.

Cartridges can protect against solvents, acid gases, or other gases and vapors. A cartridge for acid gases will not protect you if you are exposed to solvents. Some combination cartridges can protect against dusts and gases, but no cartridge can protect against all hazards.

You and your employer must learn when to change the cartridges, depending on the type and amount of toxic gases or vapors in the air.

## Protect Yourself

You may need a respirator if:

- you are working around asbestos or lead-based paint
- you are chipping or cutting concrete or drilling rock that contains silica
- you are sanding, cutting, torching, or welding – or using a generator – in a space without good ventilation.
- The toxics in the air are above the permissible exposure limit (PEL) set by OSHA – or you don't know they are not above the PEL
- There is no other way to keep down the exposure levels. So, local-exhaust ventilation, new tools, and changes in the way you do the work (such as wet methods) do not take care of the problem.

OSHA says the employer must choose the right respirator for you, depending on the hazard. If a respirator is required, OSHA says the employer pays for the respirator and parts. Before you use a respirator, OSHA says:

- Your employer must have tried to use other controls, like ventilation or safer materials.
- To make sure it is safe for you to wear a respirator, your employer must pay for you to have a medical evaluation

(unless you're using a disposable dust respirator that is not required). You may be asked to fill out a questionnaire for a doctor or health care practitioner to check. Or you may need a physical exam if you work around some materials like lead or asbestos.

- You must be trained to use a respirator.
- A mask must be fitted to your face. A quantitative fit test is best.
- Your employer must have a written respirator program.

You must use a respirator that is approved by the National Institute for Occupational Safety and Health, NIOSH. (A NIOSH-approved respirator says "NIOSH" and/or 42 CFR on the box and on filters or cartridges.)

Every time you use a respirator:

- Check for worn, damaged, or missing parts.
- Check the face seal. Use a negative and positive seal check.

Follow the manufacturer's guidelines for care. After you use a respirator:

- Clean it: Put on surgical gloves. Remove filters or car-

tridges. Wash the mask in 110° F water using the manufacturer's recommended cleaner or mild detergent. Rinse, then dry.

- Store the respirator in a rigid plastic container away from heat and light
- Dispose of used parts properly.

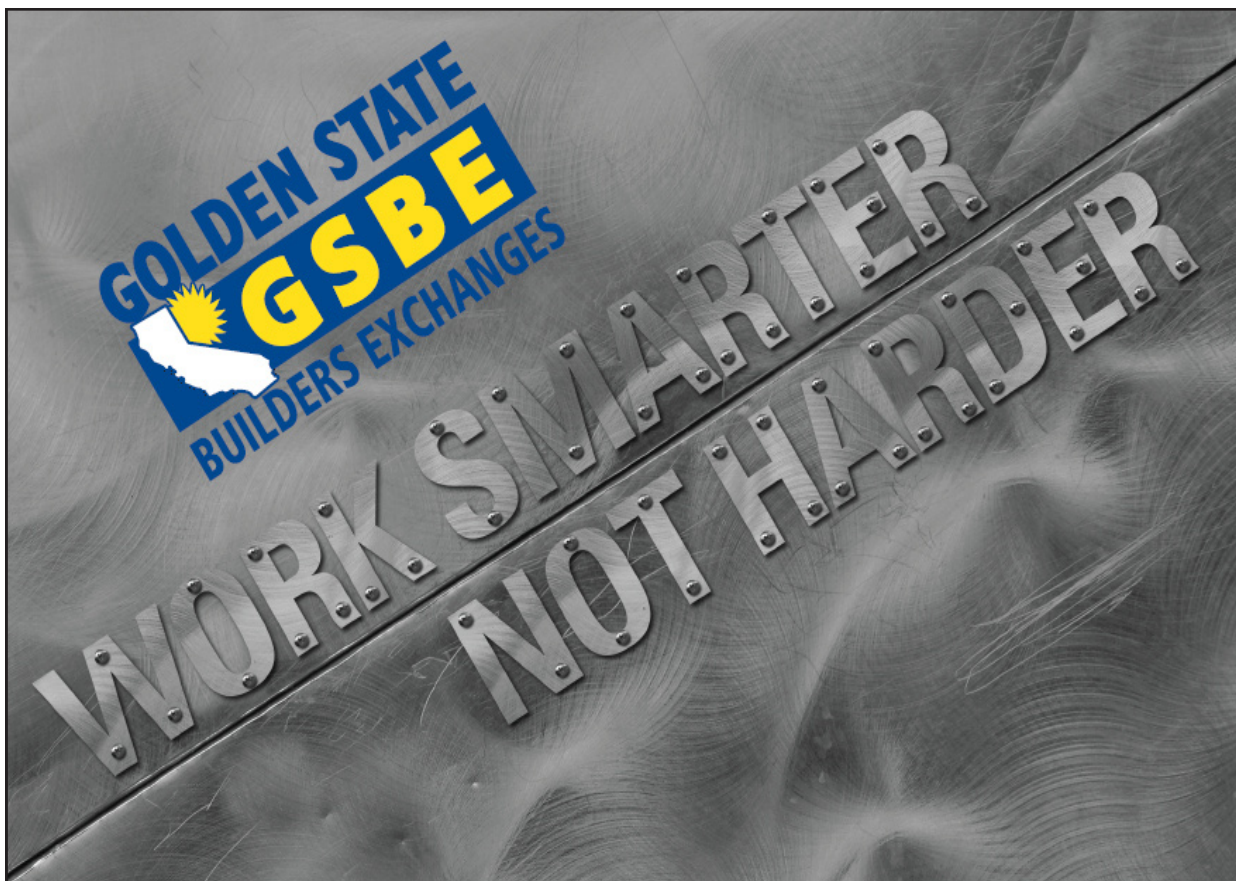
Take care of the respirator so it can take care of you.

If you have questions, call your local union, the Center to Protect Workers' Rights (301-578- 8500 or [www.cpwr.com](http://www.cpwr.com)), the National Institute for Occupational Safety and Health (1-800-35-NIOSH, or [www.cdc.gov/niosh](http://www.cdc.gov/niosh)), or the Occupational Safety and Health Administration (1-800-321-OSHA, [www.osha.gov](http://www.osha.gov)). Or go to [www.elcosh.org](http://www.elcosh.org).

*This article courtesy of the Center to Protect Workers' Rights. CPWR is a research, development, and training arm of the Building and Construction Trades Dept., AFL-CIO: CPWR, Suite 1000, 8484 Georgia Ave., Silver Spring, MD 20910.*







### Special Offer for GSBE Members: Online Safety Training Discounts!

GSBE has negotiated a **10%** member discount off the price of ClickSafety's award winning Online Safety Training Courses. Why 5,000+ companies turn to ClickSafety's Risk Management Solutions:

- Self-paced courses, available 24/7 from any Web connection
- Less expensive and more convenient than **classroom training**
- **Tracking and record keeping helps you audit employee compliance**
- Department of Labor OSHA safety and health course completion card for graduates
- Designed by Certified Safety Professionals (CSP) and Certified Industrial Hygienists (CIH)

Now, with special GSBE member pricing, it's time to get on board with Safety Training. Sign up, or get full course descriptions and requirements at:



[www.ClickSafety.com/GSBE](http://www.ClickSafety.com/GSBE)

**ClickSafety** – an official GSBE Business Partner and Authorized OSHA Online Outreach Training Provider.

[www.ClickSafety.com/GSBE](http://www.ClickSafety.com/GSBE) - 1.800.971.1080

#### From ClickSafety Customers:

*"If we had to pay for live training courses instead of using ClickSafety, we could easily pay double or triple the cost."*

**Dave Stavropoulos, Corporate Risk Manager, Kroeschell**

*"Being a ClickSafety customer allows our people to go through the course at their own pace and on their own time. The result is a workforce that can be trained without disrupting the whole operation of the company for several weeks."*

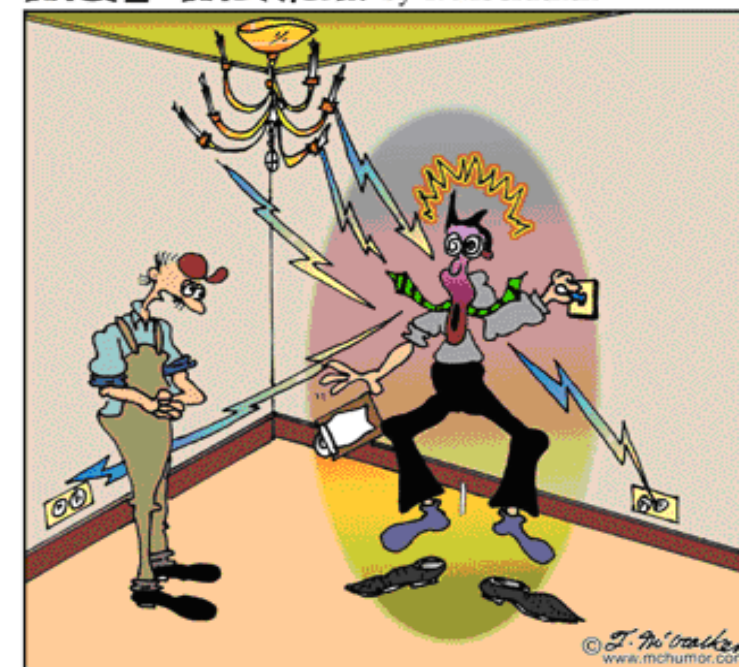
**Mauri Curran, VP of Operations, VRH Constuction**

# Electrical Safety

Questions have arisen concerning the need for electrical safety training for certified or qualified electrical employees. The reason for such training is based on the increasing numbers of work-related electrical injuries. One worker is fatally injured in the U.S. each day from contact with an electrical source. This equates to approximately 7% of all fatal accidents in the workplace. Annually there are estimated to be 3,600 disabling and 4,000 non-disabling electrical related injuries. OSHA has become concerned over the increasing rates and they plan to begin citing electrical hazards under NFPA 70E, "Standard for Electrical Safety in the Workplace."

To get a better understanding of working with electricity lets take a look at the National Electrical Code and the Standard for Electrical Safety in the Workplace.

**MCHUMOR.COM** by T. McCracken



*"What makes you think this room was not wired properly?"*

- NFPA 70, The National Electrical Code – This code describes the wiring methods to be used for various types of installations and occupancies. It relates in detail how wiring is to be installed and equipment that must be used. This code was developed from accidents, fires and catastrophic losses caused by improper wiring methods. It creates a minimum standard that all electrical installations must meet to prevent electrical problems from developing.

- NFPA 70E, Standard for Electrical Safety in the Workplace – This standard establishes minimum safe work practices that are designed to protect the worker from serious injury or death in the workplace. This standard first came about 24 years ago and has been expanding due to the increasing numbers of electrical injuries and fatalities that are occurring. This standard establishes minimum safe practices for the qualified as well as the non-qualified electrical workers that may come in close proximity to live electrical parts or recognized electrical hazards.

Although many qualified electrical workers and licensed

electricians have a working knowledge of the wiring methods, unfortunately, many are not aware of the safety requirements of working "live" or in close proximity to electrical circuits. Under 70E, the qualified electrical worker is "One who has skills and knowledge related to the construction and operation of electrical equipment and installations and has received safety training on the hazards involved." The 70E Standard also covers many subjects related to electrical maintenance and common, every day, occurrences that have the potential of causing injury or death.

The 70E Standard has been developed for your protection from electrical hazards in the workplace. Not all certification electrical courses have the expanded 70E Standard as part of their curriculum, thus leaving a dangerous gap in required safety knowledge. It is important to understand and follow the safe practices to ensure your safety as well as the safety of those around you, regardless whether they are qualified electrical workers or not.



# Get the Best Coverage At the Most Competitive Rates!

THE BEST CONSTRUCTION PLANS INCLUDE TRUSTED INSURANCE

License No. 0E67768

Placer County Contractors Association & Builders Exchange



## PCCA Endorses IOA Insurance Services

IOA will work with Members to make sure they have access to "A" rated carriers at the most competitive pricing available in the marketplace for your general liability, commercial property, business auto, equipment, bonding, and workers compensation insurance.

### IOA Insurance Services

License No. 0E67768

#### Areas of Specialization

- General Liability
- Business Auto
- Property and Equipment
- Umbrella
- Surety Bonding
- Risk Management
- State Fund Workmans Compensation

Receive your Free Quote

916-361-6527 or [pcca@ioausa.com](mailto:pcca@ioausa.com)

# 916-361-6527

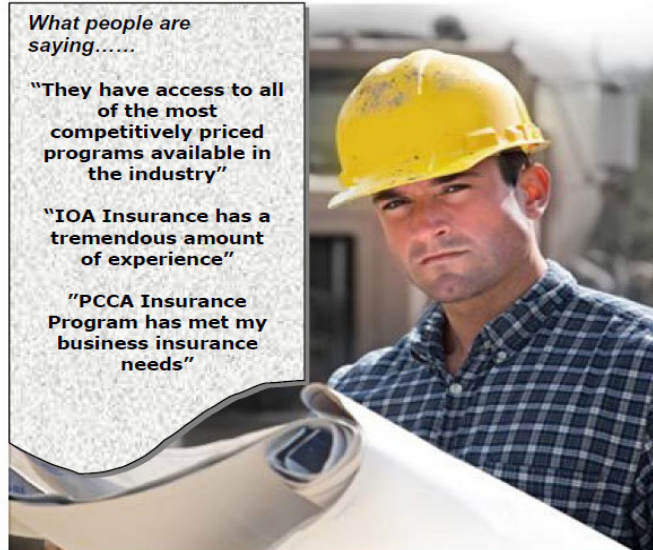
# START SAVING TODAY!

What people are saying.....

"They have access to all of the most competitively priced programs available in the industry"

"IOA Insurance has a tremendous amount of experience"

"PCCA Insurance Program has met my business insurance needs"



**Ken Wagner**

**Commercial Insurance Specialist**

Ken and his team will be contacting all members over the course of the next few weeks to introduce themselves. In the meantime, think of IOA first when it comes to your business insurance needs.

Ken can be reached at 916-361-6527, or [pcca@ioausa.com](mailto:pcca@ioausa.com)

## Is Your Propane Forklift Causing Headaches...Or Worse?

Every year, there are hundreds of accidental deaths in the United States from carbon monoxide poisoning. Some of these deaths occur in the workplace. The Bureau of Labor Statistics reported 21 worker deaths in private industry from carbon monoxide exposure in 2001.

Carbon monoxide (CO) is a colorless, odorless, tasteless, non-irritating gas, so you don't know when you are breathing it. Normally, when we breathe, the hemoglobin in our blood combines with oxygen and transports it throughout our body. When CO is present, it combines 200-250 times more readily with hemoglobin, depriving the body of necessary oxygen.

Symptoms of carbon monoxide poisoning may include headache, fatigue, dizziness, shortness of breath, nausea, vomiting, loss of consciousness, and coma. Because some of these symptoms are common to other illnesses, CO poisoning is often misdiagnosed. Severe poisonings can result in permanent damage to the brain, nerves, and heart or even death. Even at low levels of exposure, where the worker may not experience any symptoms, CO may contribute to heart disease and have adverse effects on the fetus of a pregnant woman.



How much CO is too much? Cal/OSHA has two exposure limits for CO. The average exposure for an 8-hour day cannot exceed 25 parts per million (ppm) and exposures may never exceed 200 ppm. Worker exposures can be measured easily and inexpensively with color diffusion tubes. More sophisticated equipment is also available.

All propane-powered forklift trucks produce some carbon monoxide because of the incomplete combustion of fuel, but a poorly maintained truck can produce extremely high concentrations of CO. In a poorly ventilated area, dangerous levels of CO can build up even with a well-maintained truck. So what can you do to protect your workers from carbon monoxide poisoning?

To protect workers from CO:

Use electric forklifts indoors or in enclosed spaces. This is essential in cold storage rooms or other poorly ventilated areas.

Set up a regular maintenance program for your propane forklift. Various maintenance problems can lead to higher CO emissions.

Check CO emissions when tuning your engine. Tuning by "sound" and "performance" is likely to result in a rich fuel mixture, which produces higher CO concentrations.

Install a three-way catalytic converter in conjunction with an air-to-fuel ratio controller. In addition to removing up to 99% of the CO emissions, toxic NOx and hydrocarbons are also removed.

Allow your engine to warm up outside. A cold engine produces more CO.

Ensure the work area is adequately ventilated.

Train your employees to recognize the signs and symptoms of CO poisoning.

If you suspect someone has CO poisoning, remove the person to fresh air and call 911.

# Cal/OSHA Code Changes You Need To Know

The year 2008 will be remembered for some positive and not so positive reasons. But one thing you might not be aware of is all the changes that occurred in occupational safety and health regulations. There are several significant changes that occurred regarding Cal/OSHA codes.

Here is a “brief” recap of what has changed and been approved in the year 2008:

**Low Voltage Electrical Systems (effective May 5, 2008)** – many, many changes have been made in this area, ranging from definitions to introduction of new sections. There are 123 pages of the code that include revised text. While most of the text focuses on expanding and clarifying definitions for specific industries (i.e., agriculture, cell communication systems, etc.), there are some new codes introduced to reference and incorporate other national codes, such as 70E.

The most prominent that appears to affect FBE members are as follows:

- Acceptable – the definition of an acceptable electrical installation is now clarified as one that is approved by a new standard, section 2305.4 of the electrical safety orders (see below).
- Accepted – the definition of an accepted electrical installation is one that has been inspected and found by a nationally recognized testing laboratory to conform to specified plans or to procedures of applicable codes.
- Qualified Person – by definition with regard to electrical systems is now defined as a person, designated by the employer, who has received training in and has demonstrated skills and knowledge in the construction and operation of electric equipment and installations and the hazards involved.
- Extent of Application – requirements applicable to all installations apply to all electrical installations and utilization equipment, regardless of when they were designed or installed.
- New codes now affect the following (note: all of these were either not in existence or repealed until now):

- Examination, Installation, and Use of Equipment
- Conductors
- Insulation Integrity
- Circuit Impedance and Other Characteristics
- Mechanical Execution of Work
- Mounting and Cooling of Equipment
- Electrical Connections
- Marking
- Identification of Equipment
- Identification of Multiwire Branch Circuits
- Receptacles and Cord Connectors
- Outlet Devices
- Ground-Fault Circuit Interrupter Protection for Personnel – General Industry

Other important areas focus on outdoor wiring, overcurrent protection, grounding and temporary wiring such as the type typically found on construction sites.

To see the full approved text, go to the following link <http://www.dir.ca.gov/oshsb/LVESOapprvdtxt.pdf>

**Drinking Water in Construction (effective August 29, 2008)** – the construction safety order 1524 changes focus on ensuring access to drinking water outdoors by one or more of the following methods: providing drinking fountains, single use serving cups that are sealed for sanitary use, sealed single use water containers (i.e., water bottles), re-useable closable containers for individual employee use (these must be marked as to who the user is). Reusable containers and drinking cups shall not be shared or used in common UNLESS they are thoroughly cleaned and sanitized between use by different users.

**Control of Employee Exposures from Dust-Generating Operations Conducted on Concrete or Masonry Materials (effective October 22, 2008)** – this is a new construction safety order 1530.1 that applies to the use of powered tools or equipment to cut, grind, core, or drill, concrete or masonry materials. The idea is to prevent employee exposure to silica dust commonly found in roof tile, concrete block, and concrete cutting operations on the job site.

Occupational illnesses from silica dust have been increasing in recent years (see Cal/OSHA Alert at this link: [http://www.dir.ca.gov/dosh/dosh\\_publications/P08-019V3.pdf](http://www.dir.ca.gov/dosh/dosh_publications/P08-019V3.pdf)). This standard requires employers to implement procedures that include preventing exposure by use of exhaust ventilation or wet applications, and training of all employees.

**Jobsite Vehicles (effective April 4, 2008)** – this is just a definition change to ensure that a job site vehicle is defined as one that is operated on a jobsite exclusively and is excluded from the provisions of applicable traffic and vehicular codes.

**Construction Personnel Hoists (Car Top Operations) (effective August 16, 2008)** – changes in this standard apply to car top operating devices and control equipment. Provisions include that persons who inspect, maintain, repair, tower erect or dismantle, and who operate the car shall be a competent authorized operator. It also includes provisions for the car top operating devices shall include an emergency stop button, operating devices shall be so located and arranged to prevent inadvertent exposure of the operator to hazards of contact with moving counterweights and stationary elements of the hoist tower, tower tie-ins, or adjacent structure, and the tops of cars shall be enclosed by a standard guardrail and toeboard, except the area between the car top and the midrail may be filled with screen material with maximum openings that will reject a ¾ inch diameter ball.

**Permanent Flooring--Skeleton Steel Construction in Tiered Buildings (effective June 6, 2008)** – this standard clarifies that there is to be no more than 4 stories or 48 feet, whichever is less, between unfinished bolting or welding above the foundation or uppermost permanently secured floor, except where structural integrity is maintained as a result of the design.

**Tools and Protective Equipment (effective January 1, 2009)** – this standard updates the insulating equipment design for high voltage applications to be consistent with NFPA 70E. The focus is on the electrical test for gloves (6-months), sleeves (12-months) and blankets (12-months) to be tested at more frequent intervals.

**Stair Railing Design (effective January 3, 2008)** – the

change in this standard focuses on the change in height of the rail and mid-rail as measured from the tread nose. It applies to stairs installed after April 3, 1997.

**Outdoor Advertising Structures—Fall Protection (effective October 31, 2008)** – the change in this standard focuses on clarifying the type of industrial ladders that can be used to access the platform, and the used of self-retracting lifelines with approved anchorages in conjunction with special, purpose built ladders. Also, the section now clarifies that construction of such structures falls under the Construction Safety Orders and not this General Safety Order (§3412).

**Table Saws (effective July 30, 2008)** – this text changes existing safety orders and creates a new one, Safety Order §4300.1. In effect, there are two significant issues as follows:

- Addition of the terms cross-cutting, ripping and table saw to the definitions section of the safety orders.

*Continued on next page*



# MEMBERSHIP ORIENTATION

**WHETHER YOU'RE A NEW MEMBER, PROSPECTIVE MEMBER OR CURRENT MEMBER, JOIN US AND LEARN HOW THE BUILDERS' EXCHANGE SERVICE CAN HELP YOUR COMPANY! A BRIEF PRESENTATION WILL COVER THE BENEFITS OF:**



**Plan Rooms**  
**Builders' Safety Services**  
**Membership Services**  
**Insurance Programs**  
**Social Events**  
**and more!**

**Tuesday, January 6th ♦ 9:30am – 12:00pm**

**Placer County Builder's Exchange Roseville Office**  
**Please R.S.V.P. to Annee @ 916-771-7229**

# Cal/OSHA Code Changes You Need To Know

*Story continued from last page*

- Creation of the new safety order with regard to manual feed (Class B) table saws. Here is a brief on this new code:
- A hood guard shall be used that completely encloses that portion of the saw blade above the table and that portion of the blade above the material being cut. This guard shall either automatically adjust to the thickness of the material or if manually adjustable, be no more than ¼" from the bottom of the guard and the top of the material being cut (essentially, no more than a ¼" gap).
- Except when crosscutting, grooving, dadoing, or rabbeting, a spreader shall be provided and fastened securely to the saw.
- When ripping, the above-mentioned safe guards shall be in place and the following additional safety precautions taken: anti-kickback's will be provided and used (this is to prevent the fatalities that have occurred in the recent past) and if push sticks are to be used, they shall be provided in several sizes and types suitable for the work to be done.

**Mobile Crane Load Safety Devices (effective August 16, 2008)** – the changes in this standard focus on safety block devices and the date the equipment was manufactured. Definitions regarding anti two-block device and two-block devices (damage prevention features, warning and condition) have been added to the standard.

The code also adds language regarding the following:

- All other mobile cranes manufactured after September 27, 2005, with a maximum rated capacity exceeding 3 tons shall be equipped with a load indicating device, load moment device, or a device that prevents an overload condition. It should be noted that when a load indicator, or angle or radius indicator is not functional, a qualified person shall determine the safe load, angle and radius until the device is properly repaired.

- Anti two-block prevention and warning features include:
- Elestropic boom cranes manufactured after February 28, 1992, shall be equipped with an anti two-block device or two-block damage prevention feature for all points of two-blocking.
- Lattice boom cranes manufactured after February 28, 1992, shall be equipped with an anti two-block device or a two-block warning feature, which functions for all points of two-blocking.
- Articulating boom cranes manufactured after August 30, 2001, equipped with a load hoisting device (winch) shall be equipped with a two-block damage prevention feature.

**Haulage Vehicle, Construction and Maintenance (effective May 11, 2008)** – changes made in this standard affect the inspection and maintenance of brakes. Essentially, brakes are to be inspected and maintained according to manufacturer recommendations. If these recommendations are no longer available, the inspection, maintenance and repairs shall be performed by a qualified person.

There are several additional code changes that have occurred throughout the year that affect agricultural and general industry. To see a complete listing of the new regulations and view the detailed standard language of the items presented in this article, go to this link <http://www.dir.ca.gov/oshsb/apprvd.html>

The State of California and the Federal Government each have required postings for all workplaces. These postings are commonly called employment law posters or labor law posters. As these required posters are updated by the State of California or the Federal Government it is important for each workplace to update their postings. Fines of up to \$7000.00 can be imposed for workplaces not posting the current required posters. These posters are available by [CLICKING HERE](#).

# Safety Links

## Occupational and Industrial Safety

[American Board of Industrial Hygiene](#)  
[Are you a Working Teen-Build a Safety Program](#)  
[Construction Industry Safety and Compliance - OSHA](#)  
[Develop a Jobsite Safety Program](#)  
[Drug Free Workplace - Small Business Workplace Kit](#)  
[Electronic Library of Construction Occupational Safety](#)  
[Hazard Communications for Workers](#)  
[Hazard Control Program](#)  
[How to Plan for Workplace Emergencies](#)  
[Job Hazard Analysis](#)  
[Lab and Chemical Safety Survival Manual](#)  
[Material Safety Data Sheets - Masonry Materials](#)  
[Natl Institute for Occupational Safety and Health](#)  
[Occupational and Environmental Health - Hardin](#)  
[Occupational Health - CCOHS Canadian Center](#)  
[Occupational Health and Safety Resource Directory](#)  
[Physical Plant Safety](#)  
[Risk Management](#)  
[Safe at Work - Youth](#)  
[Safe Work - International Labor Organization](#)  
[Safe Work Documents - CDC](#)  
[Safety and Health at Work - AFL-CIO](#)  
[Safety and Health at Work - ILO](#)  
[Safety - Workplace Checklist](#)  
[Teens - Worst Jobs for Teens](#)  
[Tools for Safety Program Assessment](#)  
[Traumatic Workplace Injuries](#)  
[Well Workplace Safety Workbook and Checklist](#)  
[Worker Safety Sample Forms](#)  
[Workforce Publications - International Labor Organization](#)  
[Workplace Health and Safety](#)  
[Workplace Safety and Health - CDC](#)  
[Workplace Safety Toolkit](#)

[Young Worker's Safety and Health](#)  
[Young Workers Health and Safety Site](#)

## Construction Safety

[Accident Reports - Fatal Facts](#)  
[Carpenter Safety Articles - eLCOSH](#)  
[Construction Checklist for Safety Self-Inspection](#)  
[Construction Health and Safety Resources](#)  
[Construction Safety and Fact Sheet](#)  
[Construction Safety - eLCOSH](#)  
[Construction Safety - NIOSH](#)  
[Construction Safety - Free Fact Sheets](#)  
[Construction Safety Industry Publications](#)  
[Hardwood Dust - Chemical Hazard](#)  
[Hazard Alerts for Building Trades](#)  
[Hazards at Work - Woodworking Industry](#)  
[Jobsite Safety](#)  
[Jobsite Safety Handbook - OSHA](#)  
[Noise and Hearing Loss Prevention](#)  
[Noise in Construction](#)  
[Preventing Fatalities in Construction](#)  
[Safe Work for Youth in Construction](#)  
[Safety Articles - Fine Home Building Magazine](#)  
[Skin Hazards in Construction](#)  
[Work Shop Safety](#)  
[Woodworking on Toxic Woods](#)  
[Woodworking Safety](#)

## Tool, Machine and Equipment Safety

[ATV Safety for Farm, Work, Recreation](#)  
[Chain Saw Safety](#)  
[Hand and Power Tool Safety](#)  
[Hand Signals - Farmers](#)  
[Ladder Safety](#)  
[Machine Guarding](#)

[Machine Shop Safety](#)  
[Mower Safety](#)  
[Personal Protective Equipment](#)  
[Power Tool Safety](#)  
[Roadway Signs and Signals](#)  
[Roof Labor Safety Guidelines](#)  
[Safe Chain Saw Operation](#)  
[Safety Hazards - Tools, Equipment, Machines](#)  
[Saw Hazards - PDF](#)  
[Scaffolds](#)  
[Scaffolding Safety Topics - OSHA](#)  
[Stairways and Ladders - Safety and Health](#)  
[Typing Injury FAQ](#)  
[Woodworking Machinery Safety Checklist](#)  
[Woodworking Machinery Safety Tips](#)  
[Workshop Safety Guidelines](#)

## Electrical Safety

[Electrical Safety - NIOSH](#)  
[Electrical Safety - Educators Resources](#)  
[Electrical Safety Standards](#)  
[EMF Potential Hazards](#)  
[Ground Fault Protection](#)  
[Lightning Safety- National](#)  
[National Fire Protection Agency](#)  
[National Lighting Safety Institute](#)  
[Safety in a Power Outage](#)  
[Safety Link Electrical -Product Safety](#)  
[Underwriter's Laboratory Web Resources](#)  
[Underwriter's Laboratory](#)  
[Underwriter's Laboratory - Kids](#)  
[Working Safely Around Power Lines](#)  
[Workplace Safety - Electrical](#)

## Fire Safety

[ABC's of Fire Extinguishers](#)  
[Classification of Portable Fire Extinguishers](#)  
[Emergency Medicine Online References](#)  
[Fire Extinguisher Training Module](#)

[Fire Safety - Homes and High-rises](#)  
[Fire Safety in the Workplace OSHA](#)  
[Fire Safety Fact Sheets - U.S. Fire Administration](#)  
[Flammable and Combustible Liquids](#)  
[Hotel/Motel Fire Safety List](#)  
[Propane Safety](#)

## Chemical Safety and MSDS

[Chemicals and Materials Safety Information](#)  
[Chemical Safety and Hazard Sheets](#)  
[Chemical Safety Cards](#)  
[Chemical Safety Information](#)  
[Chemical Guides and Information Sources](#)  
[Chemical and Materials OSH Answers](#)  
[Entry and Fate of Chemicals in Humans](#)  
[Hazardous Chemicals Pocket Guide](#)  
[Hazardous Substances Fact Sheets](#)  
[Hazardous Substances](#)  
[Household Product Database](#)  
[Lead Poisoning Prevention](#)  
[Material Data Safety Sheets - Welding and Cutting](#)  
[MSDS on the Internet](#)  
[MSDS Sources](#)  
[Occupational and Environmental Toxicology Research](#)  
[Skin Hazards](#)  
[ToxNet](#)  
[Understanding MSDS Sheets](#)  
[US Chemical Safety and Hazard Board](#)

## Personal Protective Safety

[Burn Awareness and Prevention](#)  
[Eye and Face Protection - OSHA](#)  
[Eye Injuries - PDF](#)  
[Injury Prevention - Personal Protective Equipment](#)  
[Injury Prevention Links](#)  
[Injury Prevention Website](#)  
[How Chemicals Enter the Body](#)  
[Preparedness - Are You Ready](#)  
[Respirator Fact Sheet](#)

**Seeking that light  
at the end of the road?**

**Advertising  
is your key to  
success, and  
more business!**

**For more  
information  
Contact:  
Eve Abrahams,  
Sales Executive,  
at (916) 359-6596  
or email her at:**

**[CandSpub@surewest.net](mailto:CandSpub@surewest.net)**

<b>Ad Type</b>	<b>12 runs</b>	<b>6 runs</b>	<b>1 run</b>
Double Page	\$237	\$395	\$553
Full page	\$158	\$237	\$316
Half page	\$98	\$137	\$176
One third pg	\$72	\$98	\$123
Quarter Page	\$54	\$72	\$90