

Donation to Homes for Our Troops

During July and August, we ran a promotion to donate a portion of all proceeds of purchases from our July Product Spotlight to Homes For Our Troops.

This national non-profit, non-partisan 501(c)(3) organization assists severely injured Servicemen and Servicewomen and their immediate families.

They build homes that provide our injured troops with maximum freedom of movement and the ability to live more independently.

USABlueBook is very pleased to announce that our customers helped us raise over \$20,000 for Homes for Our Troops.

We are proud to assist such an important organization, thanks to your help.



Presenting...Our New Atlanta Warehouse!



USABlueBook is very excited to announce the opening of our latest warehouse in Atlanta in early October. BlueBits talked to Allen Vinup, USABlueBook's

National Distribution Manager, to find out just what it takes to open a new Distribution Center (DC).

What is the advantage to the customer of having an Atlanta DC?

Customers that will be serviced by our Atlanta DC will receive their orders 1 to 2 days sooner than they would from our Waukegan, IL warehouse. They also gain a savings from 25% to 50% on the transport costs.

How do you determine the best location for a new DC?

USABlueBook looks at historical sales and makes recommendations on where the facilities should be located to provide the best service to our customers.

How do you decide which items are to be stocked?

The products we stock in the new DC are based upon the sales for that particular market. We analyze what items sold in the market during the past 12 months.

What does it take to stock all these items?

We typically need 4 to 5 weeks for vendors to ship product to Waukegan that we will stock in the new DC. Product that has longer lead times will be shipped directly to the new DC. It will probably take 6 to 7 truck loads to move everything.

Once the supplies are there, how long will it be before the DC is operational?

The new DC will be stocked and ready for shipping within a 2-week period.

At USABlueBook we know how important it is for you to get what you need, when you need it. We're thrilled that our southern customers will now get their critical orders that much faster, while saving money on shipping costs as well.



Products waiting to move from Waukegan to their new home in Atlanta!

Shoring Saves Lives

By Mark McDermott, Tech Support Rep

Shoring is an essential part of any safety program. Anyone that digs a trench to repair or install pipes or cables needs shoring. Unfortunately, there are many instances where shoring isn't used and people are literally risking their lives. It's common for a customer to purchase shoring only after hearing of a fatal accident in their area, or after being fined by OSHA for not having it.

A trench doesn't have to be deep to cause harm. Just one cubic foot of soil can weigh anywhere from 78 to 100 lbs, depending on moisture content. A person can be buried in a matter of seconds by a relatively small amount of soil.

OSHA requirements for shoring

The Standard covering excavation safety is Title 29 Code of Federal Regulations, Part 1926.650-652, OSHA's Rules and Regulations for Construction Employment. This Standard covers all excavations, including trenches, and the requirements for protective systems to be used.

OSHA defines an excavation as any man-made cut, cavity, trench or depression in the Earth's surface as formed by earth removal. This can include anything from excavations for home foundations to a new highway. A trench refers to a narrow excavation made below the surface of the ground in which the depth is greater than the width and the width does not exceed 15 feet. Trenching is common in utility work where underground piping or cables are being installed or repaired.

If an excavation is more than 5 feet in depth, there must be a protective system in place while workers are present in the excavation. Excavations more than 4 feet in depth must have a way to get in and out, usually a ladder, for every 25 feet of horizontal travel.

Excavating? It's required to inspect conditions at the site daily

OSHA requires that regardless of the depth of an excavation, a competent person must inspect conditions at the site on a daily basis, and as often as necessary during the progress of work to ensure that hazards associated with excavations are eliminated before workers are allowed to enter.



Just one cubic foot of soil can weigh anywhere from 78 to 100 lbs, depending on the moisture content.

A competent person has these qualifications:

- Thorough knowledge of the OSHA Standard 29 CFR 1926.650-652
- Understands how to classify soil types
- Knows the different types and proper use of excavation safety equipment
- Has the ability to recognize unsafe conditions, the authority to stop the work when unsafe conditions exist, and the knowledge to correct unsafe conditions.

USABluebook offers many shoring options, including lightweight modular aluminum and hydraulic systems. All systems are engineer-certified by the manufacturer to meet OSHA requirements. USABlueBook would like to be your first choice for all of your shoring and safety needs, and we can deliver a quote quickly. Please call us with any questions.

We want all of our customers to think about their safety every day. As the old saying goes, "Better safe than sorry!"

Want more information on excavation safety standards? Visit:
http://www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=standards&p_id=10930



Can You Ever Be Ready?

Recent disasters have shown that no one can be fully prepared. We all know the difficulties Japan had with the quake and tsunami this year.

When preparing for a disaster, the object is to minimize the effects as much as possible. Because of the variations in systems nationwide, the “cookie cutter” approach will not work. Be as ready as possible by asking these questions:

What disasters are possible in my area?

Hurricanes and storms typically have a 2 to 3 day warning. Tornadoes have a 2 to 3 hour warning at most. Earthquakes give no warning. Other disasters can arise unexpectedly—structure fires, power outages, vandalism or terrorism, etc.

What are my resources to provide water? Keep in mind that most outside resources will go to large population centers.

Will my equipment survive the disaster?

Collapsed buildings and broken equipment will have no value.

Is the equipment easy to set up and operate?

Unfortunately, no one is exempted from being a casualty in a disaster. Any emergency equipment



should be able to be set up and operated by someone with minimal knowledge.

Is the equipment portable enough for remote areas? Often communities have pockets of populations that may be cut off from the rest of the community during a disaster.

Although these basic questions will give you a starting point, each community needs to develop their own questions, and create emergency plans based on their location.

If you have any questions regarding disaster preparedness, please contact Don Van Veldhuizen at dvanveldhuizen@usabluebook.com or 503-544-0456.

off the mark.com by Mark Parisi



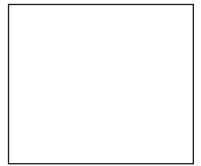
Break Time!

Fact or Fiction?

How much do you know about water? Determine if the questions below are fact or fiction.

1. There is the same amount of water on earth now as there was when the earth was formed. **T / F**
2. 75% of the earth is covered with water. **T / F**
3. 10% of earth's water can be used as drinking water. **T / F**
4. A person can live about a month without food, but only about a week without water. **T / F**
5. Approximately 98% of U.S. residents receive their water from public water facilities. **T / F**
6. Less than 1% of the water treated by public water facilities is used for drinking and cooking. **T / F**
7. 1/3 of water use in a home is in the bathroom. **T / F**
8. The average person in the U.S. uses from 80 to 100 gallons of water per day. **T / F**

See page 4 for answers to these questions.



BlueBits

News and Bits from **USABlueBook**

Look inside for:

- Fact or fiction?
- Trench shoring
- Preparing for a disaster

An easy \$50!

Want an easy \$50? Send your funny or odd work stories (or photos) to stories@usabluebook.com. If we print it, you'll receive a \$50 gift card from giftcertificates.com or a \$50 USABlueBook credit!



Are you ready for the WEFTEC Op's Challenge?

New Products 122 is coming!

64 pages of the latest and greatest products!

We don't want you to have to wait for our next "Big Book" to see the latest products available. Our New Products Catalog is a supplement to the C122 Master Catalog, and contains the very newest in equipment and supplies.

Expect your copy by mid-October. If you don't receive one, call us at 1-800-548-1234 and we'll get it to you right away.



Featured **NEW!** products include:

- Snyder® Chemical Feed Stations pg 4
- RIDGID® micro™ CA-100 Inspection Cameras pg 10
- Hach HQd Multiparameter Digital Meters pgs 30-31
- Welding Supplies pg 37
- Erecta-Step Modular Industrial Stairs pgs 46-47
- Black Malleable Pipe Fittings pgs 50-51
- Craftsman® Industrial Tool Sets pgs 57-59



We will be at the following tradeshow: stop by & say hi!

NAWC (Nal Assn of Water Companies)	La Jolla, CA	October 2nd-5th
WWOA (WI Wastewater Operator's Assn)	La Crosse, WI	October 4th-7th
H2O/NRWA	Louisville, KY	October 4th-6th
WEFTEC	Los Angeles, CA	October 15th-19th
Alaska Rural Water Assn	Anchorage, AK	October 25th-27th
Process Expo	Chicago, IL	November 1st-4th