# Industrial Safety & Hygiene News

Industrial Safety & Hygiene News (ISHN) is a business-to-business monthly magazine serving key safety, health and hygiene buying influencers at manufacturing facilities of all sizes.

- Reach over 73,000 decision-makers responsible for job-related safety, hygiene, health and environmental issues in manufacturing.
- Use an ISHN list for promoting products such as:
  - Consulting Services
  - Industrial Hygiene

Selections (Additional Cost/M)

- Ergonomics
- Safety Software
- First Aid/Health/Medical Products

\$10/M

\$10/M

\$15/M

\$25/M

\$10/M

\$15/M

\$10/M \$10/M

\$10/M

\$15/M

\$60/M

And More!

Geographic Analysis: State/Province/SCF

5-digit ZIP Code

**Business Type** 

Employee Size

Job Function

Sales Volume

Recency

SIC Code

**Buying Authority** 

One Per Location

**Telephone Numbers** 

Industrial Safety & Hygiene News is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts. Size of List: 73,067

Base Price: \$135/M

#### **Multi-Channel Pricing**

Mailing/E-Mail:\$490/M Mailing/Telemarketing:\$215/M Mailing/E-Mail/Telemarketing:\$590/M

> Size of E-List: 16,143 **E-List Base Price:** \$435/M

#### SEE ALSO:

Assembly **Ceramic Industry Engineered Systems Environmental Design + Construction Food Engineering Industrial Heating** Industrial Maintenance & Plant Operation **Industrial Paint & Powder Industrial Product Bulletin** Paint & Coatings Industry **PM Engineer Pollution Engineering Prepared Foods** Process Cooling & Equipment (Former Subscribers) **Process Heating** Quality **SNIPS Stone World** 

Minimum Order: 5,000 Names 1 year unlimited usage available Prices subject to change without notice Call for any additional costs, conditions and terms.



ME         039-049         417           NH         030-038         515           VT         050-059         177           MA         010-027         1,870           RI         028-029         347           CT         060-069         1,363           New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-136         4.472           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WU         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-577         241           NE         680-633         656           KS         660-679         876           West North Central         8.8%         6.460           DE         197-199         2779	State	ZIP Code		ndividuals
VT         050-059         177           MA         010-027         1,870           RI         028-029         347           CT         060-069         1,363           New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-136         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         500-528         1,171           MO         630-658         1,699           ND         580-633         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129	ME	039-049		417
MA         010-027         1,870           RI         028-029         347           CT         060-069         1,363           New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-196         4,474           IN         400-479         2,372           IL         600-629         4,422           MI         400-499         3,049           W1         530-549         2,637           East North Central         25.7%         18,767           MN         500-567         1,616           IA         500-577         241           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-633         6566           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA<	NH	030-038		515
RI         028-029         347           CT         060-069         1.363           New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-196         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO<630-658				177
CT         060-069         1,363           New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-136         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         201           SD         570-577         241           NE         680-633         6566           KS         660-679         876           West North Central         8.8%         6,460           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279				
New England         6.4%         4,689           NY         100-149         3,699           NJ         070-089         2,164           PA         150-196         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           M1         480-499         3,049           W1         530-549         2,637           East North Central         25.7%         18,767           MO         630-658         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         6,660           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279      S				
Ny         100-149         3,699           NJ         070-089         2,164           PA         150-196         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         60-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           <			6 40/	
NJ         070-089         2,164           PA         150-196         4,672           Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           West North Central         14.7%         10,710           KY         400-427         1,149			0.4%	
PA         150-196         14.4%         10,533           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         6566           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634				
Middle Atlantic         14.4%         10,535           OH         430-458         6,287           IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         201           SD         570-577         2441           NE         680-633         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596      <	-			
IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         201           SD         570-577         241           NE         680-633         6566           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,179           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%<10,710			14.4%	
IN         460-479         2,372           IL         600-629         4,422           MI         480-499         3,049           WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,169           Scuth Atlantic         14.7%<10,710	OH	430-458		6,287
IL         600-629         4,422           MI         480-499         3,049           VI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           <	IN	460-479		
WI         530-549         2,637           East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517 <td< td=""><td>IL</td><td>600-629</td><td></td><td>4,422</td></td<>	IL	600-629		4,422
East North Central         25.7%         18,767           MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         2777           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517 <t< td=""><td></td><td></td><td></td><td>3,049</td></t<>				3,049
MN         550-567         1,616           IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           A				
IA         500-528         1,171           MO         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           TX         750-799         4,162           West South Central         9.0%         6,581           M	Last Nort	h Central	25.7%	18,767
M0         630-658         1,699           ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK <td></td> <td>550-567</td> <td></td> <td>1,616</td>		550-567		1,616
ND         580-588         201           SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX				
SD         570-577         241           NE         680-693         656           KS         660-679         876           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,163           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581				
NE         680-693 KS         656 60-679           West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281				
KS         660-679         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-593         281           ID         832-838         307				
West North Central         8.8%         6,460           DE         197-199         277           MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-589         281           ID         832-838         307				
MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           VY         820-831         139           CO         800-816         808           NM <td></td> <td></td> <td>8.8%</td> <td></td>			8.8%	
MD         206-219         1,079           DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           VY         820-831         139           CO         800-816         808           NM <td>DF</td> <td>197-199</td> <td></td> <td></td>	DF	197-199		
DC         200-205         129           VA         220-246         1,507           WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ				
WV         247-268         511           NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14,7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV	DC	200-205		
NC         270-289         2,279           SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain<		220-246		1,507
SC         290-299         1,125           GA         300-319         1,634           FL         320-349         2,169           South Atlantic         14,7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK <td></td> <td></td> <td></td> <td></td>				
GA         300-319 FL         1,634 320-349           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           VY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           <				
FL         320-349         2,169           South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR				
South Atlantic         14.7%         10,710           KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA				
KY         400-427         1,149           TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         9			14.7%	
TN         370-385         1,596           AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific <t< td=""><td>·</td><td></td><td></td><td></td></t<>	·			
AL         350-369         1,112           MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-934         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         72,643           U.S. Territories <td></td> <td></td> <td></td> <td></td>				
MS         386-397         517           East South Central         6.0%         4,374           AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA<980-994				
AR         716-729         681           LA         700-714         862           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International				
LA         700-714         852           OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO	East Sout	h Central	6.0%	4,374
OK         730-749         876           TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14				
TX         750-799         4,162           West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,2643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14				
West South Central         9.0%         6,581           MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14	•••			
MT         590-599         281           ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14			9.0%	
ID         832-838         307           WY         820-831         139           C0         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Ganada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
WY         820-831         139           CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Ganada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14				
CO         800-816         808           NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —	. –			
NM         870-884         278           AZ         850-865         674           UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
UT         840-847         471           NV         889-898         281           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —		870-884		
NV         889-898         211           Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Ganada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
Mountain         4.4%         3,239           AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14				
AK         995-999         112           WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14			A 10/	
WA         980-994         1,038           OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —			4.470	,
OR         970-979         676           CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
CA         900-961         5,324           HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
HI         967-968         138           Pacific         10.0%         7,288           United States         99.4%         72,643           U.S. Territories         0.1%         92           Canada         0.4%         310           Mexico         —         —           Other International         0.0%         8           APO/FPO         0.0%         14           Unknown         —         —				
United States99.4%72,643U.S. Territories0.1%92Canada0.4%310Mexico——Other International0.0%8APO/FPO0.0%14Unknown——				
U.S. Territories0.1%92Canada0.4%310MexicoOther International0.0%8APO/FPO0.0%14Unknown	Pacific		10.0%	7,288
U.S. Territories0.1%92Canada0.4%310MexicoOther International0.0%8APO/FPO0.0%14Unknown			99.4%	72,643
MexicoOther International0.0%APO/FPO0.0%Unknown	U.S. Terri	tories	0.1%	92
Other International0.0%8APO/FPO0.0%14Unknown——			0.4%	310
APO/FPO 0.0% 14 Unknown — —		ornational	0.0%	_
Unknown — —				-
				_
			100.0%	73,067
				-







# Industrial Safety & Hygiene News

## **Business Type**

ab	Function	
UD.	FUNCTION	

Occupational Health/First Aid

Production/Operations

Executive Management/Administration 18,128

7,091

2,816

1,069

2,596 2,690

209

3,031

6,019 Engineering

6,470 Fire Protection

2,111

3,164

Environmental

906 Industrial Hygiene

Purchasing

Chemical Manufacturing
Computer & Electronic Product
Manufacturing
Construction
Education Services
Electrical/Appliance Component
Manufacturing
Fabricated Metal Product
Manufacturing
Food/Beverage Manufacturing
Health Care & Social Assistance
Machinery Manufacturing
Mining
Paper Manufacturing
Petroleum & Coal Product
Manufacturing
Plastic & Rubber Products
Manufacturing
Primary Metal Manufacturing
Printing/Information
Professional/Scientific/Technical
Services
Public Administration
Textile Mills/Apparel Manufacturing
Transportation & Warehousing
Transportation Equipment
Manufacturing
Utilities/Waste Management
Wholesale Trade
Wood/Furniture Product
Manufacturing

### **Employee Size**

Less than 50	
50-99	
100-249	
250-499	
500-999	
1,000 or More	

8,418	Safety	21,105	
5,161	Security	1,217	
3,728			
5,085	Buying Authority*		
604			
1,478	Consulting Services	208	
	Environmental Compliance	31,332	
1,200	Ergonomics	29,696	
	Fire Protection	36,841	
3,278	First Aid/Health/Medical Products	36,890	
4,275	Hazardous Materials Storage/Clean Up	308	
1,157	Industrial Hygiene	35,807	
	Industrial Hygiene Instrument/		
3,094	Monitors	28,134	
2,552	Machine/Operations Safety Products	36,128	
2,338	Occupational Health	36,768	
1,772	Personal Protective Equipment	47,190	
	Safety	50,881	
4,078	Safety Incentives	25,933	
2,253	Safety Software	25,729	
1,384	Safety Training	37,742	
2,505	Sales Volume		
	Less than \$1 Million	7,067	
		10 071	

	LESS LIIDII DI IVIIIIIUII	7,007
	\$1 Million-\$9 Million	10,071
26,952	\$10 Million-\$49 Million	6,019
10,889	\$50 Million-\$249 Million	2,877
14,667	\$250 Million-\$1 Billion	772
8,998	More than \$1 Billion	507
6,095		
6,683		

