

DUSTLESS TECHNOLOGIES

1285 E. 650 S.

Price, Utah

84501

Phone: 435-637-5885

Fax: 208-567-6706

Email:

sales@dustlesstools.com

Website:

www.dustlesstools.com

Dustless Technologies Newsletter

1ST QUARTER JAN 2019

IN THIS EDITION:

- **New Products**
- **Updates on OSHA fines in the country**
- **Dustless Technologies FREE Webinars**
- **Social Media**
- **Dustless Certification Program**
- **Presentation at World Demolition Summit**
- **Upcoming Expos**

UPCOMING CHANGES

Everyone here at Dustless Technologies & Loveless Ash is thrilled for the upcoming changes taking place in our company.

Between new products, innovations to existing products, staff assignments, social media concentration, added sales tools & certification programs, you'll find our company is focusing on the future!

Dustless

Love-Less Ash
COMPANY

NEW PRODUCTS



Model No. D1505

We're proud to announce the release of our new **HEPA Backpack Vacuum!** This is a replacement for our yellow version, 15505. This versatile vac allows the user to easily climb ladders, fit in small spaces, and be OSHA Compliant. With lighter weight, increased durability and added filtration, you'll find this vac is ideal for your needs.



*Optional hard floor tool not shown

The OSHA Inspector Cometh

OSHA’s Silica Rule has been in effect for the construction industry for almost a year and many contractors have made great strides in putting together a compliance program, while others continue on as before thinking the OSHA inspector will pass them by.

However, citations for Silica Rule violations are only recently started to appear on OSHA’s enforcement webpage. In August 2018, a [Virginia company was fined \\$304,130 for February Silica Rule violations](#). The bulk of the fines were for willful violations. [This was the largest OSHA fine](#), by \$100,000, during the period from May to September 2018.

OSHA reserves their most aggressive fines for employers who show a blatant disregard for employee health and safety. The list of employers, who have been cited for Silica Rule violations is growing. In [“Silica Safety Enforcement Ramps Up at Construction Sites,”](#) Bloomberg’s Bruce Rolfsen writes: “The Occupational Safety and Health Administration’s enforcement of the rule is gradually gaining momentum since compliance requirements took effect Sept. 23. The agency and states using the federal rule cited 116 alleged silica violations at companies around the U.S. as of April 17.” Your company is not immune from events such as accidents or complaints bringing OSHA to job sites. Full compliance with ALL safety regulations will save you thousands.

Dustless Technologies was making effective universal-fit dust control shrouds and certified dust collectors decades before OSHA required them on the job site. Leverage our experience in your compliance program. Visit us at www.dustlesstools.com and try out our Interactive [Silica Rule Compliance Tool](#) to put together your Silica Rule-compliant system. Just select your job, the tools, and we will show you the compliant shrouds and vacuums you need. Our live and friendly customer service representatives and compliance experts are ready to answer questions and help find your nearest Dustless retailer. Give us a call us at (800) 568-3949.

DUSTLESS TECHNOLOGIES WEBINARS



Starting February 2019, Dustless Technologies will be hosting a *FREE* Webinar for all Sales Representatives, Dealers & End Users to attend.

Web Address:
www.dustlesstools.com

<u>Date</u>	<u>Time</u>	<u>Topic</u>
February 12, 2019	3:00 pm MST	OSHA Compliance—Table 1
May 14, 2019	3:00 pm MST	Product Knowledge—HEPA Vacuums
August 13, 2019	3: 00 pm MST	Product Knowledge—Ash Vacuums
November 12, 2019	3:00 pm MST	Product Knowledge—Tool Shrouds

SOCIAL MEDIA

In an effort to increase brand recognition, customer engagement, and provide support, Dustless Technologies will be focusing on social media communication. We value our customers time and want to be able to get them information quickly & efficiently.

Studies have shown that the majority of customers are more comfortable and likely to reach out to a company if they can do so via social media platforms.

In 2019, Dustless will begin to focus heavily on increasing our presence and accessibility through the following sites:



DUSTLESS DEALER CERTIFICATION PROGRAM

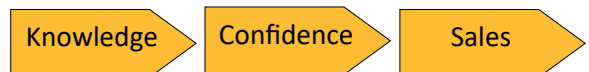
Dustless is thrilled to announce a new program that will enable Dealers to study our training manual and take a short test in order to become a CERTIFIED Dustless Dealer! Upon completion, the

employee will have a better understanding of our products, which leads to more confidence and increases sales! Upon completion, the employee will receive recognition on our

website, a framed certificate to hang in their place of business, along with a swag bag from Dustless Technologies!

This online course is absolutely **free** and highly encouraged to participate in.

**Contact our office for
Registration Information
435-637-5885
sales@dustlesstools.com**



DUSTLESS TRAINING GOES GLOBAL

On November 6, 2018, Dustless Technologies' Compliance Manager Brent Willson was invited to speak at the World Demolition Summit in **Dublin, Ireland** on OSHA's Silica Rule, showcasing Dustless Technologies as a global leader in hazardous dust collection.



Brent explained the methods and benefits of compliance, not only to OSHA's Silica Rule, but also to similar laws throughout the world. He explained the benefits to the health, safety, and bottom line of demolition companies around the world.



Brent's presentation was enthusiastically applauded and praised as an informative and useful introduction to an issue, important to the entire industry.



UPCOMING TRADE SHOWS & TRAININGS



WORLD OF CONCRETE 2019
EXHIBITS: JANUARY 22-25; SEMINARS: 21-25
LAS VEGAS CONVENTION CENTER



BUTTERY COMPANY, LLP
In Business Since 1892!



SHERWIN WILLIAMS



CONSTRUCTION SUPPLY CO.