

# Safety Inc. NEWS

## Safety Inc. and ETA Associates announce merger

Peabody, Massachusetts - March 16, 2006

Safety Inc., a full line distributor of Personal Protective Equipment and Instrumentation announces their merger with ETA Associates, a technical sales team for analytical instrumentation and systems. Joel Myerson, President of Safety Inc. and Ed Green, President of ETA Associates envision a wider range of services for their customers.



L -R Ed Green , President of ETA Associates  
and Joel Myerson , President of Safety Inc.

Ed Green and I have known each other for over 10 years” says Myerson, “we often attended the same trade shows. During this period of time Safety Inc. began referring customers to ETA Associates whenever they needed fixed systems. In turn, ETA would send customers to us who needed portable systems and safety equipment. We developed a professional respect for one another and in time, this evolved into a mutual friendship. We were never competitors. Our products and services have always been complimentary”

Safety Inc. has been in business since 1970 and is a leading distributor in New England for over 80 reputable manufacturers who provide quality safety products. The secret to their longevity in the safety industry has been a long-term commitment to provide progressive knowledge of the latest safety products for Industrial Hygiene and safety applications in New England.

As a sales rep, I could see that this could develop into a dynamic selling team and provide us the ability to cross-fertilize.” says Green. “Our customers benefit from our combined experience, and a larger sales force. That means, ‘more feet on the street’ for our customers and principles. Incredibly, our least experienced sales person has 16 years of experience in the industry. It is a win, win combination for everyone.”

ETA Associates have been an independent Sales Agency since 1971 and provide analytical instrumentation, related components and systems for process control, pollution control, quality control, industrial hygiene/ safety, HVAC, and OEM markets. Their success is attributed to a highly knowledgeable sales force, an in-house service center, accurate problem solving and the ability to orchestrate in-field repairs.

Safety Inc. and ETA Associates will retain their unique company qualities through two stand-alone divisions and commit to maintain the traditional values of integrity and professionalism throughout company expansion.

To find out more visit our website at: [www.ESafetyInc.com](http://www.ESafetyInc.com)

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