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5. Demonstrable Quality: People and systems can distinguish you from competitors. Your people demonstrating your systems can have a positive, compelling impact.

But will this bring me more work? A registered quality standard does not necessarily mean more work will be coming your way. It does say that you have the discipline and systems to handle the additional business.

If you promote why you are unique and how your system is world-class, certainly you could have more opportunities. And, at the very least, your efforts with a certification process will reaffirm your expertise/service with your current customers.

Having a binder full of information that is ignored or not reviewed until audit time, and maintaining a bunch of paperwork to explain why things are done prove nothing. Many companies can become ISOcertified. The key is to structure the system clearly, usefully and uniquely to your business.

The main thing with any quality standard is that it should not be an additional burden to what you are already doing. If it is, then it is not properly structured. You know better than anyone what you do and how you do it. You are the expert on your processes.

There is nothing within the standard that most businesses were not already doing. Review contracts? Calibrate equipment? Confirm processes? Use data to analyze and improve? Yes to all.

The standard just provides an accepted and recognized framework for this work to be standardized. In fact, there are very few things that established businesses would have to create in order to address their need for ISO certification.

NEXT MONTH: A Philosophy to Consider

Pedestal Grinders, OSHA and You

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OSHA cited an Ohio company for 15 safety violations and fined that company \$159,600 after a pedestal grinder operator was killed. The abrasive wheel on the grinder had exploded and struck the operator on the head.

In precision machining shops, grinders are essential for tool preparation, adjustment and modification. We have to master our grinding technology in a safe and compliant manner. Among the 15 safety violations, the shop was cited for two pedestal grinder violations: lack of properly adjusted safety guards and lack of properly adjusted work rests.

OSHA placed the company in its Severe Violator Enforcement

Program (SVEP), which mandates targeted follow-up inspections to ensure compliance with the law. The company was placed in the program for receiving two willful violations covered under the agency's National Emphasis Program on Amputations.

Pedestal grinders are foundational pieces of equipment in precision machining shops. It is up to us to assure that the potential hazards they can present are controlled. Here are four tips, from my experience, to keep your shop grinders in compliance:

• Don't allow wheels to get out of dress.

• Assure that the proper clearance, and no more, exists between properly dressed wheel and front tool rests.

• Assure that all grinders have all guards in place. If guards are missing, LOCK THEM OUT.

• Assure that the grinder is mounted to the floor if the pedestal was designed to be bolted to the floor. If no bolt holes are present, bolting down is not necessary.

The safe use of grinders is a key part of our craft. It is up to us to keep the potential hazards grinders can present safely controlled. We do this by insisting on safe grinder practices and inspections to assure guards are in place and properly adjusted.

Grinders are ubiquitous in our shops. Safe conditions and use of grinders have to be ubiquitous, too.