

IMPACTO ON SAFETY

ISO 9001:2000

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IMPACTO™
Protective Products Inc.

Summer 2004 Newsletter

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Hot Off The Press

Welcome to this issue of IMPACTO ON SAFETY. Summer; at last. A short breather before another blitz of tradeshows kick in. IMPACTO's Salesmen have been criss-crossing the country and yes the globe doing tradeshows, keeping our customers and prospective customers updated with new products, literature and the various services IMPACTO provides. New product development is a continual process, updating product literature and keeping our customers happy is what its about.

Message From The Boss

Summer is grudgingly coming to Canada and with it our annual sales meeting in July. Initial plans for next year are developed and regional successes and failures are reviewed, to optimize opportunities for everyone. One persisting trend everywhere is longer and longer days outstanding for receivables. We are attempting to tighten up our collection process but it is hard to find a positive way to proceed without affecting customer relations and sales. Gradually we will become more selective of new companies before we offer credit terms to them. Please bear with us as we work through this transition. Sales for the first eight months are better than last year and indicators are that this trend will continue at least through the calendar year. Come and see us during the fall trade show season.

Who's Who

Ed Lehtinen, President



Lou Tornes, US



Eric Lehtinen, UK



Paul Appleby, UK



Michel Marleau, CAN



John Gilmore, CAN



Summer brings IMPACTO's annual sales meeting. The sales staff spends most of the year on the road. Once a year they take a break to get together for a very busy meeting week which brings plenty of work and long hours but also lots of great conversation, laughs, food and golf. It is also a time for the plant and office staff to talk face to face with them, a treat from the usual phone conversations.

2003 Customer Recognition



ARCO LTD. of the United Kingdom is a leading supplier of safety clothing and equipment. For the past three (3) years they have been IMPACTO's top customer.

In addition to distributing a wide variety of IMPACTO products, ARCO managers are always receptive to consider new products and opportunities. During the Safety and Health Exhibition in Birmingham IMPACTO's Managing Director Ed Lehtinen was pleased to present the Presidents Award to Graham Fidget, Category Manager (Gloves).

A special thank you to all ARCO Product Managers, sales staff and operations staff who help make it happen year after year.

Wrist Supports as Ergonomic Aids

Industrial safety markets recognize wrist supports as ergonomic aids and that they are useful in helping to prevent RMI's (repetitive motion injuries) and CTD's, (cumulative trauma disorders) such as Carpal Tunnel.

The Bureau of Labor Statistics in the U.S. track these types of injuries and reports that the average time lost from work for each repetitive motion injury is 19 days. In 2002, these injuries were the leading cause of missed workdays.

Any employee doing a repetitive task, from assembly line work to keyboarding, should wear a wrist support. Wrist supports allow work within a normal range of motion while reminding the employee not to over extend (upward motion) or to over flex (downward motion) the wrist. A wrist support traps body heat assuring optimum circulation helping to prevent muscle and tendon fatigue.

It is important to correctly position the wrist support to optimize the benefit. A wrist support should be comfortably wrapped around the wrist to include the base of the thumb. Do not over tighten as this could restrict blood flow.

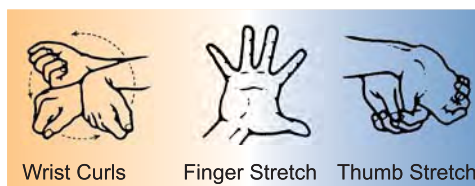
Choosing the correct wrist support is important. Wrist supports are available

in leather, elastic, neoprene and other materials. The amount of restriction can also be varied with the use of metal or plastic "stays". Remember that a wrist support that immobilizes the wrist should be used only after receiving medical advice.

In industrial environments wrist supports can be worn with special purpose gloves to combine benefits for hand and wrist health.

Preventative action such as using wrist supports can significantly reduce costs associated with workplace injuries, as well as reducing the impact of temporary or permanent disabilities on workers.

Exercise and over-all conditioning are helpful in the prevention and treatment of repetitive strain injuries. Perform the following stretching exercises as often as possible to help maintain fit hands while at work or during manual activities.



How to Diagnose Burnout

A 2001 survey on stress in the workplace found that 82 percent of workers felt some stress in their job, while 42 percent, reported that job-related stress was interfering with one or more of their personal relationships. Tellingly, 35 percent said stress was jeopardizing their physical or emotional health.



Here are five red flags that indicate stress among your workforce:

Irritability: It correlates with low productivity and low creativity.

Fatigue: This is a chronic lack of energy that occurs when employees lose their resilience.

Sadness: A major symptom of depression as well, this can be the nonspecific feeling that "something is wrong."

Self-doubt: Somewhat counterintuitively, this symptom can manifest itself as excessive bravado.

Illness: When someone gets the flu for the third time, they're probably bringing it on themselves.

By promoting proper rest, good nutrition, and adequate exercise and recreation you can help workers fight burnout.

Welcome!

Elk Associates, Marketing Agents For Safety Products has joined our team. William (Bill) Elk will be covering Maine, New Hampshire, Vermont, Rhode Island Massachusetts and Connecticut.

Bill brings with him 30 years of experience in the Industrial Safety field.

Welcome, Welcome, Welcome!

Do You Have Working Teens?

WHAT THEY SHOULD KNOW ABOUT SAFETY & HEALTH ON THE JOB. WHAT ARE THEIR RIGHTS?

By law the employer must provide:



- A safe and healthful workplace.
- Safety and health training, in many situations, including

providing information on chemicals that could be harmful to your health.

- For many jobs, payment for medical care if you get hurt or sick because of your job. You may also be entitled to lost wages.

www.cdc.gov/niosh/adoldoc.html

Each and every worker in **Canada** has three rights:

- The Right to know
- The Right to Participate
- The Right to Refuse Dangerous Work

www.jobsafecanada.ca



There is a general statutory duty on every employer to:

"ensure that young persons employed by him are protected at work from any risks to their health or safety which are a consequence of their lack of experience, or absence of awareness of existing or potential risks or the fact that young persons have not yet fully matured" (the Management of Health and Safety at Work Regulations 1999, SI 1999/3242 which revoked the previous Health and Safety (Young Persons) Regulations 1997, SI 1997/135). "Young persons" for this purpose refers to anyone who has not attained the age of eighteen (reg 1) but there are relaxations if the young person is over compulsory school age and is supervised by a competent person (reg 19(3)).

www.emplaw.co.uk/emplaw/employeehome/information.aspx

HAVS Conference

The 10th Annual Hand-Arm Vibration Conference was held in Las Vegas, NV on Jun 7-11, 04. This international forum is held triennial to publically present and discuss the results of current research addressing medical, epidemiological, engineering and legal aspects of HAVS.

A hundred leading experts from all over the world attended the week long conference. Technical presentations covering a variety of topics including tool design, human physiology, human and product testing as well as current prevention efforts. There was a lengthy discussion on proposed modifications to the European standard.

What is obvious from the input is that employee exposure to vibration is a world wide problem and one whose impact has been overlooked to long.

Further hilites and statistics will be reported in future issues.

Trade Shows



Drop by we would like to see you. Our booth numbers are listed below.

VPPPA #228

Aug 30-Sept 1, 04 - Las Vegas, NV

National Safety Conference #3329

Sep 13-15, 04 - New Orleans, MO

MINExpo 2004 #1749

Sep 27-30, 04 - Las Vegas, NV

National Ergonomics Conf. #338

Dec 1-3, 04 - Las Vegas, NV

Product Showcase



HANDY MAT

Reduce Knee Trauma and Low Back Stress

- Heavy Resilient Closed-Cell 1" foam
- Built-In Convenient Handle
- Will Not Compression Set
- Will Not Absorb Liquids
- Impervious To Petroleum Products
- Self Extinguishing
- Silicone Free



Available in 3 convenient sizes:

Pocket Kneeler, Part# **MAT5000** - 4" x 6"
Sold individually or bundles of 6

Part# **MAT5040** - 8" x 16"
Sold individually or in cases of 24

Part# **MAT5050** - 14" x 21"
Sold individually or in cases of 12

Literature Update

- The **Handy Mat** has been included in the Updated Body Protection catalog.
 - The **Slash/Heat Protection** catalog is now available.
 - Impacto **Binders** which include a complete set of literature and training CD's are also available.
- To receive copies, contact our office or visit the flyers section of our website to download www.2protect.com.

HSE and MSDs



Musculoskeletal Disorders

Musculoskeletal disorders (MSDs) are the most common occupational illness in Great Britain, affecting 1.1 million people a year.

In 1995/96, MSDs cost society £5.7 billion (1995/96 prices). MSDs affect muscles, joints, tendons and other parts of the musculoskeletal system. HSE's key messages about MSDs are:

- you can do things to prevent or minimise MSDs
- the prevention measures are cost effective
- you cannot prevent all MSDs, so early reporting of symptoms, proper treatment and suitable rehabilitation is essential.

Risk factors causing MSDs can be found in virtually every workplace from commerce to agriculture, health services to construction. An estimated 12.3 million working days a year are lost to work-related MSDs. Areas that can create a risk include:

- repetitive and heavy lifting
- bending and twisting
- repeating an action too frequently
- uncomfortable working position
- exerting too much force
- working too long without breaks
- adverse working environment (e.g. hot, cold)
- psychosocial factors (e.g. high job demands, time pressures and lack of control)
- not receiving and acting upon reports of symptoms quick enough.

HSC/HSE have identified eight Priority Programmes, covering key sectors such as agriculture and key topics such as slips and trips. MSDs were selected as a Priority Programme because:

- ~ they affect large numbers of people across most industries and occupations
- ~ they have the potential to ruin people's lives
- ~ they impose heavy costs on employers and on society.

www.hse.gov.uk/msd

More on "Upper Limb Disorders" in the next issue.

Remember



Colin Stevens has been a friend of IMPACTO since the early 1990's. Colin was with Guardsman Ltd. in the U.K. at that time and they became our first distributor in Europe. Guardsman continues as a leading marketer for IMPACTO products to this date. When Colin retired from Guardsman he remained interested in the IMPACTO product line and helped to educate and expand the market while splitting time between work and golf.

Colin retired again some 5 years ago and went back to school to pursue a long time interest in Art. Colin has since graduated and during our visit to the U.K. in May 2004 we had the privilege to attend at an Art Exhibition which Colin not only participated in but helped to organize.

A sample of his art work and a brief published critique are below:



The decorative potential of vanished, area skyline features is Colin Stevens' leitmotif.

The once-familiar clusters of pithead buildings, headstock, kilns and chimneys of south Derbyshire are employed in collage, print and towering totem - the industrial emphasis nicely tempered through inclusion of hind's head and leaf motifs.

His tiny collagraphs, Untitled 1 & 2 are of true, unassailable beauty.

Congratulations Colin and thank you for your help and continued friendship.

Contact Us

Don't Forget! If you have an interesting story that you would like to share please contact Barbara or Nelsa at (888) 232-0031 or you can

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