

IMPACTO ON SAFETY

ISO 9001:2000

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IMPACTO™
Protective Products Inc.

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Newsletter

Inside This Issue

Hot off the Press

Message from the Boss

Who's Who

Sales Recognition

OSHA, Update

ANSI/ISEA 105-2000

Product showcase

Protect Our Youth

Repetitive Strain Injuries

On The Road Again ...Still

NIOSH studies effects of...
BAD VIBES

Literature Update

U.K. Update

Hot Off The Press

Welcome to the Fall issue of IMPACTO ON SAFETY. With cooler temperatures around the corner IMPACTO is deep in development of new products. Updating our product literature remains a large part of our focus. Trade show season is as hectic as always. Take a look at our schedule.

Message From The Boss

There is no question that our industry is in the midst of recession prompted by several business environment conditions which have made customers cautious, There is an old business axiom that says if you are not growing in business you will get smaller. At IMPACTO we are making changes to try and stimulate growth and create a return to better times or at least position ourselves for positive growth when conditions permit. New products, expanded catalogue presence, expanded tradeshow participation are part of the sales plan for next year. I am pleased to say that overall we have held our own over the past two years. I thank you for your support. I also look forward to our mutual success in promoting the best in personal protective equipment. Growth will have to come from new customers and new products. The days of growth through price increases are past.

Who's Who



Lou Tornes is one of two national sales managers covering the U.S. Market. Lou joined IMPACTO in 1998 after helping to sell IMPACTO products with Safeguard Technologies for several years. Lou has 15 years experience in the safety industry and is known and liked by everyone he works with.

Lou is a farm boy at heart. He likes hunting, fishing, boating and in the winter a little pick-up B-ball. On October 25th Lou is getting married to Betsy and a gathering of friends far and wide are planning to help them celebrate.

We would like to wish Lou, Betsy and daughter Morgan all the very best.



Sales Recognition

Over the years IMPACTO has recognized Rep and customer contributions with annual awards. Traditionally the Rep of the Year honors is presented at the fall National Safety Council Rep breakfast. The breakfast was Sept. 9, and the REP of the YEAR award was presented by Ed Lehtinen to Ray Freeman, REPCON N.W. Inc.



OSHA, Update

OSHA RECEIVES FIRST SET OF WORK PLANS FROM NATIONAL ADVISORY COMMITTEE ON ERGONOMICS WASHINGTON ~ The National Advisory Committee on Ergonomics (NACE) presented their first set of work plans to OSHA to assist the agency in its goal of reducing musculoskeletal disorders in the workplace. The committee wrapped up its second meeting in Washington following two days of work group sessions highlighting guidelines, outreach and assistance, and research. The committee's efforts focused on three work groups: guidelines, outreach and assistance, and research. The guidelines work group discussed factors that OSHA should use to determine specific industries for which guidelines should be developed, including injury/illness rates, population impacted, willingness of specific industry stakeholders, and taking into consideration existing successful program models. The group also suggested various types of data OSHA should consider that help demonstrate that ergonomics makes good financial sense, such as savings in a lower

worker turnover rate, lower workers compensation costs, and increased productivity and worker morale. Based upon a recommendation of the research discussion group, NACE is recommending a symposium for published researchers on work-related musculoskeletal disorders to examine in detail their studies and the methodologies used. The research group also recommended that future presentations to the full committee include a neurologist to discuss diagnostics as a key to effective research, and a presentation on research reports from the National Academy of Sciences. OSHA is dedicated to assuring worker safety and health. Safety and health add value to business, the workplace and life. For more information, visit www.osha.gov.

ANSI/ISEA 105-2000 Glove Selection Made Easier

Before the ANSI/ISEA 105-2000 standard, hand protection users were left on their own to interpret manufacturers' product descriptions. For example, 100% KEVLAR does not tell the user what degree of cut resistance the glove will provide. This ambiguity in product description can lead to improper selection of gloves. However, in Europe the European Norm, EN388, for mechanical hazards, requires ratings for gloves based on abrasion resistance, blade cut resistance, tear resistance, and puncture resistance. These ratings give the user a much better idea of what kind of protection they would be getting from a glove made by a manufacturer. The EN standard goes even a step further by requiring third-party laboratory testing of the glove for certification. The ANSI/ISEA 105-2000 standard is self regulating but also has strict guidelines for each ratings category. Become familiar with the ANSI/ISEA 105-2000 standard, check gloves that have been manufacturer-tested, and

you can quickly narrow your choices so your selection process for a specific application becomes easier.

Source: ISHN, July 2003.

Product Showcase CARPAL TUNNEL GLOVE

Unique Channel over the Carpal Tunnel keeps pressure off the median nerve. Thin, Snug Fit, Padding is precision-cut to eliminate bunching and provide optimum comfort. Four styles available:

- * ST5010 ~ Full finger, durable all cowhide leather construction
- * ST5015 ~ Half finger, all leather
- * ST8206 ~ Amara washable synthetic palm, fingers gusseted for comfort, breathable mesh back
- * ST8610 ~ Durable leather palm, fingers gusseted for comfort, mesh back.



NITRO KNEE COMFORT



Featuring an All Terrain cap with elevated face and NitroFoam padding. NitroFoam is injected with nitrogen to produce the best conventional foam available in the world. NitroFoam offers superior performance to gelfoam at a much more affordable cost. NitroFoam is built with a reinforced Co-polymer padding consisting of polyethylene and 18% EVA. This combination offers a higher level of resilience, compression and tear resistance. CoolMax lining wicks away moisture.

Dupont™, KEVLAR, CoolMax are trade marks or registered trade marks of E.I. du pont de Nemours and Company.

Protect Our Youth

The YouthRules! Web site, www.youthrules.dol.gov, provides a gateway to information on the Internet about the hours young people can work, the jobs they can do and how to ensure safe work experiences.

PRESS RELEASE: June 19, 2003

Labor Department Enforcing Laws to Protect the Nation's Most Vulnerable Workers Wage Hour Administrator Participates in LULAC Child Labor Panel on Child Labor WASHINGTON-The U.S. Department of Labor's Wage and Hour Administrator Tammy D. McCutchen participated in a panel discussion titled, "Child Labor: Keep Them From Harm" during the League of United Latin American's Citizens (LULAC) 74th annual convention being held in Orlando, FL. "We want to ensure that parents, employers and young Americans are aware of the resources and protections available to ensure a positive and safe work experience," said McCutchen. "Partnering with organizations such as LULAC, we are able to get the most important information to young workers and their families. "The Wage and Hour Division of the U.S. Labor Department's Employment Standards Administration enforces many core labor protections, including the child labor laws. The child labor provisions of the Fair Labor Standards Act (FLSA) were enacted to ensure that when young people work, the work does not jeopardize their health, well being or educational opportunities. Last May, Secretary of Labor Elaine L. Chao launched the Youth Rules! initiative. Over the last year, 21 groups such as LULAC and 13 government agencies have signed on as strategic partners in the effort to promote positive, safe work experiences for young workers. The Youth Rules! Website educates teens, parents, educators, employers, and the public on federal and state laws regarding young workers. As a Youth Rules! partner, LULAC will work with the Wage and Hour Division in promoting and aiding

the department's outreach efforts to help reach young workers, their families and their employers, especially those in the agricultural industry. LULAC is the oldest and largest Hispanic organization in the country. LULAC seeks to advance the economic condition, educational attainment, political influence, health and civil rights of the Hispanic population of the United States. For more information about the laws administered by the Wage and Hour Division, log on to the Internet at www.wagehour.dol.gov, or call the Department of Labor's toll-free help line at 1-866-4USWAGE.

Repetitive Strain Injuries

About 2.3 million Canadian adults suffer from repetitive strain injuries, and almost one-third of them live in chronic pain, according to Statistics Canada. A 2000-2001 study found that one of every 10 Canadians suffered repetitive injuries that limit normal personal activities. The data indicate that the incidence of RSI in the country has increased. In 2001, 10.1 % of Canadians had the condition, up from 8 % in 1996.

Repetitive Strain Injuries (RSI), is the name given to a group of conditions brought about when stress is placed on a joint. The injury occurs when the same action ~ from typing to scooping ice cream ~ is performed over and over. The repetitive action causes pain and swelling in the muscles, tendons and bursas (small sacs filled with fluid that act as cushions between tendons and bones).

The two most common types of RSI are tendonitis (inflammation of a tendon) and bursitis (an inflammation of a bursa).

Men and women have the condition in equal numbers, but the body parts affected are different. Half of all RSI cases happen on the job, the other half during sports and household tasks. Most repetitive strain injuries affect the upper body: About 25 % were to the neck or shoulders followed by 23 %

to the wrist or hand, the back (19 %) and the elbow or lower arm (16 %). The balance involved a lower extremity or unspecified body parts. Women are more likely to injure their necks, shoulders and hands due to tasks such as typing and data processing. Men tend to hurt their arms, legs and backs, injuries associated with lifting. The research is among the first to look at the problem of RSI in the general population rather than in specific occupations, confirms that some jobs place workers at greater risk than others.

Source: Globe and Mail; Andre Picard, Public Health Reporter

On The Road Again... Still

Tradeshaw season is once again in full swing. Next stopVancouver. Drop by and see us. Our booth number is listed below.

Med Trade
October 9 -11, 2003 - Georgia
BOOTH # 5140

A+A Messe Dusseldorf
Oct 27-30, 2003 - Dusseldorf, Germany
HALL 3 STAND # D36/8

National Ergonomics Conference
Dec 9-11, 2003 - Las Vegas, NV
BOOTH # 313

World of Concrete
February 17 - 20, 2004 - Orlando, FL
BOOTH # 5370

Applied Ergonomics
March 8 - 10, 2004 - Orlando, FL

NIOSH studies effects of... BAD VIBES



U.K. Update

"The Underlying Organizational and Human Factors Influencing HAVS"
A new report into the occurrence and factors giving rise to hand arm vibration syndrome (HAVS) in a workforce has just been published.

The report Hand Arm Vibration Syndrome - Underlying causes and risk control in the construction industry is a product of influence network workshops attended by a wide range of delegates representing key stake holders. Subsequent analyses were enabled giving an insight into:
What underlying Organizational and human factors influence hand arm vibration syndrome (HAVS);
Risk control measures and their potential effectiveness.

Direct influences on HAVS were determined to be:

- ~ inspection and maintenance;
 - ~ equipment operability;
 - ~ situational awareness/risk perception;
 - ~ health, information/advice and compliance.
 - ~ process design;
 - ~ training;
 - ~ management/supervision;
 - ~ communications;
 - ~ health culture;
 - ~ equipment purchasing;
 - ~ health and safety management;
 - ~ company culture;
 - ~ Organizational structure;
- with the regulator and the market considered to be the primary environmental influences on HAVS. Key areas for risk reduction and management were also identified.

Copies of Hand Arm Vibration Syndrome ~ Underlying causes and risk control in the construction industry, HSE and BOMEL Limited, HSE Books, 2003.

Scientists have long associated vibration from hand held tools with the risk of pain, numbness and blanching of the fingers, known as vibration white finger. Yet even today, many key aspects of the problem are not well understood, hampering efforts to identify worker populations at risk and to design effective control measures.

NIOSH is pursuing studies to help fill these critical gaps and point to ways for effectively reducing risks of hand-vibration disorders for employees who use jackhammers, chipping hammers, power drills and other vibrating tools.

Using advanced microscope technologies, NIOSH will determine if adverse effects from vibrating tools can be predicted from physical changes in the capillaries at the base of the fingernail cuticle, too small to see with the naked eye.

Developing a computer model of stress and strain on the fingertips from vibrating tool handles, as measured by the degree to which the soft tissues of the fingertips are compressed or displaced by the vibrating handle is another potential way to flag early warning of adverse effects. Source: ISHN, August 2003

Literature Update

Updating literature seems to be a never ending job. Introducing new IMPACTO products into the market is very important to us.

Back Protection and Hand & Wrist Protection catalogs are available. Also, a Carpal Tunnel Protection flyer is now available.

Knee Comfort literature is on the press. A new Body Protection piece is being developed as you read this.

To receive copies, contact our office.

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 E-mail your story to bgoodine@2protect.com or ntinoco@2protect.com

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