

# IMPACTO ON SAFETY

40 Dussek St., PO Box 524, Belleville, Ontario K8N 5B2 Canada



**IMPACTO™**  
Protective Products Inc.

Spring 2003 Newsletter

## Inside This Issue

- Hot off the Press
- Message from the Boss
- Who's Who
- Sales Recognition
- OSHA, Back At it....
- Membership
- Product show case
- Did You Know...
- Interesting OSHA Facts
- Repetitive Motion Injuries
- Welcome Aboard!!!
- On The Road Again
- Rep Profile
- Literature Update
- It's Here
- U.K. Update

## Hot Off The Press

Welcome to the Spring issue of **IMPACTO ON SAFETY**. Spring seems to have been a long time coming, but it is finally here. The last few months have had IMPACTO developing new products, updating our literature and preparing for the hectic trade show season. Make sure you check out our trade show schedule.

## Message From The Boss

It's hard to keep your mind on business when important world events pre-occupy us all. Our business year ending October 31, 2002 was not what we hoped for but it was ahead of the year before and that in itself is significant. We appreciate all of your help and patience as we strive to work through the current economic climate. Our first quarter in 2003 again is not what we would like but a few bright spots have helped us to be ahead of last year.

To combat increasing competition and price pressure we are reducing costs wherever we can and we are planning to introduce several new products to expand product lines and to hopefully open new markets.

Most of you are aware that Judi Gilbert is no longer working at IMPACTO. We were sorry to see her go and we miss her particularly as Editor of the Newsletter. We intend to continue to share our business with you and we encourage your input and suggestions. Please send any comments or suggestions to Barbara Goodine.

## Who's Who



Jane McCullagh, Financial Manager, is this issue's featured employee. Jane has been with IMPACTO for 11 years. Like most of us at IMPACTO, Jane started working in customer service and has worked her way up to her current position. Her responsibilities include overseeing all company financial activities. Jane

is fortunate enough to be able to combine both of her passions while vacationing. These passions are travelling and bicycling. It was Scotland for two weeks in 1996, New Zealand for three weeks in 2002. While her trip to Japan in 1995 was strictly travel, it was very much enjoyed nonetheless. Jane is continuing her French studies. She is the treasurer of the Irish Canadian Club in Belleville.

# 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. Customer awards are represented to the top three customers. Last year the winners were ARCO in the United Kingdom. Choctaw-Kaul Safety in Detroit, MI and Magid Glove and Safety in Chicago, IL. Ed Lehtinen made presentations to each of the companies.



# OSHA, Back At It Again

The National Advisory Committee on Ergonomics (NACE), which was appointed December 2002, met for the first time January 2003. Its focus is on practical solutions for reducing musculoskeletal injuries in the workplace. The committee, chartered for two years, will be reporting to Secretary of Labour Elaine L. Chao and the Assistant Secretary of Labour for OSHA on the four-pronged approach that includes guidelines, research, outreach and assistance, and enforcement. OSHA Administrator John Henshaw welcomed the 15-members with a challenge to help the agency achieve its goal of reducing musculoskeletal injuries in the workplace. "We need strategies that a plant manager, a front-line supervisor, or a small business owner can readily adopt and use right now to prevent musculoskeletal disorders and help workers immediately." Discussion among committee members centered on task-specific guidelines, research needs and efforts, and outreach and assistance methods to communicate the value of ergonomics. OSHA is dedicated to saving lives,

preventing injuries and illnesses, and protecting America's workers. Safety and health add value to business, the workplace and life. We will continue to give you progress updates. For more information visit [www.osha.gov](http://www.osha.gov)

# Membership

IMPACTO has become a member of the Voluntary Protection Programs (VPP). The VPP is designed to recognize and promote effective safety and health management. In the VPP, management, labor, and OSHA establish a co-operative relationship at a workplace that has implemented a strong program. The VPP concept recognizes that compliance enforcement alone can never fully achieve the objectives of the Occupational Safety and Health Act. Good safety management programs that go beyond OSHA standards can protect workers more effectively than simple compliance. Following are statistics compiled by VPP of its membership.

- Injury Incidence Rates: In 1994, 9 sites had no injuries at all. Overall, the sites were 55% below the expected average for similar industries.
  - Lost Workday Injury Rates: In 1994, of the 178 companies in the program, 31 had no lost workday injuries. Overall, the sites were 51% below the expected average for similar industries.
- While protecting workers from occupational safety and health hazards, companies following the management guidelines mandated for VPP membership also experience decreased costs in workmen's compensation and lost work time, and often experience increased production and improved employee morale.

Membership in the VPP is yet another way for IMPACTO to remain informed with Health and Safety issues enabling us to pass this information on to our customers.

IMPACTO is also a member of the IGA (formerly NIGDA), CGMA, National Safety Council and the IAPA.

# Product Showcase

## 709-15 SLABBER'S GLOVE

Our featured product in this issue. It was developed particularly for the Pulp & Paper Manufacturing Industry. (Weyerhaeuser). The application for this glove is very specific. When the paper has run down on the roll it must be cut off and another roll added. The operator, using a knife cuts through the large slab of paper pulling the knife towards his body. The Slabber's Glove open fingers ensure hand dexterity while the glove fabric provides slash protection. The wrist support protects from RSI.



## 865-00 GEL KNEE COMFORT

Let me introduce the newest member of the IMPACTO Kneepad product line. Maximum All-Terrain Knee Protection with Gel comfort. The 860-00 utilizes an advanced gel injection technology that provides ultimate padded protection to the sensitive patella. This technology also protects the knees during sudden impacts, by absorbing and distributing weight pressure and reducing knee-to-ground impact. The removable Snap-On cover allows for easy cleaning and when removed, the 865-00 can be used for light duties.



# Did You Know...

In April 2002, ANSI (American National Standards Institute) confirmed a standard establishing a means to evaluate the performance of gloves designed or marketed as anti-vibration or vibration reducing products. The standard formerly known as S3.40 "Guide for the measurement and evaluation of gloves which are used to reduce exposure to vibration transmitted to the hand" will now be identified as ANSI S3.40-2002: ISO 10819:1996. The new longer number reflects the fact that the standard is identical to the European/International Standard ISO (International Organization for Standardization) 10819, which has been in place in its current form since 1996. The standard specifies the recommended method for the measurement, data analysis, and reporting of vibration transmissibility characteristics of gloves, which are used to reduce vibration exposure transmitted to the hand. A standard format is established for measurement, data analysis, and reporting of hand-transmitted vibration, in up to three orthogonal axes, in the frequency range from 5.6 to 1400 Hz.

## ANSI S3.40-2002: ISO 10819:1996

### IMPACTO™ AIR GLOVE™ RESULTS

$$TR_M = 0.72 < 1$$

$$TR_H = 0.51 < 0.6$$

Standard criteria are, thus, fulfilled

# Interesting OSHA Facts

- Since OSHA was created in 1971 deaths on the job have been cut in half
- Over the past 30 years workplace injuries and illnesses have declined by 40%

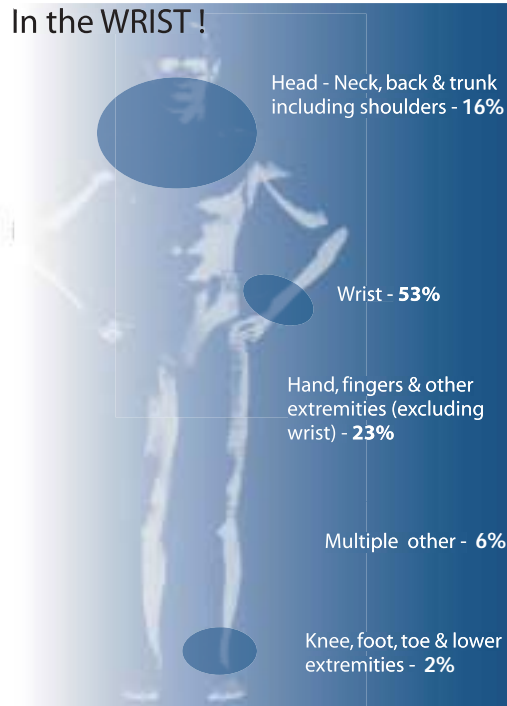
- On the job deaths declined 2 % in 2000
- OSHA budget for Fiscal 2003 is \$437 Million

# Repetitive Motion Injuries

Repetitive Motion Injuries (RMI, also known as RSI, CTD, CTS) are a class of injuries and illnesses that result from weeks, months or years of overuse of human joints. Connective tissues can become sore and sometimes unusable from repeated exposure to micro-trauma. Because of the slow onset of symptoms, people sometimes ignore the condition until the symptoms become chronic and permanent injury occurs.

## Any Idea ...?

? On which part of the body do the majority of repetitive motion injuries occur?



? How many days away from work result from repetitive motion injuries? The median number of days away from work is ..... 19 days.

? In which industries do the majority of repetitive motion injuries occur? Manufacturing at 45%.

Source: Bureau of Statistics, Occupational Injuries and Illnesses in the United States.

# Welcome Aboard!!!

IMPACTO would like to welcome Paul Appleby to our team. Paul lives in Lydiate (near Liverpool), Great Britain. Paul has been in the safety products business for many years. Paul and wife Ally have three children Sarah, 14, Michael, 13 & John, 9. He will be taking care of customers in Northern England, Scotland and North Wales. Welcomed help for Eric.

Staff has also been added to the sewing production area. Sheila Chard became Production Supervisor November 4, 2002. She brings with her over 20 years of experience in a cut and sew operation.

Rosalee Roberts, Sheilda Owens, Barbara McLeod, June Whiteman and Faye Dickson have also joined the sewing team. Welcome!

# On The Road Again

Tradeshaw season is once again in full swing. Since our last issue we have been to Las Vegas, Paris and Atlanta. Our next destination will be Atlanta. Stop by and see us. Our booth number is listed below.

## American Occupational Health Conference

May 6 - 8, 2003 - Atlanta, GA  
BOOTH # 804

## Safety & Health Expo

May 19 - 22, 2003 - Birmingham, UK  
STAND # T54

## National Safety Congress

Sep 8-10, 2003 - Chicago, IL  
BOOTH # 2164

## National Ergonomics Conference

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

# Rep Profile

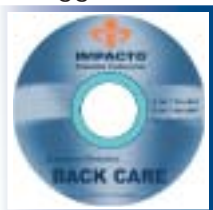
Our Manufacturer Rep profile continues this issue with The S.M.R. Company. S.M.R. has a combined sales experience of 40 years in the Industrial Sales Industry. Kurt Henspeter covers Southern California, Dennis Stone in Northern California, Barry Smith in New Mexico and Arizona and Maria Padilla is the Office Manager located in Southern California and can be reached at (626) 331-0729. S.M.R. also covers the state of Hawaii. IMPACTO's Sales Manager, Lou Tornes manages this territory and can be reached at (740) 896-2191.

## Literature Update

Updating literature has become a priority. New literature to aid our Salesmen, Manufacturer Reps and Distributors to introduce new IMPACTO products into the market is very important to IMPACTO. We have new flyers on the **Gel Knee Comfort Model #865-00**, the **Elliptic Air Belt™**, the **Knee Saver™ Model #890-00** and last but not least the **WristWand™**. Also the May 2003 price lists has been mailed to the attention of the purchasing department at the end of March. We are working on an updated Back Protection and Hand & Wrist Protection catalogs that will be available in the summer. If you have not received copies or would like additional copies, please contact our office.

## It's Here

As promised in **IMPACTO ON SAFETY's** fall 2002 issue, the Back Care CD is now available. This CD promotes back awareness; from causes of back pain and injuries to suggestions on how to reduce your exposure.



We also have the CTD CD and a video that are useful training tools. To receive your free copy contact your sales Rep.



## U.K. Update

### ...Back Again

The European Agency for Health and Safety at Work is putting musculo-skeletal disorders at the top of the agenda during the European Week of Health and Safety from October 16 to 22.

The week coincides with BackCare Week in this country and the TUC, the Forum of Private Business and BackCare have won funding from the agency for a major joint campaign to help small firms prevent back strain. It is one of 30 campaigns being co-funded by the agency throughout Europe, more details of which are on <http://osha.eu.int/ew2000>.

The agency has also just published two new reports: Research on Work-related Stress and Future Occupational Safety and Health Research Needs and Priorities in the Member States of the European Union. Details on: <http://agency.osha.eu.int/publications>.

Ergonomic specialists at Surrey University have developed a practical risk assessment tool for employers and employees for preventing musculo-skeletal injuries. Called a Quick Exposure Check, it takes just 10 minutes to complete. Details on: [www.eihms.surrey.ac.uk/robens/erg/to01.htm](http://www.eihms.surrey.ac.uk/robens/erg/to01.htm)

## 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 email your story to [bgoodine@2protect.com](mailto:bgoodine@2protect.com)

TOLL FREE: (888) 232-0031  
(North America)  
0800 0280 243  
(United Kingdom)

PO Box 524  
40 Dussek ST  
Belleville, ON  
K8N 5B2

Tel: (613) 966-0062  
Fax: (613) 966-0067

E-mail: [impacto@2protect.com](mailto:impacto@2protect.com)

Or Visit our WebSite:

[www.2protect.com](http://www.2protect.com)



**IMPACTO™**  
Protective Products Inc.