

IMPACTO ON SAFETY

ISO 9001:2000

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IMPACTO™
Protective Products Inc.

Winter 2005 Newsletter

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Hot off the Press

Welcome to the Fall/Winter issue of **Impacto on Safety**. Keeping our customers apprised of new products is important to us, therefore the New Product Showcase is quite large, take a look; we're sure you will find something of interest.

Participating in trade shows has kept us very busy as we attended more trade shows this year than any other. Winter will inevitably follow and that means Christmas. Families will be getting together to carry on old traditions and hopefully make new ones. Have a pleasant and SAFE season.

Message From The Boss

This time of the year is always busy at Impacto. Our Year End is October 31 and two of our largest exhibitions are scheduled before and after that annual ending and beginning for us. After finishing a long hot summer we are looking forward to the cool weather and the changing colors of the fall. After our near miss with Ivan in New Orleans last year our thoughts and prayers are with those suffering from Katrina this year. As we look forward to next year we have positioned ourselves for growth with several new products in a market that should be ready to grow. Enjoy the newsletter!

Who's Who

For over seven years your call to Impacto has usually been answered by



the same cherry voice. Shelly is always upbeat and ready to laugh with you. She handles all customer contacts in a friendly efficient manner. Away from work Shelly loves to garden. She also volunteers with the Girl Guides as a leader and deliverer of those addicting cookies and has been heard to comment that its never too early to have a chocolate. She loves being an Aunt, at this time she is enjoying her new baby niece. She is a treat to work with and we are happy to share her with you.

Sales Recognition

Impacto is pleased to recognize the efforts from our customers and sales partners. This past September at the National Safety Council Manufacturer Rep breakfast meeting, Ed Lehtinen presented the **2005 Rep of the Year Award** to United Sales Associates for highest sales growth. Congratulations to the USA team. Keep up the good work!



Thank you everybody for your contribution and hard work.

Ergonomic Safety Tips from National Safety Council

Back Care: Your back is involved in every job you do. Sitting. Standing. Walking. Lifting. Bending. Reaching. Running. Even when you're resting or sleeping, your back is on the job. It takes only a few minutes each day to take good care of your back. Remember these basics:

- Keep your back and abdominal muscles strong. This lets them support the curves at your neck, middle back and lower back
- There's a right way to stand, sit, lift, turn, walk and sleep. Learn it and live it!
- Keep your weight low to reduce the strain on your back
- Learn how to cope with worry and stress
- Get professional help fast if your back hurts.

Cumulative Trauma: Using any motion once or twice may not cause problems. But when the same motion is used repeatedly for a long time, it can cause strain, discomfort, illness and disability and may require corrective surgery. These problems are called cumulative trauma, a condition that accumulates over time.

- Make sure to use tools, machines or equipment in a way that won't cause strain over time
- Search for ways to work that will accommodate your needs. Don't try to force your work patterns to fit the job.

Safe Lifting: is a big challenge. Learning correct lifting techniques is vital to health and

helps avoid the back pain that afflicts 8 out of 10 Americans. Tips for safe lifting include:

- Use common sense and take your time
- Wear the right personal protective equipment for lifting and carrying
- Avoid bending, reaching and twisting
- Use the tilt test to estimate an object's weight (Tilt test: Get a good grasp on one of the object's edges. Slowly try to tilt it up. If it's difficult to move, it's too heavy to lift by yourself. Get someone to help or use a lifting aid.)
- Lift from the low risk position only
- Grasp the object securely
- Draw the object as close to you as possible
- Secure your footing

Welcome

Never to late Say hello to Bob Harris. Impacto's newest team member. Bob is Impacto's Sales Manager covering Texas, Louisiana, Oklahoma, Arkansas, and Mississippi, Alaska, Oregon, Washington, and Idaho, California, Nevada, Arizona, New Mexico, and Hawaii, Missouri, Nebraska, Iowa, Kansas, Illinois (below Interstate #74), Montana, Wyoming, Colorado, Utah. Bob comes to Impacto with 25 years of experience in the industrial safety field. Along with 10 years of selling Impacto products as a Manufacturer's Rep. So **Hi Bob, Nice to have you on the team!!**

Hello to all and welcome aboard!

New Manufacturer's Reps are:

- **Lycknell Associates, Inc.** – John Lycknell is now covering USA provinces NJ, NYC, DE, MD, DC and PA
- **OES Products Group LLC** - Glenn Yamada, Joseph Malezija and Norm Barringer are now covering MT, WY, CO, UT, ID and NM
- **Mentor** - Tom Webb, Margo Webb, Brian Craig, Tim Barnes, Al Garner and Randy Ingle cover GA, FL, NC, SC and VA.
- **Nicholson Agency** – Tessa and Lyle Nicholson are now covering Canadian provinces AB, BC, MB, SK, NWT and YK.

Literature Update

New Products flyers now available: Air Glove™ Product Line (2nd generation), BGNITRILE Anti-Vibration Air Glove and UPGUARD3000 Neck Support System. Technical information on the UPGUARD3000 is also available.

Most of our flyers are also available in Spanish.

Coming soon are flyers for the new Ergonomic Seating: STAG4, FLEX, SF130, 876-00 Knee pad and new insoles.

For copies of these flyers, contact our office. Or visit the **flyer** section of Impacto website to download a PDF copy.



New Product Showcase

Air Glove™

2nd
Generation

BG650



Bubble Bladder

BGNITRILE



- Individual air chambers
- Consistent protection
- Durable urethane Bubble Bladder
- Meets anti-vibration standard **ANSI S3.40-2002: EN ISO 10819:1996**
- Air bladder won't bottom out
- Flexible around tool handles
- Multiple styles available

Bubble Glove™ Test Results
TR_M 0.78 < 1 TR_H 0.51 < 0.6

Neck Support



UPGUARD 3000™

Helps reduce pain and injury while working overhead allowing the user to remain engaged in the task at hand increasing safety, comfort, efficiency and productivity. It does not compromise maneuverability yet supports the head when the neck is extended.

- Lightweight molded foam design
- Fire retardant covers available
- Doctor designed and approved
- Adjustable polypropylene straps
- Large capacity clips for attaching to waist band or belt

All-terrain Knee Protection

876-00

Real GEL padding for maximum support. Textured co-polymer cover sewn to padding to keep debris out.



878-00

Injected with GELite® for comfortable support. Durable rubber co-polymer cover sewn to padding keeps debris out.



Foot Protection



NUSOL

Lightweight molded foot comfort with Gel heel insert. Sold men and women, one size only. Trim to fit by using trim marks in the bottom of the insole.



ESDSOL

Anti-static molded Insole. Durable urethane foam. Provides electrostatic dissipation. Contoured design for all day comfort.



LIQUA CARE

Therapeutic Flow-Gel insoles. Provide relief of sore, tired, achy feet. Liquid flows through custom channels ensuring stability and comfort. **FlowGel:** with fabric cover **VivaStep:** without fabric

Ergonomic Seating

STAG 4 Ergonomic support for



kneel-down work. Helps reduce pressure on the knees, ankles and

lumbar region

FLEX

Ergonomic chair promotes efficient work by allowing workers to carry out tasks while in awkward positions



SF130

Ergonomic chair promotes efficient work by allowing workers to carry out tasks while in awkward positions.



New Proposed Legislation to Control Vibration

A new proposed health and safety legislation came into force in July 2005 to control vibration at work.

Around 3,000 new claims are made each year for Industrial Injury Disability Benefit and huge sums of compensation are paid out, the latest being an estimated £3bn for 165,000 ex-miners. According to Health and Safety Executive (HSE) who are responsible for the regulation of almost all the risks to health and safety arising from work activity in Britain, there are an estimated 300,000 people with advanced stages of Vibration White Finger (VWF), the most common form of Hand-Arm-Vibration (HAV) syndrome and reason to claim occupational ill health. The industries that are most vulnerable to these claims are where workers are regularly exposed to high levels of vibration from hand-held or hand guided power tools and the holding of materials that vibrate when fed into machines. The transmission of vibration into the hand and arms can cause permanent injury to workers, sometimes leaving them unable to continue working because of loss of grip strength. The common symptoms of HAV are pins and needles, severe pain to the fingers and wrist and also numbness to the fingers which may cause a person to lose their sense of touch. VWF syndrome is caused by

the intermittent lack of blood supply to the fingers that can be triggered by the constant use of vibrating hand machinery.

Vibration hand tools and equipment are so widely used within a number of industries including construction, engineering and forestry that a huge amount of awareness of the new legislation needs to be created. The new health and safety act will require employers to take action to prevent the effects of HAV and the long term development of VWF caused by the exposure to high levels of hand-arm vibrations.

There are many websites where risk Exposure Calculators, like the one illustrated, can be accessed. For more information about reducing Hand-Arm Vibration health risks visit www.uktc.com/vibration to download an information leaflet produced by leading tool manufactures Hilti.

Exposure Calculator for Hand-Arm vibration

Instructions:
1. Enter vibration level for each machine. Press "calculate" for action value and limit value
2. Enter work time for each machine in hours and/or minutes. Press "calculate" for view the daily vibration exposure (8 hours work day).

Machine no.	Vibration Level (m/s ²)	Exposure time for action value 2.5 m/s ² (hours)	Exposure time for limit value 5.0 m/s ² (hours)	Daily exposure time		Daily exposure (m/s ²)
				Hours	Min	
1		-	-			-
2		-	-			-
3		-	-			-
4		-	-			-
5		-	-			-

Calculate Reset

Exposure action value and limit value according to EU Directive 2002/44/EG.

International News

NIOSH, European agency launch joint Website as Global portal. The Website will provide the occupational safety and health community with improved sharing of European and American expertise and research. The EU/NIOSH Web site is available at: www.cdc.gov/niosh/usnetwork

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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Trade Shows

With one show left, our 2005 trade show list is finally coming to an end.

Here's some of the shows we'll be attending in 2006. Come visit our booth!

- National Ergonomics - Las Vegas, NV - Nov 29-Dec 2, 05, Booth # 530
- Ergonoma - Brussels, Belgium - Mar 23, 06
- IAPA - Toronto, ON - Mar 1-3, 06
- Safety & Health Expo - UK - May 9-11, 06
- NSC - San Diego, CA - Sep 06

