

Solid Preparation Leads to Success

Late on a Friday afternoon the Professional Health Services' President, Michael Kleinman, received a phone call reaching out for help. The Principal Research Epidemiologist of the DuPont Company's Haskell Laboratory for Health and Environmental Sciences had an urgent and unique situation — she needed to have preliminary results from a clinical epidemiology study that was expected to include more than 1,100 employees within a six-month time frame.

The Challenge

In order to help, Professional Health Services would need to perform comprehensive medical exams that included:

- Clinical testing
- Physical exams
- Extensive lab analysis that required multiple blood samples destined for multiple labs.

The Solution

Recognizing the urgency, Kleinman sent Vice President Karen Seal to meet Dr. Robin Leonard on-site at Haskell the next business day, which was Monday morning. By Tuesday, Professional Health Services had designed a plan that would meet strict legal standards and stringent epidemiological standards for the client. Seal confirmed the strategy with the client and moved the project forward.

The project plan developed by the Professional Health Services team included advances in patient management and sample collection that ensured accurate data collection and employee processing.

The plan included input from in-house, medical, IT and service professionals that would meet or exceed all OSHA and federal standards. With more than 40 years of testing experience, the Professional Health Services team knew what questions to ask and how to design the correct epidemiological project.

Two Months Later

Professional Health Services provided an on-site staff of eight medical technicians, two physicians, a program coordinator and a program leader. The professionals mobilized and set-up mobile testing units and offices at the client's site.

Like a smooth running machine, the Professional Health Services personnel worked side by side with the customer's IT personnel. Working closely with the customer ensured a critical design element, IT compatibility, and guaranteed the client could manage the data internally with their existing software.

Professional Health Services collected the data and designed the conversion software to collate the epidemiological data. This allowed the client to receive data in electronic form directly into their own data-management program, making the information ready for immediate analytical use.

Solid Preparation

Using the well-trained professional staff and a mobile health-testing unit that provides not only maximum individual privacy but also uninterrupted patient flow, the team conducted 1,025 exams within a six-week period. The comprehensive medical exams required multiple blood samples bound for multiple labs, one of which required chain of custody documentation according to Good Laboratory Practices requirements.

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DTE Utilizes 3E Compliance Management Services



Background

DTE Energy is a leading energy and energy technology provider. It sells electricity, natural gas, coal, landfill gas, steam and chilled water, develops merchant power and industrial energy projects and is a growing leader in energy trading.

The company is one of the nation's larger purchasers, transporters and marketers of coal and develops and invests in emerging energy technologies, such as distributed generation. It also works to become the preeminent supplier of integrated distributed generation solutions.

DTE Energy's subsidiary, Detroit Edison, is the nation's seventh largest electric utility, supplying energy to 2.1 million customers in Southeastern Michigan. Another utility subsidiary, MichCon, is the nation's 10th largest natural gas local distribution company. It serves 1.2 million customers across Michigan.

Challenges

DTE prides itself on being a premier, full-service energy and energy technology company meeting the needs of 21st century customers. It operates as a fast-paced, progressive, high-performance and value-based organization with the first element in the company's vision being meeting compliance with environmental laws and regulations and even surpassing requirements where economically practicable and beneficial.

At DTE, safety and health is a core value. "We're approaching 13,000 chemicals in our inventory," said Terence (Terry) Civic, Manager, Corporate Safety & Industrial Hygiene. "We're probably going to top out at 15,000. Managing that size of inventory can be a very arduous task."

With the protection of 10,000 employees across 100 facilities at stake, DTE takes safety seriously. "The problem was that we didn't know what our inventory really looked like before using 3E," said Civic.

DTE did the best it could to stay in compliance and make information readily available to employees with its own system. Coordinating thousands of Material Safety Data Sheets (MSDSs) cost the utility company time and money in the form of manpower to enter and update their database and IT costs associated with maintaining an in-house system.

To increase its level of compliance, and to provide employees with the information needed in the event of an industrial incident, Civic and DTE concluded that a more systematic process for managing MSDS information had to be put in place.

Solution

Civic and DTE turned to 3E Company for EH&S outsourcing relief. Now the utility uses 3E Online-MSDS and MSDS On Demand services, as well as 3E Poison and Exposure and 3E Spill Hotlines.

3E provides the peace of mind of complete MSDS coverage. "Now if it's not in the database or somehow slipped through, it's only a phone call away. And, on rare occasions, if 3E doesn't have the MSDS in their database, they go directly to the manufacturer and obtain it, said Civic.

Results

3E's services provide significant improvement of the quality of DTE's EH&S compliance program, along with built-in cost savings. Working with 3E strengthens and reinforces DTE's other core values of respect, integrity, learning, customer service and business success. DTE safety professionals now concentrate on creating a safer work environment for employees, consumers and communities instead of focusing time and energy on building and maintaining MSDS compliance.

For more information on 3E Company's products visit 3E at

www.3ecompany.com

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Professional Health Services' organizational abilities, combined with an excellent working relationship with plant-site operations and logistics personnel, kept the project on schedule. The results were tests that met strict legal standards as well as stringent epidemiological standards necessary for success.

As this client was relieved to learn, outsourcing to Professional Health Services—medical testing experts—yields positive results. "We were so impressed with the ability of PHS to plan and execute such a large-volume and logistically challenging project. Their staff were uniformly friendly, capable, and always responsive to both the scientific and plant operational needs during the course of their work on-site," said Dr. Leonard following completion of the data collection and personal employee communications.

When you're considering the best way to protect the health and ensure the optimal productivity of your employees, contact the experts at Professional Health Services to learn about onsite health testing solutions.

For more information on Professional Health Services visit their website at:

www.phsmobile.com

Salisbury's NEW PRO-Outerwear Protective Clothing

Are you ready for winter? Hard Working Clothing for Hard Working People.

Salisbury is proud to introduce the NEW PRO-Outerwear Protective Clothing for colder outdoor use. This new introduction to the PRO-WEAR™ Arc Flash Protective Clothing Line has an ATPV rating of 45cal/cm². The garments include a quilted inner lining for comfort and warmth. Specialized gussets and shoulder designs allow for ease of movement and durability. These garments were specially designed for linemen and electrical workers. Constructed of high quality FR fabrics and designed with durability and comfort in mind, these new garments offer the same high standards you've come to expect from Salisbury. Salisbury's PRO-Outerwear Protective Clothing Line includes a hooded jacket, chore coat, bib overalls and removable hood.

Tough, Durable, Dependable.

NEW PRO-OUTERWEAR™ & Work Gloves

The NEW **PRO-OUTERWEAR** Line of clothing was designed for colder outdoor use. The garments include a quilted inner lining for comfort and warmth. Specialized gussets and shoulder designs allow for ease of movement and durability. These garments were specifically designed for linemen and electrical workers.

Salisbury's PRO-OUTERWEAR Protective Clothing Line includes a hooded jacket, chore coat, bib overalls and removable hood.

- ATPV Rating of 45cal/cm²
- 11.5 oz Indura Ultra Soft Shell and 10 oz. Moda-Quilt lining
- Meets ASTM F1506-02, NFPA-70E, OSHA and NESC requirements

Salisbury's new **Work Glove** Line offers workers the opportunity to have gloves that work with them, not against them. These high quality performance Work Gloves are designed to improve durability and comfort. Constructed of a high quality blend of synthetic and natural materials, these gloves form-fit and do not inhibit dexterity. Five different styles available.

Salisbury's Work Gloves are:

- Breathable: Wick away heat and moisture
- Durable: Outlast traditional gloves by multiples
- Dexterous: Form fit for any task
- Multi-Tasking: Made from materials that work in all conditions
- Washable: Machine wash, air dry

SALISBURY www.whsalisbury.com 7520 North Long Avenue Skokie, IL 60077 - 877.406.4501

Salisbury's NEW Work Gloves

A Worker's Hands are Their Most Important Tool. Depend on the Best.

Salisbury's NEW Work Gloves offer workers the opportunity to have gloves that work with them not against them. These high performance Work Gloves have ground breaking design with workers in mind. Constructed of a high quality blend of synthetic and natural materials, these gloves form-fit and do not inhibit dexterity. Designed to enhance durability and comfort, the new Salisbury Work Gloves offer the same high standards you've come to expect from Salisbury.

All Salisbury Work Gloves are:

- | | |
|----------------|--|
| Breathable: | Wicks away heat and moisture |
| Durable: | Outlasts traditional gloves by multiples |
| Dexterous: | Form fit for any task |
| Multi-Tasking: | Made from materials that work in all conditions |
| Washable: | Machine wash, air dry. Won't shrink, harden, or stiffen. |

Tough, Durable, Dependable.

For more information on Salisbury's products visit their site at:

www.whsalisbury.com