

Vol. 4, Issue 3 • November 2008

Gold SponsorsDupont Protera
Workrite**Silver Sponsors**PowerSafe
Reflexite Americas
W. H. Salisbury**Bronze Sponsors**Potter & Associates
DRIFIRE
High Zone Safety
Professional Health Services
NASCO Industries
ORR Safety Corp**INSIDE THIS ISSUE:**

- **Mind the Gap – Overcoming the Biggest Hurdle in Safety, pg. 2 - 3**
- **Hardhat & Hood Cooling System, pg. 4, 5**
- **Thank You to Sponsors, pg. 6**

The EEI eSafetyLine Manufacturer's Report is published quarterly and posted on this website. All articles are based on content provided by the sponsors listed above. EEI and INTEC would like to thank those companies for their contribution.

www.esafetyline.com/eei

Editor:

Kate O'Connor
(607) 624-5337
koconnor@intecweb.com

MANUFACTURER'S REPORT

Crisp, Invigorating Autumn is Here!

Do you understand your limitations and peak seasons? Whether you prefer outdoor activities in the sizzling summer heat or feel invigorated when the air is crisp in autumn, it makes sense to create exercise and diet plans that sustain your energy and motivation year-round.

Exercise

So here's the secret: The best time to exercise and the best exercises are the one that you actually do. Take a moment and consider your preferences.

It's never too warm...

If you love warmer temperatures are you easily sidetracked from activity when colder weather moves in? An easy solution is to move your activity indoors when the weather cools.

That can mean swimming indoors, substituting spin classes for biking outside or even moving your favorite sport, like volleyball and basketball, inside for the winter. The warmth of the indoors can keep you active and energized.

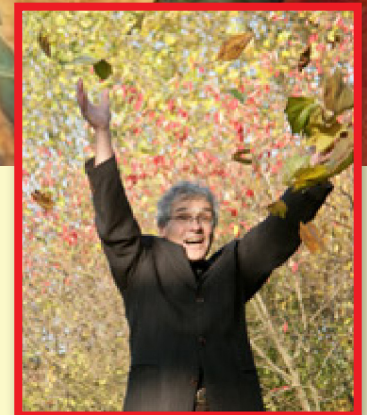
Way too hot....

Your summer workouts may suffer due to the heat. You may want to exercise indoors where it can be cooler. However, when autumn arrives it's time to move your activities outside. If the days get dark too fast, consider options such as lighted areas like tracks for walking and fields for playing softball. Allow the cooler temperatures to inspire longer, more energized exercise goals.

Eat Light

Cooler temperatures can also mean cravings for fatty foods. This is only natural, right? Wrong! You're not a bear, and you don't need to add another layer of fat to survive hibernation. Cooler weather doesn't have to mean heavy, starchy meals.

continued on pg. 2



continued from cover

Consider healthier food options such as soups and meals cooked in the oven. The same ingredients of lighter summer fare, especially vegetables, make hearty soups that can warm you body and soul, while still adding energy to your day. Don't use the cooler daylight hours as an excuse to change to heavier carbohydrate- and fat-rich comfort food.

Seasonal Motivation

Embrace the unique joys of each season. Autumn is a great opportunity to shake up your routine — if you've traditionally retreated indoors at the sight of the first yellow leaf and not come out until Daylight Savings rolls around again, broaden your horizons and embrace the unique joys autumn has to offer. Consider a hike to view the fall tree color changes.

Remember — energy and enthusiasm go hand in hand. If you feel your energy flagging, take some time to consider your limitations and peak seasons. Then make the necessary adjustments that will inspire you.

If your company is considering on-site health services, contact the experts at Professional Health Services to learn about onsite health testing solutions. Call 800-833-3005, e-mail solutions@phsmobile.com, or visit www.phsmobile.com to learn more.

Professional Health Services

On-Site solutions for in-house concerns

83 South Eagle Road • Havertown, Pennsylvania • 19083

Call: 1-800-833-3005 • Fax: 610-446-4195 • E-Mail: solutions@phsmobile.com • www.phsmobile.com
Copyright © Professional Health Services, Inc.



**Mind the Gap –
Overcoming the Biggest Hurdle in Safety**

By Carl Potter, CSP, CMC

One of the biggest mysteries in hazardous work is why well-trained people do not follow their company's safe work practices. After years of research, the answer is becoming clear. Consider the following statement: "The gap between knowing and not doing is much bigger than the gap between knowing and not knowing."

The "knowing – doing" gap boils down to something quite basic. The gap between knowing and not knowing is easily overcome through training and education. It's tough to overcome the gap when people know something, yet they don't do it or apply it.

It's not hard to see examples of the "knowing – doing" gap in the workplace. Consider the group of oil company executives who couldn't figure out why workers blame the company when injuries occur, or the group of leaders in the utility industry who are now supervising the people they worked alongside. Unfortunately, the gap becomes all too real when investigating a workplace fatality in which the victim failed to follow basic safe work practices that could have easily prevented the incident.

If you've ever been to London and used the underground

continued on pg. 3

continued from pg. 2

transit system, you've no doubt heard the recorded voice loudly proclaim, "mind the gap" to remind embarking and disembarking train passengers about the space between the platform and the train. It's as if we need to have the voice to remind us to mind the gap between worker's knowledge and their actual performance.

It's essential that leaders recognize, and then do something about the gap. Think about your own workplace and answer the following questions:

1. What evidence of a gap in worker knowledge and application exists?
Often leaders don't look for the gap and therefore don't know that it exists.
2. How are supervisors trained to deal with situations where workers aren't accurately applying safe work practices? Remember that supervisors are often people who have come from the workforce and may not be trained in how to handle such situations.
3. When is the last time your organization's safe work practice training curriculum was reviewed for relevance and interest? Outdated and uninteresting training can create apathy toward learning and will lessen the opportunity for appropriate application of safe work practices.

As you consider your own workplace and find that you have room for improvement, the four guidelines provide some steps you can take.

Four Guidelines to Close the Gap

1. Involve a cross-section of employees in a review of your current safety rule documentation. Ask them what problems they know of with clarity or application of stated rules.
2. Get a copy of your safety manual or accident prevention book and a yellow highlighter. Mark every instance of the words "shall" and "will". These words, while similar, carry different weight. Shall means "without deviation" and the word "will" generally indicates a guideline. Can workers reasonably follow the rules that contain the word "shall"? Be sure that you ask the involved workers.
3. Use a safety expert to review the OSHA rules that are applicable to your industry. Does your safety manual include all these rules and, more importantly, are your employees aware of the proper application of these rules and the safe work practices for your organization?
4. Establish employee-management safety councils in your organization. Employee participants represent their peers and have access to management to discuss safety concerns. When management demonstrates their commitment to listen to and address issues promptly, such groups can be highly effective.

Do whatever it takes to ensure that everyone throughout your organization knows the applicable rules and how to apply them to their work so you can have a workplace where everyone can go home every day to their families without injury. It's all about application. It's just that simple. One of the most important jobs of a leader – whether a crew leader or a company president – is to guide people to apply appropriate knowledge. Take time to first consider if you're applying what you know about safety, then look around. Ask yourself what you can do to help others apply what they know.

continued from pg. 3

Carl Potter, CSP, CMC, CSP...*The Voice of Safety*SM...works with organizations that want to create an environment where nobody gets hurt. As an advocate for zero-injury workplaces, he is a nationally-renowned safety speaker, author, and advisor to industry. For information about his programs and products, see www.potterandassociates.com or contact him at Potter and Associates International, Inc. 800-259-6209 or carl@potterandassociates.com.

COMPACT PRO-AIR™ ACAIR3000™ BY WorkFlow™
LIGHTWEIGHT HARDHAT COOLING SYSTEM
FROM SALISBURY

*Salisbury PRO-AIR
 Microprocessor Controlled Air
 System, by WorkFlow, is Easy to
 Use and Wear.*

Salisbury's PRO-AIR ACAIR3000 system, by WorkFlow provides air and comfort for the user by using forced ambient air. The unit is microprocessor controlled offering both automatic and manual functions. The unit operates automatically by blowing air for one minute, then off for four minutes. The FastBlast™ feature gives one minute of air at the touch of a button.

The PRO-AIR ACAIR3000 compact powered air system easily mounts to most standard hardhats and functions in one lightweight easy to use unit. The unit uses a specially designed universal band to fit snugly onto short and full brim hard hats and is designed to accommodate most hard hat mounted options.

At less than 10 oz., the PRO-AIR ACAIR3000 has a 6-8 hour duty function. The unit includes a lightweight blower assembly, attached universal band, short brim and full brim air tubes, Ni-MH rechargeable batteries, and an AC wall charger.

Patents Pending
 Crafted in China

For more information, visit:
www.whsalisbury.com/workflow/



Short Brim Hat



Full Brim Hat



High impact material providing longer life

COMPACT PRO-AIR™ ACAIR2000™ BY WorkFlow™
ARC FLASH HOOD COOLING SYSTEM
FROM SALISBURY

Salisbury PRO-AIR microprocessor controlled Air System, by WorkFlow, is easy to use and easy to wear.

Salisbury's PRO-AIR ACAIR2000 system, by WorkFlow is designed to blow forced ambient air through a single intake hose, providing fresh oxygen to the worker and reducing the hazardous effects of shield fogging. The unit is microprocessor controlled and operates automatically by blowing air continuously for over three hours on one charge. On the back of the unit is a button that pauses the continuous flow, if needed. Use this unit with Salisbury's PRO-HOOD™ and PRO-WEAR™ arc flash protective clothing.

The PRO-AIR ACAIR2000 compact powered air system easily mounts to most standard hardhats and functions in one lightweight (less than 10 oz.) easy to use unit. The unit cools the worker and reduces fatigue while wearing a Salisbury Arc Flash PRO-HOOD.

The PRO-AIR ACAIR2000 includes a lightweight blower assembly, universal band, bendable intake hose, Ni-MH rechargeable batteries, and an AC wall charger.

Patents Pending
 Crafted in China

For more information, visit:
www.whsalisbury.com/workflow/



Intake hose attaches to the blower unit with a bendable joint to allow easy movement.



Use this unit with Salisbury Arc Flash Protective PRO-HOODs.

Thank you!

The Fall Occupational Safety and Health Committee Conference held at the Renaissance Cleveland, Ohio -October 5-8th was a great success! We like to thank all of our sponsors for their support. It is a tremendous value for the electric utility industry to know that they can rely on our sponsors when it comes to seeking quality services, products, and educational support.

