



# CNY SAFETY

## SAFETY IS A MONEY MAKER

Over and over you hear safety professionals talking about how much money they saved their company. It's the same at the major safety conventions. Exhibitor after exhibitor will sell you their product based upon the premise that if their product eliminates just one injury it will "save" you some amount of money that would be spent on taking care of the in-

jured person or related expenses. The problem is that saving money is not a great motivator.

A presenter at the recent National Speakers Association Convention recently made the comment, "Logic makes people think, emotion makes people act." So what does that have to do with us in the field of safety?

First, people show a great deal of emotion and excitement when they win or make money.

Just think of conversations you have had with people. When you tell a corporate leader you will save them money they are pleased but when you "make" them money their eyes light up.



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## Planning for Emergencies & Unusual Events - Genesee Valley Safety Conference

The Genesee Valley ASSE Chapter is holding a PDC on Nov 12, 2003 in Rochester at the Public Safety Training Center.

This is a one day intensive program for the business community at large but aimed at employers who need to plan but have been delaying the process. Attendees will learn what is being done for emergency response from the community agencies, what is expected of employers from the commu-

nity and government agency perspective, and what they can do for basic planning for anticipated emergencies and larger community wide events.

Appropriate people to attend this program would include HR professionals with shared responsibilities, property managers, facilities managers, business owners, safety professionals, and administrators for school districts.

There is an absolute limit of 45 attendees and it is anticipated that the program will fill quickly at this low registration fee (\$125 for the day). Registration deadline is October 31st.

For more information or to register, please call 585.475.7318 or contact Don Garman at [dgarman@rochester.rr.com](mailto:dgarman@rochester.rr.com).

## OSHA Small Business Outreach Seminars on Machine Guarding To Be Offered In October At Six Upstate New York Locations

**BUFFALO, N.Y.** -- Helping small Upstate New York employers ensure the safety of their employees using machinery is the goal of seminars being offered by the Buffalo office of the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) in conjunction with area organizations and colleges.

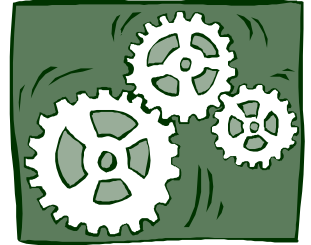
"Inadequate machine guarding can result in severe mangle or crushing injuries or even death. That's why OSHA routinely focuses on machine

guarding during workplace inspections and prioritizes inspections involving mechanical power presses," said Art Dube, OSHA's Buffalo area director, who noted that crushing hazards are one of the four leading causes of workplace injuries and deaths in the United States. "Employers and workers need to know the basics when it comes to guarding moving machine parts against employee contact. This seminar will show small business owners how to identify workplace hazards and determine if they have adequate

machine guarding."

The session is part of the OSHA Small Business Seminar Series covering a variety of topics that the federal agency will offer this year to assist small Upstate New York employers in complying with workplace safety and health standards.

**To register for one of the October seminars, or to obtain more information, contact the Buffalo OSHA Area Office at 716-684-3891.**



### October 2, 2003

9:00 - 11:00 a.m. Erie Community College South Campus, Orchard Park, NY  
1:00 - 3:00 p.m. NCCC Corporate Training Center, Lockport, NY

### October 9, 2003

9:00 - 11:00 a.m. Jamestown Community College, Jamestown, NY  
1:00 - 3:00 p.m. Jamestown Community College, Olean, NY

### October 16, 2003

9:00 - 11:00 a.m. Genesee Community College, Batavia, NY  
1:00 - 3:00 p.m. SUNY Brockport MetroCenter, Rochester, NY

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The point is that you need to position yourself as someone who creates profit for your company. Everyone knows the sales and marketing people make your company money but is that how they think about you? Probably

not. When the marketing department wants to spend some money it is looked upon as an investment which will result in a return of dollars. That is just what we need to do. How excited would your boss be if you made them more money? How excited would

you be?

*Source:* John Drebinger's Dynamic Safety Meetings Report V2 Number 20  
**www.drebinger.com**

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## Learn How to Protect Your Organization from Liability

To reduce the risk of liability to your organization, you need to know the law and your role in the prevention of lawsuits.

To help you meet this challenge, ASSE is presenting a new program - The Law Symposium for the Safety, Health and Environmental Professional, November 20-21 in Ft. Lauderdale, FL. For details go to <http://www.asse.org/frlaw03.htm>

Topics include:

- ? Elements of negligence and defenses to negligent actions
- ? Worker's compensation and how the system works
- ? The risk management process
- ? Law of liability insurance
- ? Safety's role in mitigating claims
- ? Subcontractor liability and multi-company

- worksite liability
  - ? Expert testimony
  - ? Take a bar exam and participate in a mock trial
- 1.45 CEUs/COCs and 2.0 CM points will be awarded.

Register online at <http://www.asse.org/frlaw03.htm> or call 847.699.2929. If you have already registered, we'll see you there. Please send any comments to Chris Faron at [cfaron@asse.org](mailto:cfaron@asse.org).



### Who Are Your Chapter Officers?

- President**—Nathan Hunter
- President-Elect**—Steve Wehrspann
- Vice President**—Judy Smith
- Treasurer**—Caroline Dimmick
- Secretary**—Jeanette Kinsella

### WORKER SAFETY AND HEALTH MUST BE ADDRESSED TO MEET BUSH ADMINISTRATION'S CALL FOR FAIR PLAYING FIELD WHEN IT COMES TO INTERNATIONAL TRADE

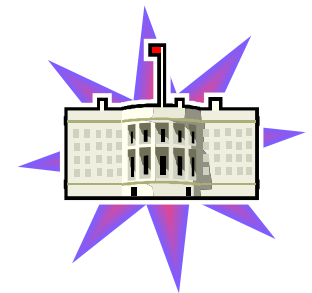
DES PLAINES, IL – In a letter to President George W. Bush sent September 24th, 2003, the American Society of Safety Engineers (ASSE), the oldest and largest professional safety organization, urged the President to include the issue of worker safety, health and environmental protections in all future trade discussions.

ASSE President James 'Skipper' Kendrick, CSP, applauded the President for including in his recent Labor Day speech the statement, "we expect there to be a fair playing field when it comes to trade." However, Kendrick noted, many ASSE members work in manufacturing and share the concern that, too often, the companies they work for must compete on an unfair playing field that favors manufacturing worksites in other countries.

"For our members who strive to ensure safe and healthy workplaces for their companies' employees, "unfair" specifically means that their employers' competitors in foreign companies far too often are exempt from providing even similar kinds of protections for worker health and safety that Americans enjoy," Kendrick said. "ASSE urges you to include the issue of worker safety, health and environmental protections when your Administration follows up on your stated expectation that there be a "fair playing field" when it comes to trade.

"Our members report positive experiences in the past working with the Department of Labor's Bureau of International Labor Affairs in beginning to move the issue of international occupational safety and health standards forward," Kendrick contin-

ued. "We are also pleased to see that the Assistant Secretary for Occupational Safety and Health John Henshaw is engaged with Canada and Mexico in the Trinational Occupational Safety and Health Working Group. Our hope is that this cooperative effort to improve worker safety and health in these three countries not only succeeds but also becomes an established expectation in our trade relations with all countries. Not only will American workers benefit by more fair playing fields for trade through such an effort, but your Administration can help ensure that workers in other countries enjoy the protections from occupational safety, health and environmental threats that all people, no matter where they work, should be able to expect."





**AMERICAN SOCIETY OF  
SAFETY ENGINEERS**

Central New York Chapter  
PO Box 42  
Dewitt, NY 13214

Protecting people, property, and  
the environment since 1911

Mailing address here...

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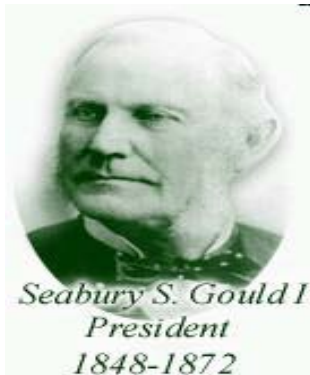
**WE'RE ON THE WEB!**  
**HTTP://CNY.ASSE.ORG**

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## Chapter Monthly Meeting News



Many thanks to Bob Andres and the many chapter members who took the time to join us for our September chapter meeting. Your continued support is what drives our chapter!

We welcome all chapter members and friends to join us for our October meeting, a joint session with the Upstate NY Society of Fire Protection

Engineers, in recognition of National Fire Safety Month!

**Who:** CNY ASSE and the Upstate NY SFPE.

**What:** October Chapter Meeting

**Where:** Tour of Goulds Pumps, 1 Gould Drive, Auburn. Dinner immediately following the tour at Lascas, 252 Grant Ave/ Rt 5, Auburn

**When:** Thursday, October 16th, tour begins at 5:30. Dinner immediately following.

**RSVP:** By Friday, October 10th.

nph4@cornell.edu or 607.254.5439.

**To Goulds Pumps:** In Auburn (near the Finger-Lakes Mall) turn onto Rt 326 South, then left onto Wright Ave, and right onto Gould Dr.