



Founded by and dedicated to the professional insurance company loss control representative



2012 Annual Conference

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The ILCA conference will be held on October 8th, 9th, and 10th in Columbus, OH. The conference will be held at the DoubleTree Hotel, 175 Hutchinson Ave., 614-885-3334. Rooms for the hotel will be discounted to \$109 per night for ILCA members. Members should identify themselves as coming to the ILCA conference to receive the discounted room rate. Members staying at the hotel will receive a full hot breakfast which is included in the nightly room rate. To make a room reservation online for the conference, go to: [DoubleTree Hilton](#).

All members of the conference will have a reception Monday night, hot lunch on Monday and Tuesday, and snacks/beverages for breaks. We have four breaks and we would like to have them sponsored. If your company would like to sponsor a break, please contact Scott Doyle (sdoyle98@gmail.com) or Kristi Ruxlow (administration@insurancelosscontrol.org).

A field trip on Tuesday to the Ohio Fire Academy is included in the conference agenda. We will also have a business meeting that must be conducted at each conference. The business meeting will be addressing the adoption of changes to the Articles of Association along with the normal business meeting items that includes financials, website update, and any other topic affecting the association. Changes to the Articles of Association include creating student chapters as we will now be allowing students to join ILCA.

Conference cost is \$345 for members of ILCA and \$430 for nonmembers. Any group bringing 10 or more persons can take advantage of a group rate of \$325 per person.

2012 ILCA ANNUAL
CONFERENCE
OCTOBER 8—10
COLUMBUS, OH

The topics for the conference this year are as follows:

| Topic | Speaker | Company Represented |
|---------------------------------|---------------------|-------------------------------------|
| Lightning/Surge Protection | Bob Turner | Turner Lightning |
| Crane Safety | Ron Pack | Crane 1 Services |
| Infrared Scanning | Sean Benham | CNA |
| Electrical Safety/ Arc Flash | Paeder Lynch | Mid City Electric |
| Security Systems | Keith Jentoft | RSI Video Technologies |
| Nanotechnology | Laura Hodson | CDC/NIOSH |
| Slips/Trips/Falls | Steve Spencer | State Farm |
| Property/Liability- Core | Billy Boguski | Alexander and Schmidt |
| Distracted Driving | Kathleen Konicki | Nationwide |
| Flammable Liquids | Ron Hein | CNA |
| How Adults Learn | Brett Gillilan | Ohio Board Workers' Compensation |
| Field Trip – Ohio Fire Academy | | |

SPONSORSHIP OPPORTUNITIES FOR THE 2012 ANNUAL CONFERENCE

ILCA is pleased to announce NEW pricing for our sponsorship and advertisement opportunities available during the two and a half day conference on October 8-10, 2012.

Any company participating in sponsorship and/or advertising in the 2012 Conference will also receive free advertising in ILCA eNews for one year.

Conference Partner—\$1,500

Includes: Exhibit space and 2 full registrations. (Registrations must be in our hands by **9/7/12**.) We welcome you to make a ten minute “presentation” to the attendees during the conference. We will insert your 3 hole punched brochure into our conference binder. This fee does not include Hotel registration.

Exhibitor

1 Table—One day only—\$200

1 Table—Entire conference—\$350

Luncheon—\$600—Available Monday, Tuesday

Includes: Announcements before and after lunch, signage, notation and thank-you in conference agenda, web link to your website, table for materials and a vendor’s insert in the conference binder. Encouraged to have small logo giveaways and all the possible contacts you can create by networking. Luncheon sponsors will also receive a special mention and a 3.5”x5” advertisement space in the post-conference newsletter.

Break—\$300—Available Monday (2), Tuesday (1), Wednesday (1)

Includes: Announcement before and after break, signage, notation and thank-you in conference agenda, web link to your website and a vendor’s insert in the conference binders. Get all of the possible contacts you can create by networking.

Vendor’s Insert—\$150—Insertion of your company brochure and information.

- ⇒ B&W advertisement—the company can either provide an electronic file which we can reproduce in black and white or the company can submit the pre-printed material (3-hole punched) to us for inclusion in the binder. Material must be submitted by **August 17, 2012**.
- ⇒ Color advertisement, brochure, or flyer—the company must submit the pre-printed (3-hole punched) material to us for inclusion in the binder. Materials must be submitted by **August 17, 2012**.

Sponsorship opportunities are on a first come, first serve basis. Sponsorship payments must be received no later than **September 15, 2012**.

Contact Kristi Ruxlow at 309-696-2551 or by email at administration@insurancelosscontrol.org for reservations and payment information.

OHIO FIRE ACADEMY FIELD TRIP

ILCA is arranging a field trip to the Ohio Fire Academy during our annual conference. This will include a tour and discussion with representatives of the Fire Prevention and Code Enforcement Bureaus.

The Ohio Fire Academy is a training center for Ohio's Emergency Responders including Firefighters, EMS, and Law Enforcement. It is one of seven departments under the Ohio Department of Commerce, Division of State Fire Marshal. These include:

- ◆ Ohio Fire Academy
- ◆ Fire Prevention (Nursing homes, Schools, Public Fire safety programs)
- ◆ Code Enforcement (State facility inspections, assisting local fire departments, licensing of hotels and motels)
- ◆ Underground Storage Tank Regulations (BUSTR)
- ◆ Fire & Explosion Investigation
- ◆ Testing and Registration
- ◆ Forensic

The Ohio Fire Academy holds a wide range of course offerings with instructor led classes held through the year and online training. Course listings are posted on their website.

The campus is located on a 65 acre tract of land just outside of Reynoldsburg, Ohio and is comprised of four main structures.

- ◆ Main office, lab, and classroom facility which also houses a dormitory, kitchen and workout facility.
- ◆ Burn building used for aerial ladder operations, confined space training, rescue training, search and rescue, and firefighter self-rescue.
- ◆ Training Tower / Search & Rescue complex. The tower is used for a variety of training and includes interior and exterior stairs, an elevator, and an operating sprinkler / standpipe system. An attached to the tower search and rescue area has an inside maze used to teach rescue techniques.
- ◆ Apparatus/Equipment Building used for storage of firefighting equipment.

The grounds include a driving course, 10 acre pond, and confined space trenches.

Further information can be found at <http://www.com.ohio.gov/fire/>. Click on State Fire Marshal on the blue header to bring up information.

The field trip should be very interesting and we look forward to seeing you at the conference and joining us on this field trip.

MEMBER SPOTLIGHT: SCOTT DOYLE

Scott Doyle is the Field Operations Manager for TranStar Technical Services, Inc. We asked him a few questions about becoming involved in the association and his interest in the loss control profession.

Brief Bio: I was born and raised in central Florida. Right after High School, I joined the Marine Corps and was stationed in California and Okinawa. After four years of The Marines, I went to work for Publix Supermarkets based in Lakeland, FL. Publix is privately owned supermarket chain in the southeast. While working full time, I earned an AA degree and a BS degree in Business Information Systems. When Publix expanded into GA, I moved with them in 1994. I did not get married until I was forty years of age. Working inconsistent hours, often at night, did not afford much of a quality social life. However, my golf handicap was very low. I am now happily married with a three year old daughter. If the outcome was any different, I wouldn't change a thing. I started with TranStar Technical Services as a field rep in 2006 and became a CLCS just last month.

What is your educational background? I have a bachelor's degree in Business Information Systems. I just became a CLCS (Certified Loss Control Specialist) by the Board of Certified Safety Professionals.

What made you decide to work in the insurance loss control field? I married into an existing family business. After working for Publix Supermarket for 21 years, I decided it was time for a change—so did my wife. Working inconsistent odd hours makes it difficult to plan quality time. We now have a 3 year old daughter. Being able to be home at night consistently has allowed me to have a great relationship with my daughter that I would not have had while still working for Publix. Publix is a great company and provided me with a great retirement but I'm glad I made the switch. I enjoy learning the different areas of safety and loss control.

What is the history of "TranStar Technical Services, Inc."? What Services do you provide? TranStar Technical Services, Inc., is a fee company providing loss control surveys for a number of carriers in the Southeast. Don and Paulette Rucinski are the founders of TranStar Technical Services. Don has over 35+ years experience in the loss control field that includes being a regional manager at two major insurance carriers. We are able to provide reports for Property, Liability, Workers' Compensation, Products, Inland Marine, Commercial Auto and Garage Liability.

What has been your greatest frustration and greatest joy in your job? I think the best part of this job is being able to experience a number of different industries especially the manufacturing facilities. I love sitting down with the owners of the companies and listen to their stories of how they started their business and realized their dreams. The biggest frustration is dealing with the 1% of the people that do not value the loss control service.

What do you think are the biggest issues facing the insurance loss control profession and the insurance industry in the next five years? Why? I think the biggest issue is obtaining younger people into the loss control industry. If we do not attract more young people into the field, there will be a shortage of qualified people.

In what roles have you served ILCA? I joined ILCA in 2007, became Secretary in October 2010. and became President in October 2011.

Finish this sentence: I enjoy insurance loss control because....I get to see how businesses and manufacturing facilities work while maintaining a safe environment and the creativity that is involved in surviving this economy.

If you were not employed in insurance loss control, what would you like to do? Computer Science. I was a developer in the pre Windows and early Windows era and loved it. Publix decided to centralize their IT department in Florida so after I moved to GA, I did not want to move back to Florida. It was Ok as I was able to work in many different areas within Publix.

What are your favorite non-work activities? Golf, reading, and spending time with family.

Are you involved in any social, community, or volunteer activities, etc.? I am involved in our church that provides aid to the community.

HAZARD COMMUNICATION

Important Changes You Need To Know About



The new standard will be called the Globally Harmonized System (GHS).

The Hazard Communication Standard (HCS) (29 CFR 1910.1200(g)), revised in 2012, requires that the chemical manufacturer, distributor, or importer provide Safety Data Sheets (SDSs) (formerly MSDSs or Material Data Sheets) for each hazardous chemical to downstream users to communicate information on these hazards. The information contained in the SDS is largely the same as the MSDS, except now the SDSs are required to be presented in a consistent user-friendly, 16-section format. This brief provides guidance to help workers who handle hazardous chemicals to become familiar with the format and understand the contents of the SDSs.

The SDS includes information such as the properties of each chemical; the physical, health, and environmental health hazards; protective measures; and safety precautions for handling, storing, and transporting the chemical. The information contained in the SDS must be in English (although it may be in other languages as well).

Why are the revisions necessary? The production and use of chemicals is fundamental to all economies. The global chemical business is more than a \$1.7 trillion per year enterprise. In the U.S., chemicals are more than a \$450 billion business and exports are greater than \$80 billion per year. Several U.S. regulatory agencies and various countries have different requirements for hazard definitions as well as for information to be included on labels or material safety data sheets.

Thus, The Globally Harmonized System of Classification and Labeling of Chemicals (GHS) was established as a system for standardizing and harmonizing the classification and labeling of chemicals. There is Global implementation: the new system is being implemented throughout the world by countries including Canada, the European Union, China, Australia, and Japan.

Revising OSHA's Hazard Communication Standard will improve the quality, consistency and clarity of hazard information that workers receive, making it safer for workers to do their jobs and easier for employers to stay competitive in the global marketplace."

1. Hazard classification: Provides specific criteria for classification of health and physical hazards, as well as classification of mixtures
2. Labels: Chemical manufacturers and importers will be required to provide a label that includes a harmonized signal word, pictogram, and hazard statement for each hazard class and category. Precautionary statements must also be provided.
3. Safety Data Sheets: Will now have a specified 16-section format.
4. Information and training: Employers are required to train workers by December 1, 2013 on the new labels elements and safety data sheets format to facilitate recognition and understanding.

Chemical manufacturers and importers will be required to provide new labels that include a harmonized signal word, pictogram, and hazard statement based on the hazard classification. Precautionary statements must also be provided. Safety data sheets (SDS) will have a specified 16-section format.

1. MSDSs BECOME SDSs

What's Changing: Material Safety Data Sheets will be called Safety Data Sheets—SDSs rather than MSDSs.

Impact on You: Dropping the “M” from MSDS won't have any substantive impact but will require administrative changes like relabeling your MSDS binders and changing “MSDS” to “SDS” in training materials, policies and programs.

2. THE INFORMATION THAT MUST BE LISTED IN THE SDS

What's Changing: The new SDS must list different information from the old MSDS. And while the MSDS didn't mandate a format, the GHS rule says that each SDS must list information under 16 specific headings. Key new info that must be on the SDS includes:

- “Signal words”, e.g., DANGER for severe hazards or WARNING for less severe ones, to let users know the stuff is hazardous;
- Symbols or pictograms, e.g., skull-and-crossbones or flames, to alert users to dangerous properties;
- More detailed first-aid information, including measures for each route of entry; and
- More detailed fire-fighting measures, including which extinguishing agents to use and not use.

Impact on You: You need to ensure that every hazardous substance in your workplace has an SDS that meets the new GHS standards by Dec. 1, 2013. The more hazardous substances you use, the more burdensome this task will be.

3. FORMAT & INFORMATION IN WORKPLACE LABELS

What's Changing: Workplace labels aren't going away. But GHS labels will be different from the Hazcom labels you're used to. Labels still must include information about the chemical's identity, its hazards, etc. But whereas Hazcom didn't specify a format, the GHS label will have to incorporate 4 standard design elements:

- Signal words like “DANGER” or “WARNING”
- Square shaped pictograms displaying one of 8 black hazard symbols, e.g., a flame over circle for oxidizers, on a white background with a red frame;
- Specific hazard statements based on the kind of chemical and hazards it poses; and
- Precautionary statements.

Impact on You: Effective Dec.1, 2013, you must ensure that all hazardous substances have a workplace label that meets the new GHS requirements. If your current labels are black-and-white, you'll have to switch over to color printing so that the color elements of pictograms, i.e., the red frames around hazard symbols, show. Estimated costs: \$.01 to \$.014 per label, depending on how big the establishment is.

4. THE NEED TO RE-TRAIN EMPLOYEES

What's Changing: GHS doesn't change the “training and information” requirements of Hazcom. As before, employees will still have the “right to know” about the hazardous chemicals they work with. But what GHS *does* change is the information employees will have to be trained in.

Impact on You: You will have to train or re-train all employees so that they know how to read and use the new SDS and GHS labels so that they're ready to make the transition to the new system on Dec. 1, 2013. According to OSHA estimates, training required will be for:

- Most industries: 1 hour per employee;
- Occupations with little chemical exposure: 30 minutes per employee;
- Occupations already using pictograms: 10 minutes per employee.

What are the effective dates? The table below summarizes the phase-in dates required under the revised Hazard Communication Standard (HCS):

| Effective Completion Date | Requirement(s) | Who |
|---|---|--|
| December 1, 2013 | Train employees on the new label elements and safety data sheet (SDS) format. | Employers |
| June 1, 2015* December 1, 2015 | Compliance with all modified provisions of this final rule, except: The Distributor shall not ship containers labeled by the chemical manufacturer or importer unless it is a GHS label | Chemical manufacturers, importers, distributors and employers |
| June 1, 2016 | Update alternative workplace labeling and hazard communication program as necessary, and provide additional employee training for newly identified physical or health hazards. | Employers |
| Transition Period to the effective completion dates noted above | May comply with either 29 CFR 1910.1200 (the final standard), or the current standard, or both | Chemical manufacturers, importers, distributors, and employers |

INFORMATION THAT MUST BE LISTED IN THE SDS










| Heading | Key Info Required |
|--|---|
| Identification | <ul style="list-style-type: none"> • Product identifier on label • Other means of identification • Recommended uses & restrictions • Name, address, phone of manufacturer, importer or other responsible party • Emergency phone no. |
| Hazard(s) identification | <ul style="list-style-type: none"> • Chemical Classification • "Signal words", i.e., DANGER or WARNING, depending on severity, symbols, e.g., skulls and crossbones and/or precautionary statements describing the hazards • Statement of unknown acute toxicity for mixtures containing 1% or more unknown acute toxicity ingredients |
| Composition/information on ingredients | Different requirements for: <ul style="list-style-type: none"> • Substances • Mixtures • Chems claimed to be a trade secret |

| | |
|---------------------------------------|---|
| First aid measures | <ul style="list-style-type: none"> • Different measures for different routes of entry • Key symptoms-acute & delayed • Indication if immediate medical treatment is needed |
| Fire fighting measures | <ul style="list-style-type: none"> • Suitable/unsuitable extinguishing agents • Combustion & other chemical hazards • PPE needed |
| Accidental release measures | <ul style="list-style-type: none"> • PPE & emergency procedures to use • Methods/materials to contain & clean up |
| Handling & storage | <ul style="list-style-type: none"> • Precautions for handling • Conditions for safe storage |
| Exposure controls/personal protection | <ul style="list-style-type: none"> • OSHA PEL • ACGIH TLV • Appropriate engineering controls • PPE |
| Physical & chemical properties | <ul style="list-style-type: none"> • Appearance • Odor • Odor threshold • pH • Melting/freezing point • Initial boiling point & boiling range • Flash point • Evaporation rate • Flammability • Upper/lower flammability or explosive limits • Vapor pressure & density • Relative density • Solubility • Partition coefficient: n-octanol/water • Auto-ignition temperature • Decomposition temperature • Viscosity |
| Stability & reactivity | <ul style="list-style-type: none"> • Reactivity • Chemical stability • Possibility of hazardous reactions • Conditions to avoid • Incompatible materials • Hazardous decomposition products |
| Toxicological information | <ul style="list-style-type: none"> • Likely routes of exposure • Symptoms • Delayed & immediate effects from exposure • Numerical toxicity estimates |

| | |
|---|--|
| Ecological information (non-mandatory) | <ul style="list-style-type: none"> • Ecotoxicity • Degradability • Bioaccumulative potential • Mobility in soil • Other adverse effects |
| Disposal considerations (non-mandatory) | Safe methods of disposal |
| Transport information (non-mandatory) | <ul style="list-style-type: none"> • UN no. & shipping name • Transport hazard class • Packing group • Enviro hazards • Special precautions |
| Regulatory information (non-mandatory) | EHS regulations that pertain to product |
| Other information | <ul style="list-style-type: none"> • Date SDS was prepared • Date SDS was last changed • Other |

What do the new pictograms look like? There are nine pictograms under the GHS to convey the health, physical and environmental hazards. The final Hazard Communication Standard requires eight of these pictograms, the exception being the environmental pictogram, as environmental hazards are not within OSHA's jurisdiction. The hazard pictograms and their corresponding hazards are shown below.

HCS Pictograms and Hazards

| | | |
|---|---|---|
| <p>Health Hazard</p>  <ul style="list-style-type: none"> ▪ Carcinogen ▪ Mutagenicity ▪ Reproductive Toxicity ▪ Respiratory Sensitizer ▪ Target Organ Toxicity ▪ Aspiration Toxicity | <p>Flame</p>  <ul style="list-style-type: none"> ▪ Flammables ▪ Pyrophorics ▪ Self-Heating ▪ Emits Flammable Gas ▪ Self Reactives ▪ Organic Peroxides | <p>Exclamation Mark</p>  <ul style="list-style-type: none"> ▪ Irritant (skin and eye) ▪ Skin Sensitizer ▪ Acute Toxicity ▪ Narcotic Effects ▪ Respiratory Tract Irritant ▪ Hazardous to Ozone Layer (Non-Mandatory) |
| <p>Gas Cylinder</p>  <ul style="list-style-type: none"> ▪ Gases Under Pressure | <p>Corrosion</p>  <ul style="list-style-type: none"> ▪ Skin Corrosion/Burns ▪ Eye Damage ▪ Corrosive to Metals | <p>Exploding Bomb</p>  <ul style="list-style-type: none"> ▪ Explosives ▪ Self-Reactives ▪ Organic Peroxides |
| <p>Flame Over Circle</p>  <ul style="list-style-type: none"> ▪ Oxidizers | <p>Environment (Non-Mandatory)</p>  <ul style="list-style-type: none"> ▪ Aquatic Toxicity | <p>Skull and Crossbones</p>  <ul style="list-style-type: none"> ▪ Acute Toxicity (fatal or toxic) |

Retrieved April 27, 2012 from osha.gov/dsg/hazcom/osha-brief.html

Retrieved March 22, 2012, from [http://compliance.safetysmart.com/articles-insight/latest-headlines/the-new-ghs-rule-the-4-most-important-changes-you-need-to-know-about?](http://compliance.safetysmart.com/articles-insight/latest-headlines/the-new-ghs-rule-the-4-most-important-changes-you-need-to-know-about?utm_source=MailingList&utm_medium=email&utm_campaign=Weekly+Safety+Smart+Compliance+Update+03-21SafetySmart+Compliance)

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2012 Board Members:

- President — Scott Doyle**
- First Vice President — Kevin Matthews**
- Second Vice President — Ron Huber**
- Secretary — Larry Peterson**
- Financial Secretary — Stig Ruxlow**
- Member at Large — Dave Waggamon**
- Member at Large — Kirby Utt**

Thank you to our vendors!

Please visit the ILCA Website. Follow the links to our Vendor Directory for info about these companies and their services:



RSI Video Technologies
4455 White Bear Parkway, Suite 700
White Bear Lake, MN 55110
Phone: 877-206-5800



Brotherhood Mutual Insurance Company

6400 Brotherhood Way
Fort Wayne, IN 46825
Toll Free: 800-333-3735
www.brotherhoodmutual.com



Midwest Technical Inspections, Inc.

www.mtinspections.com
5555 Arlington Drive East
Hanover Park, IL 60133
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