

April 2012



# Philadelphia Section AIHA Newsletter



## April 2012 Half-Day PDC

# “The Business of EHS”

“The Business of EHS” is a half-day PDC designed to provide insight into a function many EHS professionals avoid until they are compelled to learn it: business management. As health and safety professionals, we are proud of our expertise in highly technical subject matters. In the first few years of our careers, many of us tended to bask in this expertise, leaving the business aspects of the company to the finance and management people.

Later in our careers, however, we realize that what we do as EHS professionals is subject not only to scientific principles but to management and financial principles as well. The viability of our departments, our EHS/OHS programs, our projects, our start-up companies and even our jobs are often based largely on their financial viability.

To thrive in this environment requires a basic understanding of corporate finance and corporate decision making. This PDC will provide some important tools to EHS professionals in their understanding of business management: an introduction to corporate finance, the use of “value strategies” and “strategic planning” to evaluate and promote EHS initiatives, and lessons learned from EHS professionals who have started their own businesses. We hope that this PDC will provide a rich learning experience for professionals at all stages of their careers.

# Philadelphia Section AIHA

April 2012 Half-Day PDC

*“The Business of EHS”*

Thursday, April 19th, 2012

Villanova Conference Center

601 County Line Road Radnor, PA

## Agenda

- 7:30 – 8:00 AM Registration/Networking Opportunity/Continental Breakfast
- 8:00 – 8:15 AM Welcome and Introduction
- 8:15 - 9:15 AM *“Business Accounting 101”*  
Michael Lomax (Strategic Leadership Systems, LLC )
- 9:15 – 9:45 AM *“Case Study: The Value Strategy as a Decision Tool”*:  
Bernard Silverstein (TVS Associates, Inc. )
- 9:45 - 10:00 AM Break/Networking Opportunity
- 10:00 - 10:30 AM *“Building EHS Value Through Strategic Planning”*:  
Chris Ulriksen (ESIS)
- 10:30 - Noon *“Starting and Growing A Consulting Practice”*:  
Panel Discussion: Patrick Rafferty, Gayla McCluskey, Bernard Silverstein and Christian Schneider
- Noon Buffet Lunch

Cost: Local Section Members\*: **\$75**

Non-Members: **\$85**

\*- to take advantage of the discounted member rate, you must be a current dues-paying member of the Local Section.

To pre-register, please send an email with your name and company affiliation to [register@philaaiha.com](mailto:register@philaaiha.com) before Noon on **Friday, April 13th**

ABIH CM Points: This presentation may be eligible for ABIH CM credit. Please see the ABIH web site ([www.abih.org](http://www.abih.org)) for CM credit criteria.

601 County Line Road  
Radnor, PA 19087  
Phone: 610.523.1776  
Fax: 610.523.1777

## Driving Directions to The Villanova Conference Center

**Using GPS: If you are using a GPS to navigate to the Villanova Conference Center, please use 629 County Line Road, Radnor, PA 19087 as the address, or enter Latitude 40.05 and Longitude -75.35.**

**From Philadelphia International Airport:** When leaving the airport, follow signs for I-95 South. Take I-95 South to Rt. 476 North (Plymouth Meeting.) Follow Rt. 476 North to Exit 13 (St. David's/Villanova.) At the bottom of the exit ramp, proceed straight at the traffic light onto King of Prussia Road. Follow King of Prussia Road to the 2nd traffic light and turn right onto Matsonford Road. Follow Matsonford Road approximately half a mile and turn right into the Matsonford Gate entrance to The Villanova Conference Center. (marked by blue signs on the stone gates).

**From the North:** Take the New Jersey Turnpike to Exit 6 (Pennsylvania Turnpike Exit.) Follow the Pennsylvania Turnpike to Route 476 South towards Philadelphia/Chester, and bear left at the fork. Take 476 South to Exit 13 (St. David's/ Villanova). At the bottom of the exit ramp, turn right onto Rt. 30 East (Lancaster Avenue.) At the 1st traffic light turn left onto King of Prussia Road. Follow King of Prussia Road to the 2nd traffic light turn right onto Matsonford Road. Follow Matsonford Road approximately half a mile and turn right into the Matsonford Gate entrance to The Villanova Conference Center. (marked by blue signs on the stone gates).

**From the South:** Take I-95 North to Route 476 North. Take Route 476 North to Exit 13 (St. David's/ Villanova.) At the bottom of the exit ramp, proceed straight at the traffic light onto King of Prussia Road. Follow King of Prussia Road to the 2nd traffic light and turn right onto Matsonford Road. Follow Matsonford Road approximately half a mile and turn right into the Matsonford Gate entrance to The Villanova Conference Center. (marked by blue signs on the stone gates).

**From the East (Philadelphia/ 30th Street Station):** Take I-76 West to Exit 330 (Gulph Mills.) At the bottom of the exit ramp, turn left then turn left again at the stop sign, following signs for Route 320 South. At the traffic light at the intersection for 320 South, turn left. Follow 320 South (South Gulph Road) through two traffic lights, just after you pass the Sunoco Station, turn right before the third traffic light onto Matsonford Road. Proceed on Matsonford Road for half a mile and turn left at the 1st traffic light onto County Line Road. The Conference Center is the second entrance on the right (marked by blue signs on the stone gates).

**From the West:** Take the Pennsylvania Turnpike to I-76 East towards Philadelphia. Take I-76 East to Exit 330 (Gulph Mills.) At the bottom of the exit ramp, turn right onto Rt. 320 South. Follow 320 South (South Gulph Road) through two traffic lights, just after you pass the Sunoco Station, turn right before the third traffic light onto Matsonford Road. Proceed on Matsonford Road for half a mile and turn left at the 1st traffic light onto County Line Road. The Conference Center is the second entrance on the right (marked by blue signs on the stone gates).

## **Speaker Bios**

### **Michael W. Lomax**

Michael W. Lomax is a Managing Member with the consulting firm Strategic Leadership Systems, LLC, which provides expertise in Strategic Planning, Crisis Management, International Relations for business owners and organizations. With 36 years of claims, sales, and marketing experience in the insurance industry before branching out into consulting, he has extensive experience in strategic planning, managing multi-million dollar budgets, and mentoring of business owners and managers. Michael has earned a Masters degree in Leadership Development from Penn State University, a Bachelors of Science degree in Sociology from Saint Joseph's University, and various insurance certifications.

### **Chris Ulriksen**

Chris Ulriksen, the Business Development Manager, Health, Safety & Environmental at ESIS, is a Certified Safety Professional with over 10 years of experience in safety, health and environmental matters in the chemical and pharmaceutical/biotech sectors. His experience ranges from developing cost-effective training and compliance programs to performance-based, strategic program management for start-up, early stage growth, and global manufacturing operations. Chris is the incoming chairperson for the AIHA Value Strategy Committee and has successfully used various return-on-investment strategies to justify IH interventions both as a private sector employee and a consultant.

### **Bernard D. Silverstein**

Bernard D. Silverstein is a CIH with over 30 years experience in government and private industry, specializing in risk assessment and H&S management systems. After leaving ARCO Chemical Co. in 1998, he founded Bernard D. Silverstein, Inc., which was renamed TVS Associates in 2010 after the successful launch of *The Value Strategy* with AIHA. Bernard is the chair of the AIHA Value Strategy Committee and a member of the AIHA Exposure Assessment Strategies Committee. He is the principle author and editor of *The AIHA Value Strategy Manual*, and a contributing author of *A Strategy for Assessing and Managing Occupational Exposures* (3<sup>rd</sup> Ed.) and *The Occupational Environment: Its Evaluation, Control and Management* (3<sup>rd</sup> Ed.).

### **Patrick Rafferty**

Patrick Rafferty is a CIH with 30 years professional experience in industrial hygiene, indoor environmental quality, and public health risk assessment. He has broad experience in indoor air quality and mold investigations, and OHS audits. After 20 years working in large environmental consulting firms, Patrick founded Rafferty & James In 2001. He has served as an expert witness in cases relating to proposed OSHA regulations, workers' compensation, personal injury, property damage, construction defects, and criminal sentencing. He has served in leadership positions on AIHA's Indoor Environmental Quality Committee and Product Stewardship Committee, and AIHA's Task Force on Microbial Remediation.

## Speaker Bios (continued)

### Gayla McCluskey

Gayla McCluskey, CIH, CSP, ROH, QEP is a principal at Global Environmental Health Services, Inc., which provides consultation in health, environment and safety management. She has over twenty years experience in managing EHS programs in major pharmaceutical, chemical, and petrochemical industries. She has a BS in Engineering Technology and a MBA in Engineering Management. Gayla has served as President of the AIHA, President of the Academy of Industrial Hygiene and Trustee of the AIHA Fund. She is a Clinical Instructor at Drexel University College of Medicine.

### Christian Schneider

Christian Schneider is a CIH with over 30 years experience in developing, managing, and implementing various aspects of safety and health programs. In 1999, he and three partners left ENSR, where he managed the Plymouth Meeting office and founded 1Source Safety and Health, Inc. At 1Source, Chris's main responsibility is to ensure the professional growth of his staff and manage the growth of the firm. Chris has his bachelor's degree in Biology from Kutztown University and his masters degree in Occupational Safety and Health from New York University.



Registration is now open for AIHce 2012 in Indianapolis.  
For more information, please visit [aihce2012.org](http://aihce2012.org).

## 2012 Northeast Regional Industrial Hygiene Conference and Exposition

We are looking for volunteers to assist with the planning for the 2012 NEIHC, being held at the Hyatt Regency New Brunswick on Friday, December 7th, 2012.

For more information, please send an email to [volunteer@philaiha.com](mailto:volunteer@philaiha.com).

**PHILADELPHIA SECTION AIHA**  
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# News Release

Connect with DOL at  
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U.S. Department of Labor For Immediate Release  
Office of Public Affairs  
Washington, D.C.  
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March 20, 2012

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## **US Department of Labor's OSHA revises Hazard Communication Standard** *Regulation protects workers from dangerous chemicals, helps American businesses compete worldwide*

**WASHINGTON** – To better protect workers from hazardous chemicals, the U.S. Department of Labor's Occupational Safety and Health Administration has revised its Hazard Communication Standard, aligning it with the United Nations' global chemical labeling system. The new standard, once implemented, will prevent an estimated 43 deaths and result in an estimated \$475.2 million in enhanced productivity for U.S. businesses each year.

“Exposure to hazardous chemicals is one of the most serious dangers facing American workers today,” said Secretary of Labor Hilda L. Solis. “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.”

The Hazard Communication Standard, being revised to align with the United Nations' Globally Harmonized System of Classification and Labeling of Chemicals, will be fully implemented in 2016 and benefit workers by reducing confusion about chemical hazards in the workplace, facilitating safety training and improving understanding of hazards, especially for low literacy workers. OSHA's standard will classify chemicals according to their health and physical hazards, and establish consistent labels and safety data sheets for all chemicals made in the United States and imported from abroad.

The revised standard also is expected to prevent an estimated 585 injuries and illnesses annually. It will reduce trade barriers and result in estimated annualized benefits in productivity improvements for American businesses that regularly handle, store and use hazardous chemicals, as well as cost savings of \$32.2 million for American businesses that periodically update safety data sheets and labels for chemicals covered under the standard.

“OSHA's 1983 Hazard Communication Standard gave workers the right to know. As one participant expressed during our rulemaking process, this update will give them the right to understand, as well,” said Assistant Secretary of Labor for Occupational Safety and Health Dr. David Michaels.

During the transition period to the effective completion dates noted in the standard, chemical manufacturers, importers, distributors and employers may comply with either 29 Code of Federal Regulations 1910.1200 (the final standard), the current standard or both.

The final rule revising the standard is available at <http://s.dol.gov/P1>.

Further information for workers, employers and downstream users of hazardous chemicals can be reviewed at OSHA's Hazard Communication Safety and Health topics at <http://www.osha.gov/dsg/hazcom/index.html>, which includes links to OSHA's revised Hazard Communication Standard and guidance materials such as Q and A's, OSHA fact sheet and Quick Cards.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions for America's working men and women by setting and enforcing standards, and providing training, education and assistance. For more information, visit <http://www.osha.gov>.

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