

SINCE APRIL OF 1971, NEW EMPHASIS HAS BEEN PLACED ON PERSONAL PROTECTIVE EQUIPMENT BY THE ENACTMENT OF THE WILLIAMS-STEIGER OCCUPATIONAL SAFETY AND HEALTH ACT ABBREVIATED O.S.H.A.

WHEN AN INSPECTOR FINDS A VIOLATION, HE ISSUES THE EMPLOYER A WRITTEN CITATION DESCRIBING THE SPECIFIC NATURE OF THE VIOLATION, FIXED TIMES FOR ABATEMENT AND PROPOSED PENALTIES FOR NON-COMPLIANCE.

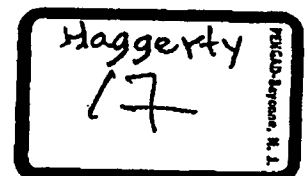
WE'VE HAD AN INTERESTING AND INFORMATIVE YEAR OBSERVING THE CONCERNS OF GOVERNMENTS REACH THROUGH OSHA. THESE CONCERNS HOWEVER, PROMOTE AWARENESS, AND RECOGNITION OF THE NEED TO PROTECT THE WORKERS HEALTH.

Visual
A

EXAMPLES WE SEE OF THIS CAN BE BEST EXPLAINED BY THE COVER PICTURE IN THE OCTOBER 1975, JOBBER EXECUTE MAGAZINE. HERE YOU SEE AN ENGINE REPAIR MAN RESUREACING VALVES USING A 6985 MASK TO PROTECT HIS HEALTH. OBVIOUSLY, WE HAVE A NEW MARKET THAT WAS CAUSED BY THE GOVERNMENT FOCUSING ATTENTION TO THE HEALTH AHZARDS OF THE MANY INJURIOUS PARTICLES PRESENT IN THE ENVIRONMENT.

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GOVERNMENT AT TIMES MAY SEEM TO BE VERY ANTAGONISTIC. HOWEVER, WE CAN TAKE A VERY POSITIVE APPROACH AND SUPPLY SAFETY PRODUCTS TO MARKETS THAT RESULT FROM THE AWARENESS CREATED BY OSHA INTERVENTION.

TO DRAMATICALLY POINT OUT THE POSITIVE ASPECTS OF OSHA, I WOULD LIKE TO DRAW YOUR ATTENTION TO A BOOKLET RECENTLY PUBLISHED BY NIOSH (NATIONAL INSTITUTE FOR OCCUPATIONAL SAFETY AND HEALTH). THE BOOKLET IS TITLED, HEALTH AND SAFETY GUIDE FOR AUTO REPAIR AND BODY SHOPS. IT IS A GUIDE FOR THE BODY SHOP COVERING SUCH SUBJECTS AS:

1. WALKING AND WORKING SURFACES
2. HEALTH AND ENVIRONMENTAL CONTROL
3. SPRAY PAINT OPERATIONS
4. PERSONAL PROTECTIVE EQUIPMENT INCLUDING RESPIRATORY AND HEARING PROTECTION.

WITH NIOSH POINTING OUT THE DANGERS, AND OSHA SUPPLYING THE ENFORCEMENT YOU HAVE THE ADVANTAGE OF BEING IN THE POSITION TO SUPPLY SAFETY PRODUCTS FOR PROTECTION AGAINST THOSE DANGERS.

UNDER THE CATEGORY OF PERSONAL PROTECTIVE EQUIPMENT, I WOULD LIKE TO DISCUSS THE AREA OF DUSTS.

IN RESPIRATORY PROTECTION THE DEPARTMENT OF LABOR HAS SET CONCENTRATION LIMITS FOR AIRBORNE CONTAMINANTS. THEY ARE REFERRED TO AS THRESHOLD LIMIT VALUES OR T.L.V. FOR SHORT. A T.L.V. IS THE CONCENTRATION LEVEL TO WHICH A PERSON CAN BE EXPOSED TO DAY AFTER DAY WITHOUT ADVERSE EFFECT.

ANY TIME A CONCENTRATION OF CONTAMINANTS EXCEEDS THESE PREDETERMINED LEVELS, ENGINEERING CONTROLS MUST BE USED TO BRING THE CONCENTRATION LEVELS WITHIN LIMITS.

HOWEVER, IN A LOT OF CASES ENGINEERING CONTROLS ARE NOT EFFICIENT ENOUGH, ARE NOT COMPLETED, OR ARE ECONOMICALLY INFEASIBLE. THEN, IN THESE CASES, PERSONAL RESPIRATORY PROTECTION MUST BE PROVIDED BY THE EMPLOYER.

IN THESE CASES WHERE THE T.L.V. IS BEING EXCEEDED, AND AN APPROVED RESPIRATOR MUST BE USED. THE APPROVAL AGENCY FOR THIS TYPE OF EQUIPMENT IS NIOSH (NATIONAL INSTITUTE OCCUPATIONAL SAFETY AND HEALTH, AS WE MENTIONED BEFORE AND ALSO MESA THE MINING ENFORCEMENT SAFETY ADMINISTRATION.

THE 8500 OR 6985 IS NOT AN APPROVED RESPIRATOR. WITH THIS IN MIND, HOW DO THEY FIT INTO THIS SCHEME OF THINGS?

THROUGH

- EFFICIENT -- 90.6% EFFECTIVE IN ATMOSPHERES WITH 95.8% PARTICLES SMALLER THAN 5 MICRONS NUISANCE DUSTS AND POLLEN

A) THEY CAN BE USED IN AREAS OF NUISANCE DUST (P.52) WHERE THE CONCENTRATIONS OF THESE DUSTS ARE 10 MG/M_3 OR BELOW. ANYTHING IN EXCESS OF THIS LIMIT NECESSITATES USING AN APPROVED RESPIRATOR.

THE 6985 AND THE 8500 AS I SAID EARLIER ARE NOT APPROVED RESPIRATORS, HOWEVER, IT IS UP TO THE OSHA COMPLIANCE OFFICER TO PROVE THAT THE CONCENTRATION OF 10 MG/M_3 IS BEING EXCEEDED. HE CANNOT DEMAND THAT ALL RESPIRATORS BE NIOSH/MESA APPROVED SIMPLY BECAUSE HE WANTS IT THAT WAY. HE MUST OFFER PROOF OF THE CONCENTRATION LEVEL OF THE NUISANCE DUST.

B) SECONDLY, IF THE CONCENTRATION OF ANY DUST OR VAPOR IS BELOW THE TLV, THE 6985 OR THE 8500 CAN BE USED. IT'S A COMFORT SITUATION SINCE EVEN AT CONCENTRATIONS BELOW THE TLV IT MAKES SENSE TO AVOID BREATHING THE CONTAMINANT INTO ONE'S LUNGS. HERE AGAIN THE COMPLIANCE OFFICER MUST PROVE THAT THE CONCENTRATION IS ABOVE THE TLV. IN THIS SITUATION AS WELL AS THE FIRST -- SELL THE 6985 OR THE 8500 -- AND THE BIGGEST SELLING FEATURES OF THE 6985 AND 8500 ARE:

- IT'S THE MASK THE WORKERS WANT TO WEAR BECAUSE IT'S SO COMFORTABLE
- 3-5 TIMES THE FILTER AREA OF ANY OTHER MASKS -- EASY TO BREATHE THROUGH
- EFFICIENT -- 90.6% EFFECTIVE IN ATMOSPHERES WITH 95.8% PARTICLES SMALLER THAN 5 MICRONS NUISANCE DUSTS AND POLLENS

- LOW COST - DISPOSABLE
- INEXPENSIVE ENOUGH TO DISCARD AFTER ONE WEARING -- ONLY ABOUT 16 CENTS A MASK. NO MAINTENANCE, NO PARTS TO ASSEMBLY NOTHING TO WASH, NO ADJUSTMENTS TO MAKE, NOTHING TO DO BUT SLIP IT ON AND OFF.
- SANITARY

THIS MASK IS EFFECTIVE BUT DON'T FORGET THE MAINSTAY OF OUR BUSINESS, THE METAL MAN OR BODY MAN WHERE ALL THE MAJOR SANDING TAKES PLACE. THE 6985 SHOULD BE USED IN ALL MAJOR SANDING OPERATIONS. GRINDING AND SURFACE PREPARATION, FEATHER EDING, AND ESPECIALLY ALL ASPECTS OF SHAPING BODY FILLER.

HARDWARE SHOULD BE CONCERNED ABOUT APPLICATIONS OF THE 8500 FOR WOOD DUST IN CABINET SHOPS AND ALSO IN THE FARM AREA THROUGH FARM SUPPLIER AND COOPERATIVES. THE 8500 IS GREAT FOR PROTECTI AGAINST POLLENS.

FOR THOSE OF YOU GOING INTO THE HARDWARE TRADES WE HAVE DEVELOP A RESALE PACKAGE OF MASKS. BASICALLY THIS MASK, CALLED THE #86 DUST MASK, IS THE SAME AS THE 8500 AND 6985 EXCEPT THAT IT'S IN A RESALE PACKAGE.

WE REALLY FEEL THAT THIS IS AN IMPORTANT DEVELOPMENT AND THAT A GOOD DEAL OF OUR FUTURE BUSINESS IN FACE MASKS WILL BE IN THE GENERAL CONSUMER TRADES THAT YOU HARDWARE PEOPLE HAVE DIRECT SHOT AT THROUGH YOUR TRADE CHANNELS.

AS I INDICATED EARLIER, NIOSH HAS BECOME MORE CONCERNED ABOUT THE HEALTH OF THE BODY SHOP WORKER. AS A RESULT OF THEIR RECENTLY COMPLETED SURVEY, THERE IS AN INCREASED INTEREST IN PROTECTING THE SHOP WORKER FROM EXPOSURE TO AIRBORNE CONTAMINANT OF ASBESTOS RESULTING FROM THE REPLACEMENT OF BRAKE LININGS AND CLUTCH REPAIR.

WE ARE BEGINNING A TEST MARKET WITH THE 6983 DUST RESPIRATOR FOR USE AGAINST ASBESTOS. THIS MASK WILL PROVIDE YOU WITH A NIOSH APPROVED RESPIRATOR WHICH MANY OF YOUR ACCOUNTS HAVE BEEN ASKING FOR.

JUST HOW EFFECTIVE IS THE #6983? THIS SHOULD DRAMATICALLY SHOW YOU. THAT'S EFFECTIVE THE DUST IN THIS PICTURE IS COAL DUST. BUT THE ASBESTOS DUST FOUND IN THE SHOP IS JUST AS HAZARDOUS TO THE WORKER ONLY THE COLOR IS LIGHTER.

PAINT SPRAY

WE'VE BEEN TALKING ABOUT A PAINT SPRAY RESPIRATOR FOR YOUR MARKET FOR A LONG TIME. I WISH THAT PRODUCT WAS READY FOR SALE AT THE TIME. IT ISN'T. HOWEVER, TO SHOW YOU THAT WE HAVEN'T FORGOTTEN ABOUT THIS PROBLEM HERE IS THE 6984 SPRAY PAINT RESPIRATOR.

WE EXPECT INTRODUCTION TO THE AUTOMOTIVE TRADES SOMETIME
IN THE 3RD QUARTER OF 1976.

NOISE CONTROL

THE NOISE OF A BODY SHOP CAN BE DEAFENING. I'M SURE WE ALL
KNOW THE METAL MAN MAKES WITH THE PNEUMATIC CHISEL.

TO HELP PROTECT THE WORKER FROM THIS EXCESSIVE NOISE WHICH
CAN REACH THE HIGH THRESHOLD LIMITS, WE ARE CURRENTLY TEST
MARKETING IN THE DALLAS BRANCH #6989 3M BRAND EARPLUGS.
THESE PLUGS ARE DESIGNED TO BE DISPOSABLE, (ONLY 20¢ A PAIR)
AND WILL REDUCE THE NOISE LEVELS UP TO 40 DECIBELS. IF THE
TEST IS SUCCESSFUL, WE WILL BE OFFERING THE EARPLUGS FOR
NATIONAL SALE AROUND THE MIDDLE OF THE FIRST QUARTER.

PERSONAL COMFORT

WHEN IT'S REALLY HOT IN THE SHOP, DRIPPING SWEAT SURE MAKES A MAN
UNCOMFORTABLE, SLOWS PRODUCTION, AND FOR A PAINTER CAN ACTUALLY
SPOIL A JOB. PERSPIRATION RUNNING INTO THE EYES CAN EVEN LEAD
TO AN ACCIDENT.

LOW COST 3M BRAND DISPOSABLE SWEATBANDS, PART NO. 6987 CAN HELP
SOLVE THESE PROBLEMS. NOT AN ORDINARY SWEATBAND, THEY ARE MADE
OF A MICROPOROUS SURFACE LAMINATED TO AN ABSORBENT PAD THAT CAN
HOLD 10 TIMES ITS OWN WEIGHT IN WATER !

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THE OUTER SURFACE THEN EVAPORATES THE PERSPIRATION WITH A
RESULTING COOLING EFFECT.

WE HAVE ALSO BEEN TEST MARKETING THE SWEATBANDS IN THE DALLAS
BRANCH. IF THIS TEST PROVES SUCCESSFUL, WE WILL BE READY TO
GO TO NATIONAL SALE.

- A) THUS, OUR GOAL IN OH & SP IS TO PROVIDE YOU WITH THE SAFETY
PRODUCTS THAT WILL BE NEEDED NOW AND IN THE FUTURE IN THE
AUTOMOTIVE AFTERMARKET.
- B) WE WILL CONTINUE TO HELP YOU TAKE ADVANTAGE OF OSHA REQUIREMENTS
BY OFFERING ADDITIONAL SAFETY PRODUCTS THAT WILL INCREASE YOUR
SALES DOLLARS SUBSTANTIALLY IN THE MONTHS AND YEARS TO COME, AFTER
ALL, THAT IS THE NAME OF THE GAME.

THANK YOU.