

AFFIRMATIVE

Affirmed, Inc. • 9755 Clifford Drive • Dallas, TX

AFFIRMED

Spring Edition 2005

There's More To
First Aid Than
Band Aids®

Defining 'first aid' for OSHA 300 recordkeeping correctly can help employers stop recording injuries they shouldn't. April 2005 - *Occupational Safety & Health* excerpt

When an employee is injured on the job, the incident usually triggers a predictable series of events. First and foremost is getting the employee appropriate treatment for the injury.



Second, if blood or body fluids are involved, is cleaning and sanitizing the floor, tools, and equipment to prevent

co-workers from exposure. Third is launching an accident investigation to find out what happened and, more importantly, to determine the root cause and correct it. Fourth is filing a worker's compensation claim. And fifth is deciding whether or not the incident meets OSHA's work-related injury and illness recording criteria.

These steps may not be in the exact order your company does them; but chances are, your

incident response process includes all of them. The focus of this article is on the fifth point: deciding whether the incident should be recorded on your OSHA 300 Log.

Making informed decisions about recordable cases and documenting only those that meet OSHA's recordability criteria can make a big difference in incidence rates and the totals that appear on the 300A annual summary. And being aware of the following fine points that separate recordables and non-recordables – medical treatment and first aid – is essential to accurate recordkeeping.

What are 'First Aid Treatments'?

When the revised injury and illness recordkeeping rule was published in 2001, OSHA made it clear that the only non-recordable treatments are the 14 items listed under "first aid" at 1904.7(b)(5)(ii). All treatments excluded from the list are considered "medical treatments" and recordable on the 300 Log.

The intent of an all-inclusive first aid list is to take the guesswork out of the decision-making process. First aid treatments are not recordable, regardless of the professional qualifications of the person providing the treatment. It doesn't matter whether the first aid is provided by a physician, registered nurse, other health care professional, or layman, it is considered "first aid" for recordkeeping purposes. Additionally, by excluding minor injuries and illnesses from the recordkeeping process, only the more serious cases are captured

on the 300 Log. In general, first aid treatments:

- Are administered after the injury or illness occurs and at the immediate location.
- Consist of a one-time or short-term treatment.
- Are simple and require little or no technology.
- Can be administered by people with little training (beyond first aid training) and even by the injured or ill person.
- Are administered to keep the condition for worsening and/or while awaiting medical treatment.

Observation and Counseling

Visits to a health care professional for observation or counseling are not recordable.

Diagnostic Tests

Diagnostic tests and procedures such as blood tests and x-rays, and prescribing or administering prescription medications used solely for diagnostic purposes, such as eye drops to dilate the eyes, are not recordable.

Over-the-Counter (OTC) Medications

Non-prescription-strength medications such as aspirin and over-the-counter ointments, creams, pills, liquids, sprays, and any other non-prescription medications are considered first aid treatments and are not recordable.



Continued, Page 3



OUR CHANGE WITH YOUR GROWTH IN MIND

GM'S CORNER

For two decades, Affirmed Medical has proudly supported our network of independent distributors. We've taken pride in knowing we've been an integral part to the success of your operation. The next twenty years will be just as exciting!

As you know, June 1st begins a new chapter with Affirmed Medical, Inc. We will merge with the independent distributor network of American First Aid. This merge will bring many positives to our division. With over 120 distributors soon to be serviced out of our central distribution center, we can only expect a bright future.

Currently, American First Aid distributors do not have access to a drop ship program, let alone many other value added services Affirmed has been granting for years. What seems natural for you will be a welcome change for those ahead. As a new group of distributors, we will broaden our commitment to your success.

As I mentioned when we initially discussed the reasons for this change, having American First Aid distributors within our network brings us back to a dominate force with our customers and our vendors. This map shows you where our coverage will be with the addition of American First Aid distributors. And as if I was to say, we're not done yet. In fact, we're in the process of bringing on two more distributors in the month of May!

One of the most important notes we'd like to remind you is the fact the name Affirmed is not going away. While the brand on the product may say American First Aid for now, we encourage you to continue using the Affirmed name as your business. We will continue to provide you with Affirmed branded cabinet labels, marketing materials, web site promotions, etc – all with the Affirmed logo proudly displayed. You have built a name for yourself and we see no reason to change that now.



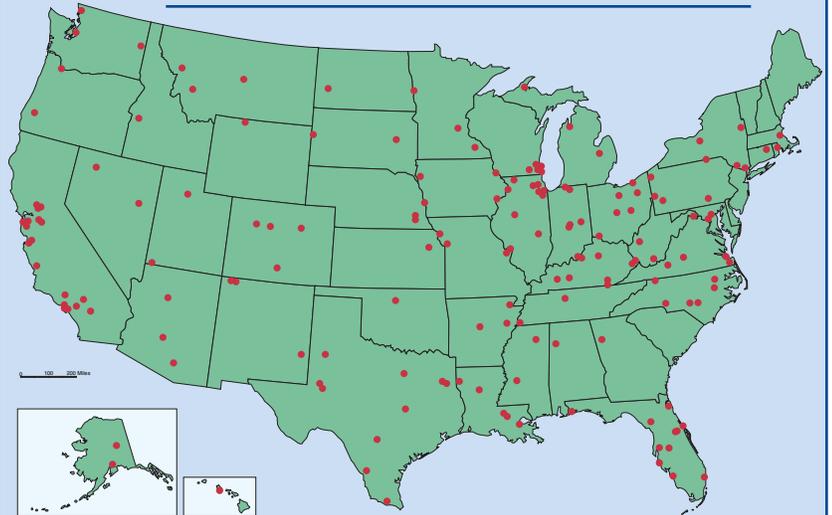
Customers do business because of you not because of the brand on the box.

However, it is our commitment to provide you and your customers with the industry's best products available. We're continuing to look at the market to expand our offering, so don't be surprised to see many new products coming in next few months.

We take pride in virtually no backorders on commonly stocked items; and are aggressively working with our drop ship manufacturers to do the same. We know you need your product and it's our commitment to get it to you – FAST!

We're a proud family at Affirmed and we never want to lose that feeling. If you have questions and/or are unsure about this transition, I welcome your call. The bottom line is – you are the reason we are in business and we are thankful for your trust in us to make the right decisions for now and for the future.

Our New Nationwide Network of Distributors



However, if a drug is available in both prescription and non-prescription strengths, such as ibuprofen, and it is prescribed at prescription strength, the medical treatment criterion is met and the case has to be recorded. This applies whether the physician wrote a prescription or told the employee to obtain the medication over the counter and use it at prescription strength. According to OSHA, both cases received equal treatment and should be recorded equally. The prescription strength of OTC medications is determined by the measured quantity of the therapeutic agent to be taken at one time (i.e., a single dose). The single dosages that are considered prescription strength for four common over-the-counter drugs are:

- Ibuprofen (such as Advil™): greater than 467 mg
- Diphenhydramine (such as Benadryl™): greater than 50 mg
- Naproxen Sodium (such as Aleve™): greater than 220 mg
- Ketoprofen (such as Orudus KT™): greater than 25mg

Oxygen

When oxygen is administered as a purely precautionary measure to an employee who does not exhibit any symptom of an injury or illness, the case is not recordable. However, if the employee is exposed to a hazardous substance and exhibits symptoms, administering oxygen is considered a form of medical treatment, making the case recordable.



Wound Coverings

OSHA's list of wound coverings that are considered to be first aid treatments includes:

- Bandages
- Gauze pads
- Steri-Strips®
- Band Aids®
- Butterfly bandages
- Liquid bandages

These items fall under the first aid category because they are relatively simple and require little or no training to apply. Wound closing devices such as sutures, surgical staples, tapes, and glues are considered medical treatment and recordable.



Hot and Cold Therapy

Hot and cold therapy is classified as a first aid treatment, regardless of the number of applications, the length of time that it is applied, where it is applied, or the injury or illness for which it is used.



Burns

The size or degree of a work-related burn does not determine its recordability. Most first-degree burns and minor second-degree burns will not be recorded because they don't need medical treatment. More serious first- and second-degree burns that receive medical treatment and all third-degree burns are recordable. Any first-, second-, or third-degree burn that results in one or more of the recordability criteria must be recorded.



Removing Splinters

Removing splinters or foreign material from areas other than the eye by flushing or using tweezers, cotton swabs, needles, pins, or small tools is considered first aid.

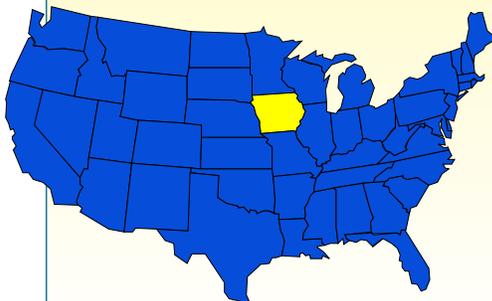


Value in Knowing the Fine Points

It pays to understand the fine points of OSHA's designated first aid treatments to make your injury and illness recordkeeping reflect reality. Making informed decisions about which cases to record on the 300 Log can lower your incidence rate. A rate well below the national average will make a favorable impression on your customers and show both management and employees the true picture of safety in their company.

METH DRIVES IOWA TO CURB COLD REMEDY

Des Moines, Iowa-- Lawmakers approved a measure that places new restriction on access to pseudoephedrine, an ingredient in common cold medicine that's also used in the production of the highly addictive drug methamphetamine.



Governor Tom Vilsack promised to sign the legislation, which he called "the strongest...and smartest methamphetamine bill in the country."

Under the measure, retail stores would be able to sell each customer only a single package of liquid gel capsules or liquid medicine containing pseudoephedrine in dosages under 360 milligrams. These medicines must be kept under lock and key and allowed only to be sold through a pharmacy.

Source: The Associated Press

TOP TEN!
Fastest Growing Distributors

1. Randy Sorrell – Indiana
2. Pat Cauley – Florida
3. Pat Holloway – California
4. Perry & Stephanie Todd – Texas
5. Guy Guillarmo – Hawaii
6. Hal Pemberton – Arizona
7. Desiree McMillian – Arkansas
8. Deb Miller – Texas
9. Sue Paul – Florida
10. Ike Wilganowski – Texas

(Purchases from June through March, 2005)

Reminder:

Our fiscal year ends May 31, 2005. In order to receive rebate you must be current in regards to your account.

These numbers are for product information only. All orders must be placed through Affirmed's Customer Service at 1-800-327-2704.

Affirmed	800-327-2704
Boss Glove	800-447-4581 x 2220
Blueprints	800-279-0288 x 114
Crews	800-821-6543 x 7316
MSA	800-MSA-2222
PIP Gloves	800-456-8378
Safehouse Signs	800-477-7233
Sunrise	800-537-5504
Upright Spill	800-284-7007

