



Industrial Eyewear

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ANSI Changes Coming?

What you want to know now...

Test your knowledge

Congratulations to Jerry White of Vulcan Materials in Charlotte, NC. Jerry was among many who unscrambled all of our words correctly and provided the correct answer to the puzzle. The words were: **Are Your Eyes Asking For**. Secret Phrase: **Crizal Lenses**.

Essilor Industrial Word Scramble

Unscramble and line up all the tiles to reveal the complete phrase and the answer to the puzzle. Those of you who complete the phrase correctly will be entered into a drawing for a \$25 gift certificate to your favorite store or restaurant. Mail your answers to Essilor Laboratories of America, Industrial Eyewear, or fax them to: (800) 347-8695, before October 1, 2003. (Please include your name, telephone and shipping address.)

PUZZLE:

O	M	O	T	S	T	A	I	S	T	R	D	F	R	O	T	E	E	W	E	A	P	R	O	P	D	.		
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CLUE:

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Trade Show Agenda

- August 25 - 27AL Governor's Safety and Health Conference
- September 8-10National Safety Council Congress and Expo
- September 10-12 ..American Furniture Manufacturer Association



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Industrial Eyewear Newsletter

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WOS OPTICAL

Essilor Laboratories of America's Industrial Eyewear Newsletter is designed to keep customers and eyecare providers well informed about new products, changes in ANSI Standards, and technical and legal developments in safety eyewear. We appreciate your business and invite you to direct comments, ideas and requests to Essilor Laboratories of America, Industrial Eyewear Newsletter, (800) 346-1338, or FAX to: (800) 347-8695, or email to: jennifer.reimer@eloa.com.

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ANSI Changes Coming? What Will They Mean?

Greetings,

You may have heard of a possible change to the current Z87.1 1989 standard governing prescription safety eyewear. As of this writing, "possible" should be updated to "definite." As you receive this newsletter, the proposed Z87.1-2003 standard is scheduled to go into effect August 19th, 2003. Consumers of safety eyewear and the producers of safety eyewear will need to have a thorough understanding of what this means to their respective responsibilities.

Briefly, the change will accommodate two levels of impact protection: "Basic Impact," which is the same as the current standard, and a new "High Impact" protection level. Eyewear that leaves a fabricating laboratory and does not meet the "High Impact" standard must have a warning tag affixed to the product that is removable by the wearer only. The tag will read: "WARNING: This eyewear meets the Basic Impact requirements of ANSI Z87.1-2003, but should not be relied upon for protection from high impact exposures." Testing parameters for this new "High Impact" standard are significantly more stringent than those for the current standard. Any company fabricating "High Impact" lenses must meet all ANSI testing and certification requirements. Essilor Laboratories has completed this testing and is in compliance and ready for the new standard. Essilor Laboratories will strongly suggest to all eyecare professionals and industrial customers that they always request the "High Impact" protective lenses, as this ensures the highest level of protection. Lenses that meet the new "High Impact" standard will have a "+" following the standard safety mark required on all safety lenses.

A key wearer benefit of the change is the reduced lens thickness. Under the current standard, all prescription safety lenses must be at least 3.0mm thick at their thinnest point. This will remain the requirement only for the "Basic Impact" lenses under the new 2003 standard. For the new "High Impact" addition, that minimum thickness requirement drops to 2.0mm resulting in lighter weight lenses that offer greater comfort. Well, how can that be? Isn't a thicker lens safer than a thinner one? Those questions will certainly be asked. The answer is "No." In specific lens materials, thicker does not mean safer and has no effect on lens strength or retention under test requirements. In fact, Essilor did many of its tests on polycarbonate material combinations that exceeded test requirements and experienced "0" failures. Other lens materials that do not pass the high impact test must adhere to the 3.0mm requirement. (These include glass and standard plastic. They do not pass the high impact test even at 3.0mm thickness). Essilor Laboratories has consistently recommended polycarbonate lenses as the safest choice.

Safety frame manufacturers must also now document that their frames and sideshields conform to the ANSI Z87.1-2003 requirement for lens retention and side exposure under the "High Impact" requirements. Most have done so and after the 2003 standard passes, only frames that carry the new "Z87-2" marking will be considered "High Impact" compliant. The current marking is "Z87."

An important final note: in order for completed safety eyewear to be compliant with the "High Impact" standard, BOTH FRAME AND LENSES must be compliant. Our fabricating laboratories will call and inform customers that may mix the components.

Thank you for your attention and interest. I look forward to the prospect of "safer" safety eyewear.



Warm regards,

Jeff Anderson
Vice President
Essilor Industrial Sales

The Dreaming, Daring Dr. Do

By Tom Slanga, District Sales Manager
Essilor Industrial Eyewear Division

This is the story of Dr. Do, who knew his business through and through, of eyecare breakthroughs big and small, old Dr. Do - he knew them all.

"Who's next?" the kindly doctor said. His staff cried out, "It's Hard Head Ned!"

Hard Head Ned was looking down, upon his face he wore a frown. For Hard Head Ned was tough and mean from working on a big machine.

Ned had knuckles made of brass. His lenses - they were made of glass. They were the only kind he'd buy. And no one ever asked him why.

But Dr. Do just stood there tall. He'd get to the bottom of it all. He dared ask questions - and find out what Ned's needs were all about.

Doc checked Ned out and then he said, "These lenses must be made of lead! Try TD2® and you will see the latest in technology!"

But Ned got mad and then he said "I must have glass upon my head! The others scratch- and I won't try another type before my eye!"

The Doc knew Ned just didn't know and so he decided he would show a lightweight lens that wouldn't scratch and a warranty no one could match.

On a roll - they heard Doc's cries, "Glass lenses break and hurt your eyes! Polycarb is safe and light - with TD2® They'll be just right!"

Doc met objections one by one and by the setting of the sun, Essilor made Ned new specs. They went through lots of extra checks.

When Ned came back no one dared to speak, still afraid old Ned might freak! But Dr. Do began to smile knowing what would happen all the while

Ned's specs went on and old Doc said "These lenses sure don't feel like lead!" And then to everyone's surprise old Ned's head began to rise.

"Glass lenses weigh so much," Doc said, "No doubt you couldn't lift your head! These are safe and warranted. Your satisfaction is guaranteed!"

It had been a long, long while since anyone had seen Ned's smile. The word spread out all over town that Hard Head Ned had lost his frown.

And people came from near and far, by plane and train and bus and car, to buy their specs with TD2® just like Ned, From Dr. Do.

Questions and Answers on the new ANSI Standards

What's the difference between the levels?

Basic Impact

- Minimum 3.0 lens thickness
- Drop ball test

High Impact

- Minimum 2.0 lens thickness
- High Velocity Impact Test

What lens materials pass the new High Impact Requirements?

- Essilor Laboratories promotes three lens materials in our prescription safety eyewear program - Glass, CR-39/Plastic and Polycarbonate. Of these materials, only Polycarbonate passes the new High Impact standard.

What Lens Marking is Required?

- High Impact = Manufacturer's logo and "+" sign
- Basic Impact = Manufacturer's logo only
- Lens shades and specialty lenses to be marked as in the former standard.

How do I know if the frame and sideshields are certified?

- The frame and/or sideshield manufacturer must mark the frames and shields with Z87-2.
- Frames and sideshields with Z87-2 can be used with both Basic and High Impact lenses.
- The frame vendors distributed through the Essilor Prescription Safety Eyewear program have provided certification stating their current frame inventory has been tested and meets both the Basic and High Impact standard.

What is the Hangtag?

- A hangtag will be provided by the manufacturer with all lenses that only meet the Basic Impact requirements
- The hangtag states, "**WARNING: This eyewear meets the Basic Impact requirements of ANSI Z87.1-2003, but should not be relied upon for protection from high impact exposure.**"
- The hangtag should only be removed by the employee/patient the safety glasses are being dispensed to.

How do I determine which lenses are required for my employees / patients?

- As with all PPE, it is the responsibility of the safety professional to do the proper assessment for employee protection.
- The OSHA regulation for eye and face protection is 29 CFR 1910.133.

What is the OSHA reference to new standards?

- OSHA does not update their references as quickly as standards change. They reference what was the most stringent standard available at the time. They expect an employer to be aware of the best protection available for the job at hand. An important point of reference used by OSHA is "The General Duty Clause."

Are eyecare providers responsible for selection of an employee's safety eyewear?

- You could be responsible if you do not advise the patient of the best protection available - this is no different from the current Duty to Warn.

How do I purchase a copy of the new ANSI Standard?

- Order by phone: (212) 642-4980 ANSI Customer Service or Document Sales 8:30 am-6:00 pm EST
- Order online: <http://webstore.ansidocstore/default.asp> - then select "ASSE" as the category and choose "Z87.1"

When do the new standards go into effect:

- The new standard is effective August 19th, 2003.

Is Essilor ready for ANSI Z87.1-2003?

- Yes. Essilor has tested all lens products and coatings as required and will begin manufacturing under the new standard when it goes into effect.

Thanks to Titmus Optical for providing much of the information used in this article.

Important questions to ask your eye doctor

Dr. Rodney Tahrán, optometrist and vice president of clinical affairs at Essilor of America, Inc. the world's largest manufacturer of eyeglass lenses, answers some of the most commonly asked eye care questions.

What kinds of questions should I ask during an exam?

Getting all the information about your eyes from your doctor is very important for continued eye health. Be sure to ask the following of your doctor during an exam.

- What are the purposes of the tests I am undergoing?
- Are there any changes since my last exam?
- What products can help me ensure the health of my eyes and give me the best vision?
- When should I return for my next exam?

How often should I get my eyes checked?

The Vision Council of America recommends visiting your eye care professional yearly for an eye health and vision exam. A comprehensive eye exam can measure a number of visual skills that are critical to healthy vision and can determine if there are any other health problems like diabetes, glaucoma and hypertension. By preventing, detecting and treating eye diseases early on, you can often stop problems before they become serious.

Please look for additional Important Questions to Ask Your Eye Doctor in future newsletters.

What happens when a prescription safety frame company thinks outside of the box?

ON-GUARD SAFETY has done just that while developing its revolutionary T-Guard collection.

According to Joe Nadler, On-Guard president, the challenge was to develop a new safety eyewire that was "lab friendly" when using 2.0mm polycarbonate lenses. The new ANSI Standard that will become effective on August 19, 2003 will allow the use of 2.0mm polycarbonate lenses. While all On-Guard frames with 2.0mm polycarbonate lenses meet or exceed the impact and lens retention standard of 150 FPS, T-Guard frames have passed testing at over 300 FPS, more than double the standard.

The benefits of T-Guard are thin profile, comfortable frames that promote compliance. Presently, On-Guard offers eight T-Guard models in an excellent variety of colors and shapes for both men and women. Look for more T-Guard models by the end of 2003.

Submitted by Peter Mandic, On-Guard Safety Corporation

Welcome



To several new sales representatives that have joined us recently.

Kelli Brooks – serving IN & Lower MI
(800) 346-1338, Ext. 1718 or kelli.brooks@eloa.com

Terry Clanton – serving AL, AR & MS
(800) 346-1338, Ext. 1246 or terry.clanton@eloa.com

Jody Nienow – serving IL, WI, and Upper MI
(800) 346-1338, Ext. 1711 or jody.nienow@eloa.com

Daniel Williams – serving KS, MO, NE, WY
(800) 346-1338, Ext. 1318 or daniel.williams@eloa.com

Focus on service

Chris Bader has been with the Essilor Industrial Eyewear Division for 18 months, during which time she has thoroughly enjoyed learning all about safety eyewear, particularly the importance of protecting one's eyes at home and on the job. She also enjoys the challenge of setting up a prescription eyewear program that best fits the needs of the customer as well as the eyecare provider. Chris understands the importance of good customer relationships and works diligently to meet her customer's needs effectively. She finds her job challenging and rewarding and is very proud to be an Essilor safety eyewear representative. While Chris enjoys her present job, she hopes that in the future she'll have the opportunity to become a safety eyewear sales field representative. Chris wants all to know that she, too, experiences vision problems and recommends Crizal anti-reflective coating for clearer, sharper vision. Chris assists **Bridgette Jones** in Kentucky, Tennessee, Georgia and Florida. Chris can be reached at (800) 346-1338, Ext. 1334 or at chris.bader@eloa.com.



Everette Epting began working for Essilor in 1992 as an ophthalmic sales representative. During his 36-year career, Everette has served in various positions in the optical business and in laboratories. He has been ABO certified for 10 years. In January 2001, he seized the opportunity to fill a newly formed sales position with the Essilor Industrial Eyewear team. He's made the transition very well. Among his many goals, Everette would like to work more with the mining industries. He is also working more with independent eyecare professionals, to help them better understand the safety eyewear business and how to improve their practices by incorporating safety eyewear into their businesses. In the meantime, Everette works with industrial customers and eyecare providers to ensure maximum usage of polycarbonate lenses and specialty coatings like Crizal® and TD2®. Everette works closely with **Tory Olson** in our sales office. Their territory includes Northern California, Nevada, Oregon and Washington. Everette can be reached at (800) 638-7957, Ext. 6562 or at everette.epting@eloa.com.

