





# Industrial Eyewear Newsletter

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**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 e-mail to: [jreimer@essilorusa.com](mailto:jreimer@essilorusa.com).

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## From the Director

We're in a soft economy, and by all measure the softening began in early 2001. Then the horrific events of September 11th occurred, bringing a shocking reality to all of us that the world as we knew it had changed forever, exacerbating an already weakened outlook in manufacturing and commercial sectors. We now find ourselves in 2002 and, while most economic experts agree the "recession" continues, most are also agreeing that the rebound has started. And so it goes. My point here has nothing to do with safety eyewear programs and everything to do with the resilience of American industry and how it will always prevail. No matter the threat, no matter the pain inflicted, American businesses large and small do what needs done to survive. Often not only surviving, but also becoming stronger and even more determined to grow and prosper. The



various teams that make up Essilor Laboratories are proud to be a part of that American resolve and extremely proud to be able to work with and serve you, our customers. As we move forward in an ever changing and exciting world, thank you for choosing us to help protect the eyes of industry's most valuable asset. Its employees.

Warm regards,

Jeff Anderson

Vice President Essilor Laboratories Industrial Sales

## Workplace Eye Safety

Reprinted with permission from *Prevent Blindness America*

Eye injuries of all types occur at a rate of more than 2,000 per day. Of these, 10% - 20% will be disabling because of temporary or permanent vision loss. A recent survey by the Bureau of Labor Statistics found that three out of five workers who suffered an eye injury wore no protection. And, of those who did, 40 percent wore the wrong kind.

You should wear safety eyewear whenever there is any chance that machines or operations present the hazard of flying objects, chemicals, harmful radiation or a combination of these or other hazards. Anyone working in or passing through areas that pose eye hazards should wear appropriate protective eyewear at such times.

What is the difference between glass, plastic and polycarbonate safety lenses? Industrial-thickness glass, plastic and polycarbonate lenses meet or exceed the requirements of the eye protection standard. In general, each type of lens does offer certain advantages and disadvantages. Glass lenses provide good scratch resistance and can withstand chemical exposure. They can also accommodate a broad range of prescriptions. But glass is heavy and can be uncomfortable. Plastic and polycarbonate lenses are lighter weight, protect against welding splatter, and are not likely to fog. Unless specially coated, these lenses are not as scratch resistant as glass. They also cannot accommodate as wide a range of prescriptions as glass lenses. Polycarbonate lenses are superior to glass and many other plastics in strength and impact resistance.

Experts believe that proper eye protection could have prevented or reduced the severity of injury in at least 90 percent of all accidents. In addition, the Wise Owl Program, sponsored by Prevent Blindness America, has recognized more than 84,000 people in the U.S. whose sight was saved in an accident because they wore eye protection. **Eye Protection Works!**

To learn more about protecting your eyes at work, contact Prevent Blindness America or the Prevent Blindness Affiliate near you.

## Customer Thanks

The following letter was submitted by Nancy E. Brown, an employee of Federal Mogul, Manitowoc, Wisconsin, and reprinted with her permission.

*On July 11, 2001, I was involved in a fire at my place of employment. I was burned primarily on my left arm. But the reason I am writing this is to tell you that both my Doctor and myself feel that if I had not had my safety glasses with the shields on, the slight burn that I sustained on my face could have been much more severe including permanent eye damage. So, thank you for making your product and helping to save my face and eyes from any injury.*

## Ansi Standards

We had hoped to bring you news about the ANSI Z87.1 standards, however, at press time the requirements for the new standards are still unresolved. Although it is still unlikely that additional changes will be considered, all users of safety prescription eyeglasses should continue to be aware of the most significant differences contained in the proposed draft. We will keep you advised in coming issues of this newsletter.



## Price List Update

An updated price list is now available that will include several changes and new frame products. We have also received updated frame posters and catalogs from most of our safety frame vendors.

To receive an updated price list and frame posters, please call your sales representative or our sales office at (800) 346-1338.

## Shipping Out Eye Injuries

### *Improved PPE and worker commitment help Gulf Marine Fabricators focus on eye safety*

*By Virginia Foran*

Reprinted with permission from *Occupational Hazards Magazine* (October 2001)  
www.occupationalhazards.com.

### **Prevailing 15 to 20 mile-per-hour winds, intense south Texas sun rays, blowing sand**

~ those are just the natural eye irritants workers at Gulf Marine Fabricators in Ingleside, Texas, face every day. As a steel fabricator for the offshore industry, Gulf Marine Fabricators constructs offshore oil structures, barges and boats. Much of the work involves exposure to the outdoors because almost every building in the shipyard is open on one side. In addition to high winds and ultraviolet rays, eye hazards in this type of environment include small steel particles from grinding and welding operations, paints, chemicals and solvents.

Safety Manager Tracy Yeary, RN, said these hazards are the reason for Gulf Marine's comprehensive commitment to eye safety. "The rule here is simple," Yeary said. "You can't take your safety glasses off for any reason." Yeary said this is a rule seldom broken by employees who have become committed to wearing eye protection. "We don't catch people without their safety glasses on," Yeary said. "It is a part of the culture here. We are at the point where an employee will walk into my office, and I have to tell them to take off their safety glasses to talk to me."

**Beefing up protection eye safety** may be so ingrained in employees that they might forget to take off their safety glasses when they leave work, but Yeary said it was not always that way. In the early 1990s, the company realized there was a problem with eye injuries and that a stronger commitment to eye protection was needed. "When I started here back in 1990, we had 20 to 30 employees each day who would come into the first aid station to have foreign bodies removed from their eyes," Yeary said. "We always had a mandatory rule of safety glasses with sideshields, but when the eye injuries began to increase, we began requiring those involved in grinding operations to also wear faceshields." From the time the policy was instituted in 1990 to the end of 1991, Yeary said, the company was able to cut the number of eye injuries in half. In addition to faceshields, the company instituted measures that require workers to wear double eye protection ~ safety glasses and goggles ~ for some operations, such as work in confined spaces. Still, most of the eye injuries Yeary sees are those where a foreign body has gotten in the eye. To reduce these types of injuries, the company instituted a measure that includes eye checks for grinding and welding crew members after every shift. "Over time, welders tend to lose sensitivity in their eyes," Yeary said. "We encourage them to come up to the office at the end of the day to get their eyes washed out and checked." Yeary indicated there are no eyewash stations in the facility because they found the stations were only giving employees temporary relief for serious problems. "We would rather have them come to the first aid station and allow us to wash the eyes out," she said. "They could use an eyewash station, but the real problem with the eye may not be recognizable until hours later after that temporary relief from the eyewash has subsided."

**Creating a culture to** encourage workers to wear their safety glasses, Yeary uses a poster campaign that publicizes worker eye injuries. "We advertise when someone goes to the doctor," she said. "The identity of the worker remains anonymous, but I explain what that worker was doing, how the injury happened and what the consequences were. This has worked for us because, unfortunately, you learn from someone else's mistakes." Another reason for the strong commitment to eye safety by employees is the freedom they have to choose the types of protection they most prefer. Yeary remembers when employees asked to wear tinted glasses because of the intense sunlight. "If the employees have an idea about what will make them more productive and still safe, I listen," she said. "As a result, we have allowed them to do things like wear tinted glasses during the day." The safety culture at Gulf Marine does not end when workers leave the shipyard. Yeary believes the commitment by company employees to safety has endured

because that commitment extends to their life at home. "Employees are encouraged to take home any personal protective equipment to use at home," she said. Commitment from the top helps to enforce safety policies. Yearly said it is corporate policy that everyone inside the yard gates wear safety glasses - from the delivery person who drops off a package to the president of the company. Yearly also said that management has embraced personal protective equipment improvements, particularly with eye protection. She recently suggested that the eye protection policy be changed for those employees who wear prescription glasses. The sideshields for employees wearing prescription glasses were flimsy and not working properly. The ones she wanted to buy cost more than the ones they had, but she said that was not a factor. "Management asked me if it was the right thing to do," Yearly explained. "I told them we were following the rules by using the current sideshields, but that this was the right thing to do. Now we have new sideshields for employees who wear prescription glasses."

## ABO On-Line Courses

Two new safety eyewear related courses are now available on-line. These courses have been approved by the American Board of Opticianry (ABO) to satisfy continuing education credit hours. Additionally, some states accept on-line or home study courses for continuing education credit. The course titles include "*Making Sense Out of Home Safety - A much needed second pair*" and "*Creating a Successful Safety Business.*" Both presentations consist of text, supporting graphics and streaming video. The text portion of the courses can be viewed without taking the test so that everyone in your office can benefit from this valuable information.

"*Creating a Successful Safety Business*" was created by Titmus Optical. It is designed to give the eyecare practitioner information that enables them to develop new business in the industrial market. The industrial market is identified as General Industry and the Building Trades - both being areas where employees generally require safety glasses. Upon completion of this course, the participant will have identified the market opportunity for protective eyewear, reviewed the current OSHA requirements for eye safety in industry, and have the necessary information to formulate a business plan to approach industrial prospects. This course will satisfy two continuing education credit hours. The cost of this course is \$45.00.

The newest course, "*Making Sense Out of Home Safety*" was also created by Titmus Optical. This course is intended to make the eyecare practitioner aware of the growing problem of home eye injuries. It will help the participant identify potential patients and provide keys to success in the dispensers individual explanations to the consumer. This course will satisfy one continuing education credit hour. The cost of this on-line course is \$25.00.

Both courses have received high ratings from participants that have taken them. If you would like to participate in these on-line courses created by Titmus Optical go to [www.quantumoptical.com](http://www.quantumoptical.com).

## [www.eloa-safety.com](http://www.eloa-safety.com)

In our ongoing effort to better inform and serve you, Essilor Laboratories of America has introduced a web-site devoted exclusively to prescription safety eyewear. This site will be continually improved and expanded, and we welcome your input on how to make it better and more informative for you! We look forward to hearing from you. Check us out at [www.eloa-safety.com!!](http://www.eloa-safety.com!!)

## Focus on service

**Robert Marcella** (outside rep) has been with Essilor Industrial Eyewear for three years. He began his career as an Industrial Dispensing Optician in Minnesota, going on-site to fit and dispense for industrial facilities. Rob believes the experience he gained working with the needs of employees of industry gives him a leg up on all his competitors. Rob covered North and South Dakota, Montana and Wyoming when he started as an industrial sales



representative with Essilor. This past September, he was transferred to the Arizona, New Mexico and Southern California territory where he and the Essilor Industrial Eyewear program are unknown. Rob believes he is up to the challenge and plans to become the best industrial representative he can be. Rob works closely with his inside sales representative, **Angie Munson** (highlighted in our fall 2001 newsletter). Rob can be reached at (602) 758-5380 or by email: [rmarcella@essilorusa.com](mailto:rmarcella@essilorusa.com).

**Luke Whitworth** (outside rep) has been with the Essilor Industrial Eyewear



Division for two and a half years. Luke has spent the last 30 years in the optical business in a variety of capacities. He began his career working in the laboratory and eventually became manager of three labs. Luke is a Florida licensed optician. Before becoming an industrial eyewear sales representative, Luke was in ophthalmic sales, calling on eyecare professionals. Luke's dedication to customer service is unmatched. He believes the working relationship between our eyecare providers, industrial customers, laboratories and our industrial sales representatives is the reason for the continued success and growth of the Essilor Industrial Eyewear Division. Luke's territory includes Florida and Georgia. Luke works closely with his inside sales partner **John Black** (highlighted in our summer 2001 newsletter). Luke can be reached at (800) 346-1338. Ext. 1246 or by email: [lwhitworth@essilorusa.com](mailto:lwhitworth@essilorusa.com).