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EDITORIAL
The ISHM board of Directors held the annual, in person, board meeting on October 20, 2012 in Orlando, Florida. Two members unable to attend participated via teleconference. The board debated several issues facing ISHM and, in my mind, arrived at outstanding decisions that will positively affect the future of ISHM and its designations/certifications. Stay tuned for exciting new developments.

The recognition of ISHM commanded much of the time at the meeting. Please carefully read Section 2 “Recognition of the CSHM and ASHM designations” as there are actions all CSHMs/ASHMs can take to assist in this area.

We came away from the meeting highly impressed with the dedication of each of the members of the board. We are fortunate to have the services of these highly skilled volunteer professionals.

The future of ISHM is bright. We practice strict adherence to accreditation standards. We provide a certification that is focused totally on the concept and requirements of safety management. We strive to provide unparalleled customer service. And most importantly, we believe in ISHM and its certifications.

Recognition of the CSHM and ASHM designations
This is an excerpt from an email received that addresses an issue we face daily.

“Here is the dilemma. Every ad I see for director or manager has the following: **Certified Safety Professional (CSP)**, **Certified Industrial Hygienist (CIH)**, and **Certification as an Associate in Risk Management (ARM)**, **Associated Safety Professional (ASP) are desired**. When I make application and if I get an interview, I get “what is CSHM? I have never heard of that. Is that through the BCSP? What is the ISHM?” Frankly, as you can imagine, this is getting a little tiring. I am not sure what to say anymore, and with kids in college, I really do not have disposable cash to shovel to the BCSP for those certifications. I was informed this morning that I was one of two finalist for a director position but they had chosen the other candidate because he was a CSP. When I asked about experience, he has been in construction safety 6 years and no other certifications. I am not sure what this allure the BCSP has cast over the CSP but it sure is placing an obstacle in my career path.”

There are several reasons for this; probably the most relevant is that other certifications have been around for over 40 years and the CSHM for about 10. Longevity is a factor.

There are steps we can all take to improve the visibility and recognition of ISHM. One area is the US Government. Many of their requirements for safety professionals list certifications other than the CSHM. Again because the requirement was mandated when there were no other options.

One such issue is the Army Corps of Engineers who, in the EM 385 1-1 spell out the requirements for Site Safety and Health Officers (SSHOs). It states, in part,

**The SSHO is also required to have five (5) years of construction industry safety experience or three (3) years if he possesses a CSP or safety and health degree.**

When a project is to be completed the Contracts section writes the verbiage and due to a couple of issues they almost always mandate a CSP.

That requirement is now open for change. We request that every CSHM and ASHM have their company (if possible) submit a change proposal on the required form. We recommend it look something like this:

<table>
<thead>
<tr>
<th>Section</th>
<th>Organizational Comment</th>
<th>Comment/Rationale</th>
<th>Suggested Language</th>
<th>Committee Disposition</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.01.A.17 b.</td>
<td>YOUR COMPANY</td>
<td>The reference to CSP should be broadened to include other accredited safety and health certifications such as CIH (Certified Industrial Hygienist), CSHM (Certified Safety and Health Manager) and CHMM (Certified Hazardous Materials Manager). These accredited certifications are as selective as the CSP and in some cases, such as the CSHM reflect more appropriate management and leadership capabilities.</td>
<td>… or three (3) years if he possesses a safety and health degree or Certified Safety Professional (CSP) or equivalent certification accredited by a recognized national third party accreditation board or safety and health degree.</td>
<td></td>
</tr>
</tbody>
</table>
The form can be found at:

If you are not able to submit from your company you may submit on your own.

You can also help by liking ISHM on Facebook. This increases our google rating and helps get us closer to the top of the search results.

A couple of points to help explain ISHM are:

- The CSHM is a relatively new professional certification that has already achieved national accreditation.
- The CSHM was created to recognize qualified safety and health managers who are able to master a broad set of safety related skills that are critical for success in today’s business and regulatory environment.
- It was developed in response to requests from educators, employers and practitioners who were not satisfied with the narrow technical focus of other accredited certifications.
- The CSHM is a hallmark of a safety professional who has not only mastered the technical aspects of safety and health but who also adds value to an organization by wielding tools like communication, program development, and management systems to improve its safety culture.
- The CSHM is an elite, fast-growing 10 year old credential that has been earned by hundreds of practitioners.

Finally, if you run across a job announcement specifying a certification other than the CSHM please let us know so we can attempt to get the requirements broadened.

. WESTEX - Company in the Spotlight

ISHM is extremely proud of our relationship with Westex. They co-sponsor the annual ASHM of the year award. With their participation we are able to provide a deserving professional a quality award in an appropriate setting.

The Westex Difference

Westex is the world’s largest producer of durable flame resistant cotton and cotton blended fabrics. Because we’re leaders in the industry, we’re obligated and committed to not only produce superior FR fabric, but also to serve as a knowledgeable source of everything flame resistant. So we make a point of advancing education of our industry to the people who need it most — fabric purchasers and the workers that wear our fabric.

Our strict focus on progress does not end with education. Because even though we engineer the leading flame resistant fabrics in the industry, we can always work toward further improvements — and we do just that. As we discover and develop new flame resistant technology and enhanced comfort, we adopt best practices and adapt the newest advancements to our processes.

Uncompromising Protection, Unparalleled Comfort
Westex flame resistant fabrics have market-proven protection against electric arc flash, flash fire and molten metal hazards. Through years of innovation, Westex UltraSoft® and Indura® fabrics provide the natural comfort characteristics of cotton. Because when FR fabric is comfortable for the wearers, they will be more likely to wear the attire — and more likely to wear it properly. We guarantee these fabrics to retain their flame resistance for the life of the garment — giving purchasers and workers total peace of mind. And now we are raising the bar even higher with the introduction of UltraSoft AC® — the most comfortable flame resistant fabric ever made.

Leadership and products trusted worldwide

With a network that spans the globe and products that are used all over the world, Westex is an acknowledged leader. But we don’t take this position for granted. We are always striving to provide technical and educational information on the industry standards and flame resistant clothing. It’s insight and support that our customers appreciate — and it’s one of the many reasons they put their trust in Westex UltraSoft® and Indura® fabrics. It’s all part of our commitment to offering the highest quality flame resistant fabrics in the world.

CSHM QUIZ

CSHMs – Don’t forget the monthly quiz!!!!!!!!!!! http://www.mancomm.com/AffiliateQuiz.aspx
Password is OSHA 11

POSITION AVAILABLE

JOB POSTING

Date Posted:
October 25, 2012

<table>
<thead>
<tr>
<th>JOB TITLE:</th>
<th>Risk Management Consultant – Fort Wayne, IN Territory</th>
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<tbody>
<tr>
<td>JOB GRADE:</td>
<td>Level 8</td>
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<tr>
<td>DIVISION/STATE:</td>
<td>Commercial Lines Underwriting</td>
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<tr>
<td>REPORTS TO:</td>
<td>Director - Risk Management</td>
</tr>
</tbody>
</table>

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Evaluate account exposures in Property, Workers’ Compensation, Fleet, Products/Completed Operations, General Liability, and Farm/Agribusiness.
- Develop, discuss, and submit meaningful recommendations to reduce policyholder loss exposure.
- Work as a team with other internal associates to provide risk improvement services to policyholders, including risk management consulting and training.
- Partner with Underwriters, Market Managers, agents, and insureds to increase the amount and quality of Commercial new business, and achieve or exceed retention goals.
- Gather applicable information as requested by the Underwriters.
- Complete risk management survey reports and meet production, quality, and timeline objectives.
Periodically visit with territory agents and provide specific, value-added services.
Act as a resource by consulting with policyholders, agents, and company personnel.
Maintain and update a library of risk management reference materials.
Continuously improve personal skills and technical knowledge by conducting research and attending applicable classes and seminars.
Work on special projects as assigned.

**QUALIFICATIONS**

**Required:**
- Excellent verbal- and written-communication skills.
- High level of self-motivation and the ability to work with minimal supervision.
- Excellent PC skills.
- Ability to travel regularly.

**Preferred:**
- Bachelor's degree from a four-year college or university.
- Three or more years' experience in risk management/safety.
- ARM, ASP, and/or CSP, CSHM designations.
- Excellent problem-solving and organizational skills, including the ability to multi-task high volume workloads.

Sam Benjamin
Manager - Human Resources
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