

SAFETY Link™

Linking Safety To The Workplace

OUR CHANGE – With Your Growth In Mind

IMPORTANT NEWS...WE'RE MOVING!

For the past 25 years, American First Aid has proudly supported our network of independent distributors. We've taken pride in knowing we've been a part of your success in the field and can't wait to see what happens during the next 25 years!

As you know, June 1st begins our new fiscal year and prior to such date, we analyze how we are currently doing business and seek out ways to improve our capabilities to better serve you – our customer.

One thing we came up with pertains to our current distribution center. For years we've shipped product to you

from our Hanover, Maryland facility. And while this has been a benefit for those of you located in the Northeast, it has placed a hardship for those distributors in the Midwest and elsewhere.

Therefore, in order to continue to exceed your expectations as well as increase the level of service you are accustomed to, we have decided to move our customer service department along with our entire inventory to our central distribution center, located in Kansas City.

Having central distribution will be a vast improvement to the overall network of distributors. And we can assure you that what you gain

will far outweigh any initial loss.

Effective June 1, 2005, your orders will ship out of our central distribution center, so please plan accordingly.

Pricing, part numbers and case quantities will all remain the same. Even our 800 phone and fax numbers will remain the same. We've researched this event and have planned each step to ensure nothing will be done to hurt your business. In fact, we have many plans that will ultimately grow your operation! And we can't wait to share these ideas at our upcoming Vegas Sales Conference.

Once this move takes affect, you will be speaking with a new (but qualified) customer service department. We've introduced them below:

Chris Olsen	Sandra Lang	Melinda Hill	Shannon Auman
<ul style="list-style-type: none"> • General Manager • 12 years of industry experience • Anxious to assist with your local growth 	<ul style="list-style-type: none"> • Office Manager • Highly qualified to exceed your expectations • Accounts receivable 	<ul style="list-style-type: none"> • Customer Service • Enters all incoming orders to perfection 	<ul style="list-style-type: none"> • Product Manager • Hates backorders • Product specialist

New Contact Information

American First Aid
 9500 Woodend Road
 Edwardsville, KS 66111
 1-800-521-4951 fax: 1-866-417-6581
(effective June 1st)



Editor: Chris Olsen
 Managing Editor: Greg Holmes
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So, what happened to your current contacts, such as Stan Hepburn, Pat Travers, Jennifer Zentgraf and Twanna Grannum? They're still with us, and will be a continued resource. However, their duties have been aligned to work with Cintas' retail operation in Baltimore as well as with National drop ship accounts.

"OUR CHANGE", continued from Page 1



So in short, nothing will change with the way you do business with American First Aid. Continue to use our normal phone and fax numbers – we'll do the rest. The only change will be where your product ships from. Chris Olsen will be contacting each of you soon to officially introduce himself. We've been committed since day one to exceed your expectations and to do whatever we can to ensure your success in the field. This transition will ultimately help your business. Make sure you make plans to attend the meeting in Las Vegas, June 23rd – 25th and you'll witness first hand at the land of opportunities that lie ahead.

***Come
stay
at the
spectacular
Flamingo
Las Vegas
Resort
during
our***



***Vegas Sales Conference,
June 23rd-25th!***

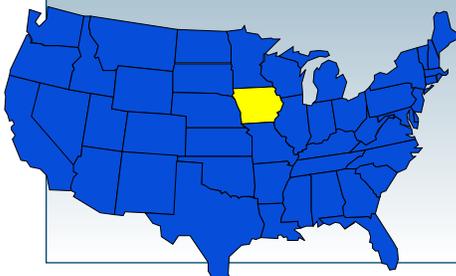
***VIVA
LAS VEGAS!***

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.

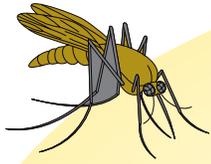
Governor Tom Vilsack promised to sign the legislation, which he called "the strongest...and smartest methamphetamine bill in the country."

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

PRODUCT SPOTLIGHT



BugX

Professional Skin Protection for Harsh Conditions

- Highly Effective and proven safe insect repellent with 55% active Deet formula (Effective against West Nile Virus).
- Insect Repellents help reduce the exposure to insect bites, including mosquito bites that may carry potentially serious viruses.
- EPA registered in all 50 States.
- Easy to carry foil pack towelette for individual use.
- 8" x 5" towelette with 7.8 grams for full coverage of exposed skin.



Product Number: 140560
Case Pack: 25/box – 4 boxes per case
Available Now!



OSHA Targets Spanish-Speaking Workers For Safety Training

THE PUSH IS ON TO IMPROVE CONSTRUCTION SITE SAFETY FOR SPANISH-SPEAKING WORKERS.

The Occupational Safety and Health Administration (OSHA), the Consulate General of Mexico and the nonprofit CSHI are concerned with the high number of Spanish-speaking workers injured or killed on the job. Spanish-speaking Mexican nationals, with or without legal residency, make up a large percentage of construction workers. One reason could be that some of these workers may not have the same access to safety information as their English-speaking counterparts.

The Consulate General of Mexico located in Austin, Texas and OSHA's Paul Brantley want to change that. "They are entitled to all the rights and privileges of each worker in this country. So we need to get the word out and the employer has not done a good job getting that word out," Brantley said.

"There's either lack of information or fear of applying that information. People are afraid if they speak out or if they take action or refuse to do something because it's unsafe, that they'll lose their job. And they're more concerned with losing their income than they are about losing their lives," CSHI's Greg Smith said.

The other part of getting the word out is Spanish-language safety brochures and information. Mexican Consular General Francisco Javier Alejo said the effort could lessen the number and severity of on-the-job accidents.

OSHA estimates that Spanish-speakers account for more than half of the 29 construction-related deaths in Central Texas last year. Since October, seven Central Texas workers have died.

American First Aid provides many safety posters in Spanish-language. From our First Aid Poster (# 340780); our numerous Spanish language Safety Signs; to our extensive Spanish-language safety meeting programs from Blueprints (page 66). Each one is designed to attract the attention and promote safety to Spanish-speaking employees.

EMERGENCIA

**Lave
Los Ojos**

PELIGRO

**Casco Requerido
en Esta Area**

ATENCIÓN

**PROTECCION DE LOS
OJOS REQUERIDA**

Just-Opened Defibrillator Saves Life at Health Club

An automated external defibrillator, new and barely two weeks out of the box, helped save a heart attack victim's life Monday at Breathe Fitness, a local health club.

John Jordan, who was treated at Kingston Hospital following the incident early Monday afternoon, said he had collapsed while on a fitness machine. Club owner Anthony Covello got Jordan's heart going with the defibrillator, which applies electric shocks, before emergency crews arrived.

"In nine years we've never even had to use (cardiopulmonary resuscitation) here," Covello said. "I don't think that would have helped him. I think without (the defibrillator) it wouldn't have been a happy ending." Jordan, speaking by telephone from the hospital's emergency room, said the fitness machine he was using apparently displayed an incorrect heart rate, and he may have been "overdoing it" as a result.

"I appreciate the fact that they had the (defibrillator) there and that they saved my life," he said.

After using the machine for about 15 minutes, Jordan said, he felt weak and was preparing to get off in about 30 seconds. Then, he said, he fell back onto the floor. "I guess my heart had stopped," he said. Covello said another member had seen Jordan collapse, and notified him.



"I ran over and realized instantly it would be time to use it because I didn't get a pulse," he said. "(The defibrillator) was two feet away ... right by my desk."

Covello said he had considered buying a defibrillator for several years and made the decision when a salesman approached him. The units sell for about \$1,800 apiece, he said. That salesman provided 30 minutes of training, but use of the machine includes only three steps, which are outlined on a diagram anyone could follow, Covello said.

Lane said Jordan was somewhat conscious and breathing on his own when police arrived, "definitely from the initial application by the owner of the gym. He gets all the credit." "We came in with a defibrillator unit, but there was no need ... Ambulance personnel administered oxygen," said Lane. "Our hats are off to (Covello). (The machines) speak for themselves. They save lives."

American First Aid distributors have access to one of the best defibrillators available. For sales brochures on our ReviveR AED unit, simply order item #D0013 for a pack of 50. They're free of charge to all American First Aid distributors.

Source: DailyFreeman.com

COMING SOON!

**WATCH FOR OUR
NEW AND IMPROVED
AMERICANFIRSTAID.COM
WEBSITE!**

Download Our
Catalog

Place An Order

Obtain Labor
Law Updates

OSHA Information

New Product
Announcements

...And MORE!



**UNDER
CONSTRUCTION!**

Vendor Contact Information

These numbers are for product information only. All orders must be placed through American First Aid's Customer Service at 1-800-521-4951.



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