



Upcoming Chapter Meetings

November 13: Meet your friendly local OSHA inspector; Cal/OSHA enforcement will go over the most common OSHA citations issued. The inspector will also go over what they expect when they show up at your site for an inspection.

December 11: California Fire & Building Code Update; Mr. Reinhard Hanselka will present on the major Fire and Building code changes that will go into effect January 2008 in California.

Sustainable Silicon Valley

Sustainable Silicon Valley (SSV) sponsored the 3rd annual event recently with Sun MicroSystem as the host to promote a healthy environment, a vibrant economy, and a socially equitable community as its vision. Its mission is to work with the Silicon Valley community to create a more sustainable future using and environmental management system.

SSV is a voluntary partnership of business, government, academic, and non-governmental organizations collaboratively creating a more sustainable future for Silicon Valley. SSV partners pledge to help meet SSV's regional target, set their own individual targets, report their progress, share information, and mentor one another in quarterly educational forums and monthly meetings. The partnership has grown to include 67 organizations, with 55 of them reporting energy use for the Sustainable Silicon Valley CO2 Report 2007. The number of reporting facilities and vehicle fleets has grown from the 72 whose emissions were analyzed in the CO2 Report 2006 to 135 in this year's report.

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Editor's Briefs

Welcome to the 2007-08 inaugural newsletter. This newsletter reflects the composition of chapter membership and your input is valued. Give me a shout-out, comments, suggestions or recommendations for future issues. My contact information follows, Tyler.Nguyen@esa.sccgov.org 408.441-4286.

Today's meeting (Tuesday, October 9, 2007) with defense attorney Fred Walter speaking on the topic of "**Personal Liability for Safety Professionals**" proved to be a hit with the attendees. Fred discussed a number of recent decisions and case files from his practice.

He went over the civil liability issue with in-depth analysis on the traditional standard of care, negligence, breach and damages along with the sub-category of negligence per se. He then offered the sources of standards of care; ANSI standards are consensus, thought of as "best practices" and how these ANSI standards are becoming the basic "standard of care" for liability. He concluded with the How to Protect Yourself session with tips on using curriculum vitae, contract, and insurance language for safety practitioners, especially those with a Board of Certified Safety Professional certification and who are either practicing as independent consultants or thinking about taking a similar route on their professional journey.





Eligibility for the Examinations for professional certifications

Your first step toward certification is to determine your eligibility for certification. Please contact the Board of Certified Safety Professionals at 217.359.9263 or www.bcsj.org to determine your eligibility.

	ASP	CSP	OHST	CHST	CHMM
Associate Degree		In Safety and Health from a limited number of colleges	Not required	Not required	Not eligible
Baccalaureate Degree		Yes, in any field	Not required	Not required	Yes
Work Experience in Safety & Health		Typically four years or more	5 year minimum (may substitute work experience or academics)	1-3 years	3 year minimum
Maintenance Required		Yes, report every 5 years	Yes, report every 5 years	Yes, report every 5 years	Recertification every 5 years
Prerequisites		ASP exam	None	None	None
Examination Required	Yes	Yes	Yes	Yes	Yes

* The ASP is a temporary designation awarded after passing the ASP examination. It is a prerequisite to taking the CSP examination. ASP = Associate Safety Professional, CSP = Certified Safety Professional, OHST = Occupational Health & Safety Technologist, CHST = Certified Health & Safety Technician, CHMM = Certified Hazardous Materials Manager

Kids' "Safety-on-the-Job" 2008 Poster Contest

The American Society of Safety Engineers poster contest began September 19, 2007, and runs through Valentine's Day, February 14, 2008. Children in five age groups are invited to create and submit posters no larger than 11 x 14 that best illustrate being safe at work, to show an example of safety at work (check details below).

All entries must be postmarked by Thursday, February 14. The four winners in each of the five age groups will be announced a week later and the first-place winners in each age group's poster will be featured on the ASSE NAOSH 08 poster distributed worldwide.

The contest is broken down into five age groups -- 1) ages 5-6; 2) ages 7-8; 3) ages 9-10; 4) ages 11-12; and 5) ages 13-14. The first place winner in each age group receives a \$1,000 savings bond, the second place winner receives a \$500 savings bond and the third and fourth place winners receive a \$200 savings bond. All entrants will receive a prize and are invited to attend the ASSE poster contest awards ceremony in Washington, D.C., at the U.S. Capitol Monday, May 5, 2008.

In 2007 ASSE reached close to 20 million people and 135,000 businesses worldwide with our workplace safety message and through the images of ASSE members' children's poster contest entries. Visit ASSE's website www.asse.org/naosh08 for the latest poster contest information, applications, sample posters, NAOSH activities and past winners.





By Lauryn Franzoni
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Networking, Making Business Contacts



One of the most important aspects of networking involves meeting strangers for the first time and turning them into business contacts. Three interesting tips follow:

Use Nametags as a Networking Device

Some of the best business contacts are made in the course of mixers. A staple at many of these events is the name tag. Sometimes the sponsor of the event will furnish a blank tag and ask each attendee to write his or her own name. Simple, right? But what you might not realize is how much there is to be gained by listing the right information on the name tag.

Most people will just scribble their first and last name. As a conversation starter, a simple name is a non-starter. So stop and think before you pick up that marker. Ask yourself: What kind of information is most likely to arouse the interest of strangers? Is the name of my company familiar? If so, write it out. Do you want people to know what you do? If so, write out your title. Some other pointers: Make sure your name is legible; if possible, write with a thick marker so your name can be read from afar; for the same reasons, don't use your business card as a name tag; and put your Web address on the name tag.

Use Details to Introduce Yourself

"I'm a lawyer," said one guy to me at a recent mixer as he held out his hand to shake mine. Not the most engaging way to start a conversation, especially because there are so many types of lawyers, and so many different ways to react to the statement, "I'm a lawyer." I must admit, my eyes usually glaze over when I hear it. I would much prefer to hear what type of law he practices or what kind of clients he works with. He could have said, "I practice entertainment law and I work with film production companies and movie stars." That would have gotten my attention.

Of course, it's not just lawyers. If you're a safety professional, say what kind of safety you practice when you introduce yourself.

Don't Use Jargon

"I work for Pitney Bowes," said another man at this mixer, proffering his card. This technique is also very common. If it's a familiar company, as Pitney Bowes is, offering a company name helps the listener figure out what industry the speaker is in. But what exactly does it tell me about who he is or what he does? If I want to know more, I have to ask a few more questions. Unfortunately, not everybody will go to the trouble. I did make the effort with the gentleman from Pitney Bowes.

"And what do you do for Pitney Bowes?" I asked.

"I'm in Print Management," he said.

Yeesh — jargon! I know what each of those two words — print and management — means individually; but I don't know what they mean together in a single title. When you use jargon that doesn't resonate you succeed only in alienating others. That's why it's essential to think first about who you're talking to before deciding what to say, even in answer to the question, "What do you do?"

Conclusion

Networking is in many ways a complex process that has to be completed in stages. But one of the most basic of all networking activities is the face-to-face encounter with strangers who could become valuable contacts. I hope the techniques set out in this story help you engage in this process successfully.





Good Ethics Make Better Relationships

Michael Josephson Commentaries

Generally, I don't promote ethics by appealing to self-interest because it suggests that personal advantage always flows from ethical conduct. It also encourages people to think of moral judgment in terms of self-serving cost-benefit trade-offs.

The fact is that high ethical standards often seem to cost more than they pay. Honest citizens pay more taxes than dishonest ones; people who always keep their word often pay a heavy price for their integrity; scrupulous salesmen can lose business; and politicians can lose elections because of their honesty.

People of character do what's right because it's right, not because it's profitable. They look at the costs associated with honorable conduct as the dues they pay to maintain integrity, self-respect, and the esteem of those who love them.

Unfortunately, the prevalence of lying, cheating, and promise-breaking in business, politics, sports, and even personal relationships suggests that, for many people, these intangible benefits are neither certain enough nor substantial enough to justify the cost. So maybe we should stress the biggest and most undervalued benefit of good character: Those who care about their character and consistently struggle to be good and decent people invariably have better relationships than those who prefer a morally flexible approach.

Traits like honesty, responsibility, compassion, and respect may seem like naïve and expensive luxuries in the hurly-burly competition for advantage, but they are priceless assets when it comes to building sustainable and rewarding relationships with spouses, children, friends, and co-workers. In the end, good relationships marked by love, trust, respect, and kindness are essential to all enduring forms of happiness.

This is Michael Josephson reminding you that character counts.

www.CharacterCounts.org

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