

The letters to look for when you're buying PPE

QSSSP

QUALIFIED SAFETY SALES PROFESSIONAL

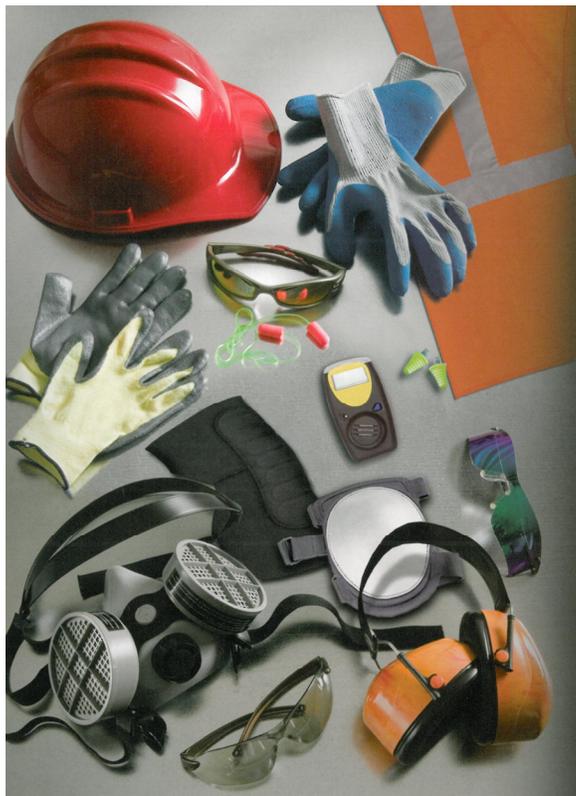
It's not a product mark, so don't look for it on the label. **QSSP** stands for **Qualified Safety Sales Professional**, and you'll find those four letters after the names of marketing and sales people who have prepared themselves to be your partners in prevention of worker injuries and illness.

As a safety director or small business owner, you have to conduct hazard assessments, plan and implement control strategies, make sure your workers are equipped with the right safety equipment and trained on how to use it. You're measuring noise and dust, fit testing, supervising maintenance, tracking OSHA and EPA compliance and filling out forms. Imagine having a safety equipment vendor who understands all the things you have to do, and can help you find solutions as well as the right PPE.

That's what sets the QSSPs apart. They have successfully completed an intensive course on technical and regulatory fundamentals of workplace safety and health sponsored by the International Safety Equipment Association (ISEA). QSSP has prepared them to be a valued resource to their customers, bringing knowledge, competence and credibility, and solutions to support your critical mission of protecting your workers.

Beyond the Basics

In the QSSP course, students learn the basics of occupational safety and health – how you identify and evaluate hazards, management approaches to environmental safety and health, and how all the parts of a safety and health program work together. They study air sampling and exposure levels, respirator fit testing and fall protection basics, electrical safety and confined spaces. They dig into OSHA regulations to learn about standards, compliance and enforcement.



The EHS Value Proposition

The centerpiece of the course is an innovative way of looking at the health and safety value proposition. Students learn how to calculate the real cost of an injury or fatality, how workers' compensation insurance premiums are affected by your company's safety performance, and how health and safety management should be viewed as a business asset. To get the right perspective, they learn to calculate the cost of an injury in sales equivalent dollars, showing how poor safety performance affects profits. This practical information that can help you make the case to management for a strong, sustained EHS program.

All this knowledge is at your disposal when your vendor is a QSSP.

A Legacy of Success

QSSP was started by a visionary group of PPE manufacturers and distributors, in partnership with Dr. Rick Fulwiler, a recognized leader in safety and industrial hygiene who designed the course and was its first director. Since the first class was offered in 1996, the course has evolved with advances in protective technology and changes in regulation. Its curriculum is a combination of classroom training and hands-on exercises and demonstrations, and students must pass a final exam to earn their QSSP.

Professionals Training Professionals

Today the QSSP course is taught by a faculty of professional trainers led by Rick Raymer, CSP, president of Safety Solutions Partners and a veteran safety manager for a major international corporation. Since 1996, over 1000 safety and health professionals from safety equipment manufacturers and distributors have completed the course and earned the QSSP title.

Your Partner in Prevention

When you buy from a QSSP, you're working with someone who has a real understanding of the challenges you face, and is armed with creative solutions that go beyond simply filling your PPE order. QSSPs have helped companies identify hazards and controls, participated in safety meetings and training, and of course provided protective equipment and technologies suited to the job and environment. In the words of Rick Fulwiler, they have gone "from peddlers to partners."

How To Find a QSSP

It's easy! Just go to www.qssp.org, and select "QSSP Directory" to search by name, company or location.

A Comprehensive Curriculum

To get a feel for the breadth of the QSSP curriculum, take a look at the course listing from a typical class:

- Occupational safety – History, program elements and application through incident Analysis
- Introduction to industrial hygiene
- Evaluation of airborne hazards & air sampling
- Safety hazard identification
- Safety and health emergency preparedness, execution and response
- Understanding & applying exposure standards
- Control of occupational health hazards
- Programmatic & professional aspects of IH&S
- Ergonomics
- Fall protection
- Fundamentals of OSHA, finding regulations and OSHA Web site
- Respiratory protection & fit testing
- IH&S management concepts & approaches
- Hazard communication
- Hazardous waste operations (HAZWOPER)
- Flammable liquids / fire safety
- Confined space entry
- Safety equipment standards and conformity assessment
- The H&S value proposition
- Workers' compensation and the bottom line (building the business case for safety)
- Noise and hearing conservation
- Electrical safety
- Construction safety
- Process safety management including "what if" analysis
- Head, eye, face, hand and body protection

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