



The CEO's Report

Winter Issue 2007

INFORMATION - EMP Canada 2008 Renewal

INFORMATION - Errors and Omissions, and Liability Insurance

2007 is fast drawing to a close and this CEO Report is designed to draw your attention to:

- what EMP Canada has achieved during the past 12 months
- what is the direction in which we are going now and in the near future
- how the national and western Canadian economy will influence our goals/direction
- how the international scene is and will continue to influence our profession as a whole
- when to expect a boom in our economy and how will that effect our profession



Gene Hemsworth

CEO Report

Training Bulletin Required Reading

This update is the main communication from EMP Canada to you. It announces important training standards and procedures changes and clarifies those that are established. It is a requirement of your membership commitment that you keep abreast of standards by reviewing the information contained in these quarterly updates. Implementation and standards mailing dates vary for members served in different provinces

During the initial years of the 21st century, conflicts/wars and terrorism have effected the world causing ever greater emphasis to be placed on the need to prepare for disaster. Most assuredly, this is effecting our industry and will continue to do so in the foreseeable future. However, the major influencing factor is the oil and gas which draws the North American focus to western Canada.

The Middle East continues to be the hotbed of conflict, so western Canada becomes more desirable to not only the USA, but also to China and Japan who need our resources. That means more development in the north of Canada with more conventional and offshore drilling operations which in turn leads to more pipelines - - which in turn means more employees - - which extrapolates to more training. Hence, we can expect a major boom in northern Canadian operations during the next 12 months which will continue through at least the ensuing five years.

- pipelines from Athabasca to Kitimat
- pipelines down the McKenzie to the eastern seaboard
- a new port being built in Prince Rupert to accommodate the expansion of the exports – oil, gas and lumber

But is EMP Canada / the MEDIC FIRST AID® system ready to provide the training needed to facilitate the demands of the oil and gas as well as industry at large.

The answer is yes!!

EMP Canada has all of the courses needed to meet the foreseeable demands and those courses have received recognition from HRD Health Canada, Labour Canada as well as each of the WCB/Workplace Health and Safety provincial offices across Canada. These rulings are current to the Version 6 materials and include:

- Emergency/Standard
- Workplace Level One
- Workplace Level Two
- Transportation Endorsement
- 76-Hour Advanced Workplace Level Three
- Emergency Medical Responder
- Automated External Defibrillator
- Oxygen Supplement
- Infant and Child
- Bloodborne Pathogens Awareness
- Pediatric CPR and First Aid
- BLS Pro

**New and Improved
Insurance Coverage for
EMP Canada Instructors**

This new coverage is available through
McFarlan Rowlands Insurance
Brokers Inc.
3 Calvert Pl. Dorchester Ontario N0L 1G0
ph (519) 268-7804 fax (519) 268-3021
Tollfree (800) 265-1073

This new Insurance is being offered at
a greatly reduced price:

**Instructor Errors & Omissions
Liability - \$430.00**

**Training Centres cost on a case by
case basis - \$**

**Occupational First Aid Attendants
\$750.00**

**Mobile Treatment Vehicle
Company and 2 Attendants -
\$3450.00**

These are very special price offerings
which we are happy to make available
to our members across Canada.

Have You Moved Recently?

**Important notice for EMP Trainer
and Instructor members.**

During the past twelve months it has
become very evident that our
members are not updating their
change of address with us. This has
resulted in our mailing of CEO Reports,
etc. being returned to us and this
becomes important at instructor
renewal dates. In addition, with all of
the changes that have taken place
during the course of the last twelve
months, the need to receive updates
is so important. **If you have moved
within the last year and a half it
would be an excellent idea to
make us aware of the address
change so that we can check and
ensure that you are receiving all
of the reports, etc. that again, are
so important to the maintaining of
your teaching status.**

EMP Canada Services Ltd. Insurance Program Outline

**Provided by
McFarlan Rowlands Insurance Brokers Inc.**

For:

EMP Instructors

- Individuals
- Training Centres

EMP Medics / Occupational First Aid Attendants

- Individuals
- Companies providing medic services
- WCB First Aid Attendants

Policy Coverages

Madatory Coverages

Commercial General Liability	\$2,000,000
Professional Liability/Errors & Omissions	\$2,000,000
Includes Abuse Legal Defense Coverage	\$ 50,000
<i>Both Liability Coverages Under One Policy</i>	

Optional Coverages Available at Additional Cost

Miscellaneous property floater (for equipment used away from premises in
connection with insured's operations)

Office Contents

*These optional coverages to be added to same policy insuring the liability
coverages, so only one policy required for all coverages*

Coverages under the Basic Policy (for all of above) will be:

Miscellaneous Property Floater \$3,000 (can be increased for additional
premium if required)
Commercial General Liability (Occurrence Basis) \$2,000,000 per
occurrence/\$4,000,000 aggregate
Abuse Legal Defense Costs \$50,000 per incident/\$100,000 aggregate
Professional Liability - (Occurrence Basis for Instructors
and Training Centres) \$2,000,000 per occurrence/\$4,000,000 aggregate
Errors & Omissions - (Claims-made Basis for Individual
Medics and Companies providing Medic services \$2,000,000 per claim/
\$4,000,000 aggregate

Note: Mobile Treatment Vehical Companies will have the choice of
a) insuring all of their medics under the company policy
b) requiring medics to arrange their own coverage

Optional Coverages Available at Additional Cost

Increased limits for miscellaneous property floater
Retroactive coverage if current policy on claims-made bases
Office Contents Floater (\$10,000 coverage for \$75) - higher limits available

Information on the program and coverages & application process can be
found on the following web sites firstaidtraining.com or
mcfarlanrowlands.com
Application Forms
Contact Information

**Application forms and addendums Can be downloaded from
firstaidtraining.com or mcfarlanrowlands.com**

**Program will be ready to go right away and there will not be a common
expiry date. Insurance will commence as you sign up.**

More information regarding Insurance for our Members

Claims-Made Liability Policies Vs Occurrence Based Liability Policies

Occurrence Based Liability Policy

Under an occurrence-based liability policy, as long as an insured loss occurred during the time that the policy was in effect, the claim will be covered even if the policy is no longer in effect at the time that the notice of claim is presented.

Claims-Made Liability Policy

Under claims-made liability policy, in order for a loss to be covered, not only must the policy have been in effect at the time of the loss, it must also be REPORTED while the policy is still in effect.

This type of policy can create serious gaps in coverage if an insured does not receive notice of a claim until after a policy is no longer in effect such as in the following instances:

- a) A policy lapsed or cancelled
- b) An insured is replacing a claims-made policy with another carrier

In order to avoid these gaps in coverage an Insured usually has the following options available to them:

- 1) Purchase of an Extended Reporting Period Endorsement from current carrier (must be purchased at the time the original policy is arranged)
- 2) Purchase of "Prior Acts Coverage" from the current carrier before the policy is lapsed or cancelled
- 3) Purchase of "Prior Acts/Retroactive" Coverage from the new insurance carrier at the time the new policy is arranged.

As part of the complete Insurance Package presented by *McFarlan Rowlands Insurance Brokers for participants of EMP Canada Services Ltd. purchase of Retroactive Errors & Omissions Liability Coverage will be made available at a reasonable cost.

*Represented in the province of BC by H & D Insurance Brokers, A Division of Vancouver Island Insurance Centres Inc.

Instructor Membership Annual Renewal December 31, 2007 Deadline

Once again, it is time to renew your instructor teaching status to continue teaching with the MEDIC FIRST AID® system. To assist you, we are attaching the 2008 Membership Renewal Application Form to this CEO Report. Remember, re-registration must be completed every year and the renewal for one discipline is \$25.00 plus GST. To renew your teaching **status in two or more** programs of instruction, the renewal fee is \$40.00 plus GST. As a minimum, one renewal requirement (listed on the attached renewal forms) must be met allowing you to renew in all of your certifications.

During 2007, many of our instructor members undertook Update programs enabling them to teach the Version 6 system. These updates ensure that MFA Facilitators are kept updated with the new standards which is one of the prerequisites for the annual renewal. Once we receive your application to renew your EMP Canada instructor status, we will forward your current teaching status decals. Please affix the decal to the back of your present card.

We wish you continued success with your first aid training, and if you have any questions or concerns with the renewal process, please do not hesitate to contact EMP Canada by telephone at (250) 656-1468 or email at empcanada@shaw.ca
Also the Renewal Form can be downloaded from our website.

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All of these courses are supported by VHS and DVD training media that have won international awards for their excellence - - **so yes!! We are ready!**

Where are we going?

During the next 12 months, we expect to have more instructor course materials on DVD - - more online support for awareness programs and self-study course components. This will provide greater opportunities to our Training Centres and instructors enabling them to enrol ever-increasing numbers of their students. It will give an opportunity for those students to be exposed to continuing educational courses that are recognized not only in Canada but throughout North America. If you have a client that is internationally located, we can offer a facility to meet those demands from Texas to Nunavut.

Another interesting development that I believe you will be pleased to see is the new and revised Emergency/Standard visual workbook we continue to upgrade our student Training Manuals/Materials. These manuals have been reviewed/updated and now carry not only a new look, but a much improved print content that I am confident the students will enjoy greatly.

With all of these developments in mind, we are looking forward with optimism and enthusiasm the challenges that the next 12 months will bring.

Training Centre and Trainer Information Concerning Instructor Certification

The following is a reminder of the paper trail that is needed to be provided along with instructor application forms. The first important item is to ensure confirmation is enclosed concerning the applicant's medical background.

- Copy of EMR/EMT-A paramedic certification card
- Instructor status with another recognized national/international agency (copy of certification card)
- Copies of skill evaluation sheets and academic exams, in particular the CCIRG exam and the 100 question academic exam.
- Ensure instructor application form is completed in full and signed. The instructor agreement forms need also to be signed and attached with the application.
- The instructor monitoring form that is completed as the applicant teaches an actual segment of the program to a group of students. It gauges the applicant's performance as to whether it is satisfactory.

The need to forward all of the above documentation with each of the instructor applications that are mailed to EMP Canada is readily apparent. In order for us to certify the instructor to teach, we must review the above documentation. We hope this will assist all of our trainers and Training Centres which in turn will speed up the turn around of instructor applications.

NEW LOOK TO THE EMP CANADA WEBSITE

The improved look of the company website is designed to enrich and simplify the online customer experience. It is also designed to provide a greater depth of responding to our Training Centre needs and requirements. As an example, we now have a listing of our Training Centres all across Canada in an alphabetical and provincial alignment. This will facilitate students who go online looking for training enabling them to locate an EMP Canada Centre that is close to their location.

Our hope is over the next few months to hotlink as many as possible of our Training Centres so that a student seeking training will not have to leave the site but can go directly to the closest Training Centre for more information. There are also specific areas on the website that will assist our members to locate and become better informed on products that we have available. In addition, they can go to sections of the site that relate to insurance in particular for Training Centres, instructors and Occupational First Aid Attendants.

In this regard, our instructor insurance has now been expanded to include not only our EMP Canada **instructors but those who have been trained by the Workers' Compensation Board of British Columbia**. Further, the Training Centre insurance that we now have available at a base price that is extremely viable when compared to the charges presently being experienced in the regular market.

Bloodborne Pathogens: Are you Prepared?

Many people have limited knowledge of the dangers of bloodborne pathogens. Now you can offer your students *MEDIC FIRST AID Bloodborne Pathogens in the Workplace* to help them be better prepared for this type of medical emergency.

Bloodborne Pathogens in the Workplace is designed to provide students with the essential knowledge necessary to help reduce or eliminate the occupational risk of exposure to bloodborne pathogens. The training program contains information every employee who has occupational exposure needs to know to avoid accidental exposure to potentially infectious materials and to manage an accidental exposure if one occurs.

This stand-alone training program is intended to help meet Occupational Safety and Health Administration (OSHA) training regulations in regard to bloodborne pathogens. It can be combined with any CPR, AED, or first aid training to provide a more comprehensive learning experience.

EXPLOSIVE SAVINGS

Version 6.0 Pediatric Training Program

1 - Pediatric Instructor Guide

1 - Pediatric DVD/VHS

12 - Pediatric Student Packs

Sale Price \$ 349.50

Reg Price \$434.85

Limit one set per Instructor



Version 6.0 CarePlus CPR Training Program

1 - CarePlus CPR Instructor Guide

1 - CarePlus CPR DVD/VHS

12 - CarePlus CPR Student Packs

Sale Price \$ 199.00

Reg Price \$281.00



Limit one set per Instructor

Version 6.0 Bloodborne Pathogens Training Program

1 - Bloodborne Pathogens Instructor Guide

1 - Bloodborne Pathogens DVD/VHS

12 - Bloodborne Pathogens Student Packs

Sale Price \$ 199.00

Reg Price \$281.00

Limit one set per Instructor



Orders must be placed before December 21, 2007

SPEED FAX Your order to (250) 656-5613
TELEPHONE HOTLINE at (250) 656-1468

Offer limited to active EMP Canada members. This offer can not be combined with any other order discounts. Does not include GST or shipping and handling. Coupon may not be used more than once and may be reproduced by qualified customers. Coupon has no cash value. Void where prohibited.

EMP Canada MEDIC FIRST AID® Training Centres Association

Goals and Philosophies

The EMP Canada Training Centre Association's primary goal is to promote MEDIC FIRST AID® training. In doing this, we support the Training Centres' activities as our goals are synonymous. All of our endeavours are focused on training as many of the general public and members of the Occupational First Aid sector in the EMP Canada MEDIC FIRST AID® system. By doing this, we are ensuring that wherever there is an accident, injury or illness incident, there will also be someone close at hand who has been MEDIC FIRST AID® trained to meet the needs of the situation.

One of the aims of the Association is to establish standards assuring that the customers who take the MEDIC FIRST AID® system of training do so because the MEDIC FIRST AID® name assures them of a reliable and dependable standard of training.

It is also the focus of the Association to assist our Training Centres with a continued growth and success of the MEDIC FIRST AID® system. To do this, members of EMP Canada MEDIC FIRST AID® attend the meetings of the International Committee on Resuscitation (ILCOR).

EMP Canada Training Centres receive numerous benefits, some of which are as follows:

- Receive all benefits offered to EMP Canada Training Centres re product purchases.
- The Facilitator and Student National Registry which keeps track of both the facilitators and students that successfully complete training. Further, it allows EMP Canada to secure statistical information that will help our Training Centres with marketing strategies.
- Mailings that we send out which include the CEO Reports and standard updates and newsletters.
- The opportunity to purchase Training Centre Liability / Errors & Omissions insurance at a much lower cost than can be secured in the open market.
- A toll-free number that all of the Training Centres are able to use when they have questions or concerns and require data regarding course presentations, etc.
- The MEDIC FIRST AID® course recognitions that we have received from both the federal and provincial governments throughout Canada. Without these recognitions, the training programs would have no value in the MEDIC FIRST AID® market place.
- Facilitator and student registry that allows the replacement of student cards when they are lost and to track or confirm student completions when it is needed.
- The referral service that provides sales opportunities for Training Centres as we refer clients to their areas.
- The EMP Canada MEDIC FIRST AID® website www.firstaidtraining.com which we are delighted to hotlink to any of our Training Centres who desire to take advantage of this service.

Automated External Defibrillators

New Defibrillator from Philips

The FDA has approved the new Philips HeartStart FRX Defibrillator for sale. This new Defibrillator is designed to be easy to use, rugged and reliable. The FRX contains most of the features HeartStart OnSite Defibrillator and is easy to use. In addition, the FRX incorporates many of the characteristics of the HeartSafe FR2+ which has been a standard of durability over the years. The FRX can withstand jetting water, crushing weights of 500 pounds, and a one-metre drop onto concrete. This new Defibrillator saves critical time in an emergency with pre-connected pads that can be used on both **adults and children**.

This device features an infant/child key that allows for use of standard pads on children by reducing the shock energy level and providing special CPR instructions for pediatric use. This feature reduces the overall cost of owning the device because only one type of pad is necessary.

The FRX uses an infrared data port to transfer information to a personal computer or a PDA using the Palm OS platform to provide a mobile, wireless solution for data management. As with all HeartStart Defibrillators, the FRX uses **SMART biphasic technology** to deliver a highly effective shock. Using **SMART** analysis to assess the heart rhythm, the FRX will deliver a shock only when appropriate. What's more, **SMART** pads enable the FRX to keep pace with the Responders by automatically adjusting to their actions. Contact EMP Canada for additional information or pricing

**See attached
SALES FLYER**
for Special pricing on
NEW VERSION 6.0
Instructor Guides
and Videos