



## Division of Safety & Hygiene

*Governor*  
Bob Taft

*Administrator/CEO*  
James Conrad

*Superintendent*  
Dave Spencer

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June 10, 2004

Mr. Dan Young  
eMedia Solutions, Inc.  
4400 Heatherdowns Blvd.  
Toledo, Ohio 43614

Dan,

Congratulations for a job well done producing the OSHA Walkthrough for Manufacturers CD-ROM that shipped last May. The response has been one of positive disbelief...they can't believe this high-end OSHA training is free of charge. We were proud to be one of your public sponsors and want to encourage you to extend your efforts to generate affordable "work-based" electronic curricula for loss prevention training topics.

Workers' compensation costs are rising nationwide. Ohio is no exception. The best way to reduce these costs is accident reduction by stepped up training and assisting companies in the implementation of safety management systems. With competition putting pressure on industrial margins, and State agencies like ours less able to fund outreach programs, we need the best creative alternatives we can find to improve safety performance if we are going to keep Ohio's industries competitive.

We will continue to support your efforts by contributing the technical assistance of our internal consultant group for the AGC of Northwest Ohio's Susan Harwood Training Grant training project, "Excavating & Trenching for the Commercial, Residential & Transportation Construction Industries". The tens of thousands of contractors in the State can use all of the help they can get.

Please feel free to use us as a reference and continue to keep us aware of your plans.

Best regards,

A handwritten signature in dark ink, appearing to read 'Dave', is written over a light blue horizontal line.

Dave Spencer, Superintendent, Division of Hygiene & Safety  
Ohio Bureau of Workers' Compensation