



CFSA Vendors Offer Predictions on Product Pricing and Availability in 2011

Cailee DeFoe, CFSA's Purchasing Services buyer, has embarked on a project of asking her vendors for their predictions on pricing trends for 2011. This information, she hopes, will help fairs with budgeting for everyday essentials and fairground equipment such as ATMs. Here's what her vendors have shared with her so far:

Janitorial supply prices will go up. Cailee spoke to representatives at four different companies and the consensus is to expect at least a 10 percent increase on paper/plastic janitorial items such as toilet paper, paper towels, gloves and can liners. In addition, prices on items manufactured overseas (and that used to be less expensive) are no longer as competitively priced because of bidding wars between United States buyers and overseas manufacturers who, of course, want to sell to the highest bidder. It is possible, Cailee reports, that prices could climb two to three times

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Tips from CFSA's Safety Specialists: What to Do When a Cal/OSHA Inspector Visits Your Fairgrounds

In the March 2010 *fyi* newsletter, Tom Amberson, CFSA's Safety supervisor, reported that a serious fairground injury triggered a visit from a Cal/OSHA compliance officer. Do you know what other types of incidents can put your fair on Cal/OSHA's radar, how to prepare for a visit and what to expect?

All California employees are entitled to a safe and healthy work environment, as well the on-the-job training that will help ensure safe work habits. It's Cal/OSHA's job to enforce this policy and to cite* or fine employers for violations.

What types of incidents bring Cal/OSHA knocking?

- 1) The report of an industrial accident.
- 2) A complaint about an occupational safety and/or health hazard.
- 3) An inspection program targeting industries that have a high rate of occupational hazards, fatalities, injuries or illnesses.

Regardless of why Cal/OSHA is coming, like a good scout, you need to be prepared:

By law, your fair must have a *written* Injury and Illness Prevention Program (IIPP) in place and actively implemented. This is one of the first things a Cal/OSHA inspector will ask for. (Make sure you know where it is so you can access it quickly.) There are hundreds of Cal/OSHA training and inspection requirements; make sure your written program has addressed all that apply to your fair. Remember to document all of your fair's safety training, programs and meetings.

Make sure too that your fair always has an up to date "300 Log" and that your "300a Annual Summary Log" is posted as required. If you have questions about an IIPP or Cal/OSHA's logs, talk to your fair's assigned CFSA safety specialist ASAP.

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WFA News Mark Your Calendars

The California Fairs Alliance Managers Conference is slated for November 2 - 4 at the Courtyard Marriott Hotel (next door to WFA) in Sacramento. The deadline for conference registration and hotel reservations is October 19. You'll find additional details in the *fyi* newsletter as they become available. (Please note: The first day of the conference falls on Election Day so plan to vote by absentee ballot.)

Looking Ahead: WFA's 2011 Convention and Trade Show is in Reno at the Grand Sierra, January 16 - 19. Convention details and program information will be in the fall issue of the *Fair Dealer*.

CFSA Workers' Comp Pool Members: Are You Using the Correct Employer's Report (5020) Form?

Patti Nevin, CFSA's workers' compensation claims administrator, reminds all CFSA Workers' Compensation Pool member fairs to check that you're using the correct version of the Employer's Report (5020) Form when filing a claim or an "information only" report. She said she was surprised recently to receive an old, old version of the report from a pool member fair.

The form you should be

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"There is no pleasure in having nothing to do; the fun is having lots to do and not doing it."

~ Mary Wilson Little



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Let's hear from you!
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2010 Fair Attendance
Fourteen fairs have reported their total attendances for 2010. Here's how their attendance this year compares to last year:
2010 total attendance: 2,021,055
2009 total attendance: 1,974,213
Up: 46,842 visitors, +2.3%

"Everything comes to him who hustles while he waits."

~ Thomas A. Edison

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2011 Purchasing Trends, continued . . .

what they are now during the next year. (Cailee is already interviewing new vendors of American-made products.)

Vinyl Convention Taffeta from ProFlex (CFSA's primary resource) is expected to increase in price by 10 - 15 percent due to the rising cost of materials, plasticizers and fire retardants (the latter two alone are each up 45 percent this year). ProFlex has offered CFSA up to a 25 percent discount on the versatile, colorful decorating material and Cailee feels confident that future discounts will continue to make ProFlex a valuable, money-saving resource.

General office furniture prices for items such as metal chairs and plywood tables are expected to remain about the same. (Cailee's vendors are in California so you don't pay overseas shipping charges.)

Hardware prices seem to be holding steady, except for wire that continues to go up in price. Cailee notes that many electrical supply companies are now offering energy efficient lighting products, many of which come with PG&E or SMUD rebates.

ATM equipment. Hyosung, one of the top ATM manufacturers, announced it is discontinuing the 2100T model due to increased production costs and limited parts availability (this model is installed through a wall and is popular on fairgrounds). Less expensive models that offer similar features are currently available.

Contact Cailee for more information about your fair's ATMs or if you have any questions about pricing trends for 2011. You can reach her at 916/263-6191 or cdefoe@cfসা.org.

Cal/OSHA Inspector, continued . . .

The Day of Truth: The Inspector Arrives

Treat the compliance officer with the same respect you would show toward any law enforcement officer.

He'll tell you why he's come and what he wants to see. Caution management about making statements or admissions of guilt and never argue with the inspector. Always tell the truth. If the inspector asks to speak with an employee, provide them with a private place to talk.

Do ask questions if you don't understand something the inspector is telling you. And do your best to use this visit as a learning experience. As the inspector is making suggestions or comments, take notes. It's also a good idea to take photos of everything the inspector photographs (at the same angles). Make sure too that you always accompany the inspector as he tours your grounds.

The Cal/OSHA inspector is on your grounds to ensure they meet minimum requirements. He also has a wealth of knowledge, so pay attention and learn from your experience.

Note: If scheduling permits, your CFSA Safety specialist can accompany you during your Cal/OSHA inspection.

* Citations will include the methods an employer must use to fix a problem and a completion date for corrective actions.

5020 Form, continued . . .

using is dated June 2002 as it complies with California's mandated state forms. (When noncompliant forms are discovered during a state audit, CFSA could be cited and fined.)

If your fair needs a supply of the current form, please contact Angie Grech, Patti's assistant, at 916/263-6174 or agrech@cfসা.org.

Update: CFSA's Online Best Buys ~ Last call for Two Every Day Essentials

Cailee DeFoe, CFSA's buyer, notes that sale prices for both the battery collection and the trash can liners on CFSA's online Best Buys page will come to an end on August 31. Stock up now!

You'll find the www.cfসা.org "Best Buys" page via the "Purchasing" tab on the website's home page main menu. Check this page often as new items are posted frequently.

To place an order, contact Cailee at 916/263-6191 or email: cdefoe@cfসা.org.

