



American Construction Safety Solutions, LLC

Where the goal is ultimately to help give Clients the safest jobsites

Tracking & Managing Safety Performance

HOW CAN YOU BENEFIT FROM THE ACSS LLC SAFETY TRACKING SYSTEM (STS) AND SERVICES AND WHAT IS THE RETURN ON INVESTMENT (ROI)?

EVERY CONSTRUCTION COMPANY CAN IMPROVE ITS SAFETY PERFORMANCE

IF YOUR EMR IS AT 0.80 OR HIGHER THE STS AND SERVICES CAN HELP GET IT WELL BELOW 0.80 AND HELP SUSTAIN IT LONG TERM

CONSTRUCTION COMPANY EMR'S CAN BE AS LOW AS 0.60

EVEN AN IMPROVEMENT FROM A GOOD EMR OF 0.75 TO 0.65 YIELDS AN ANNUAL 14% REDUCTION IN WC PREMIUMS.

IN A RELATIVE COMPARISON THAT SHOWS THE IMPORTANCE OF THE EMR TO COMPETING COMPANIES FOR THE SAME WORK

COMPANY A HAS AN EMR OF 0.80

- ON AN ANNUAL WC PREMIUM BASE OF \$500,000 WILL PAY \$400,000

COMPANY B HAS AN EMR OF 0.70

- ON AN ANNUAL WC PREMIUM BASE OF \$500,000 WILL PAY \$350,000
- THIS COMPANY GETS THE SAME WC INSURANCE FOR \$50,000 LESS THAN COMPANY A

THE EMR IS A MULTIPLIER AND THE NEUTRAL EMR RATE IS 1.00

WITH THIS \$500,000 WC PREMIUM BASE COMPANY C WITH A 1.20 EMR WILL PAY

\$600,000 FOR THE SAME INSURANCE COMPANY A IS PAYING \$400,000 & COMPANY B IS PAYING \$350,000

THERE MUST BE A MECHANISM IN PLACE TO ACCURATELY TRACK SAFETY PERFORMANCE ON AN ONGOING BASIS

THE OVERALL GOAL OF THE STS & SERVICES IS TO GIVE YOU THIS MECHANISM IN AN EASY TO READ FORMAT THAT IS FEASIBLE, COST EFFECTIVE AND HELPS GIVE THE ANTICIPATED ROI OF:

REDUCED INJURY FREQUENCY & COSTS (Direct & Indirect)

IMPROVED EMR & LOSS RATIO

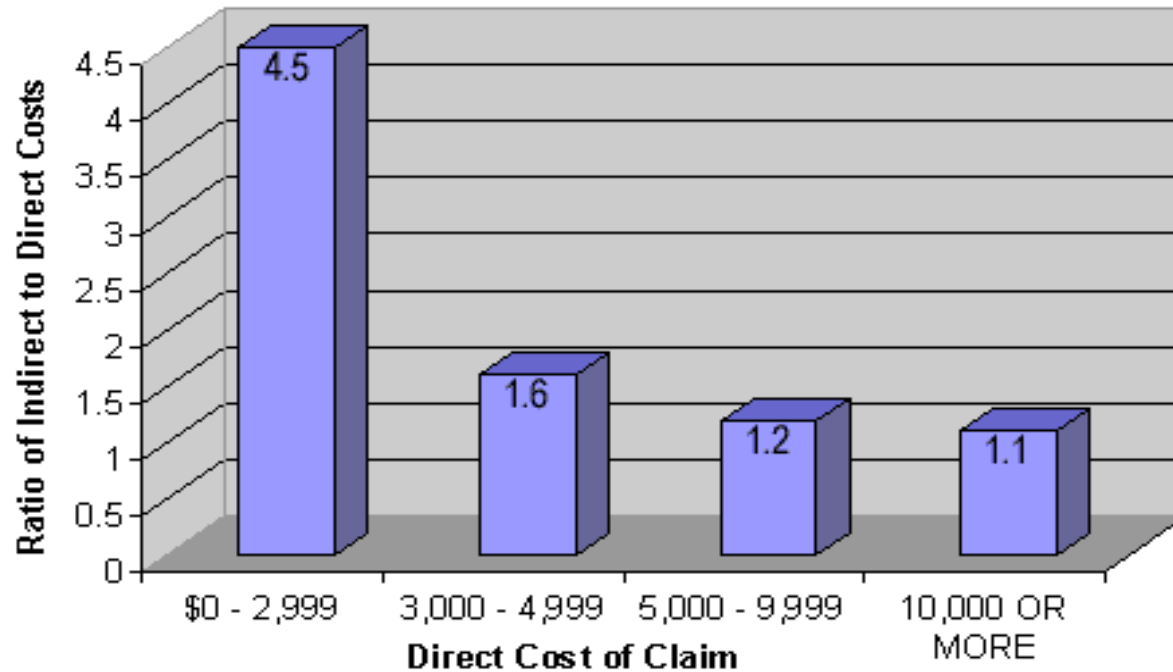
REDUCED WC INSURANCE PREMIUMS

THIS HELPS MAXIMIZE PROFITS AND MINIMIZE COSTS OF INJURIES OVER MANY YEARS

SAFE WORKERS ARE MORE EFFICIENT WORKERS AND MORE EFFICIENT WORKERS ARE MORE PRODUCTIVE WORKERS OVER THE LONG TERM

THERE ARE DIRECT AND INDIRECT COSTS OF ACCIDENTS

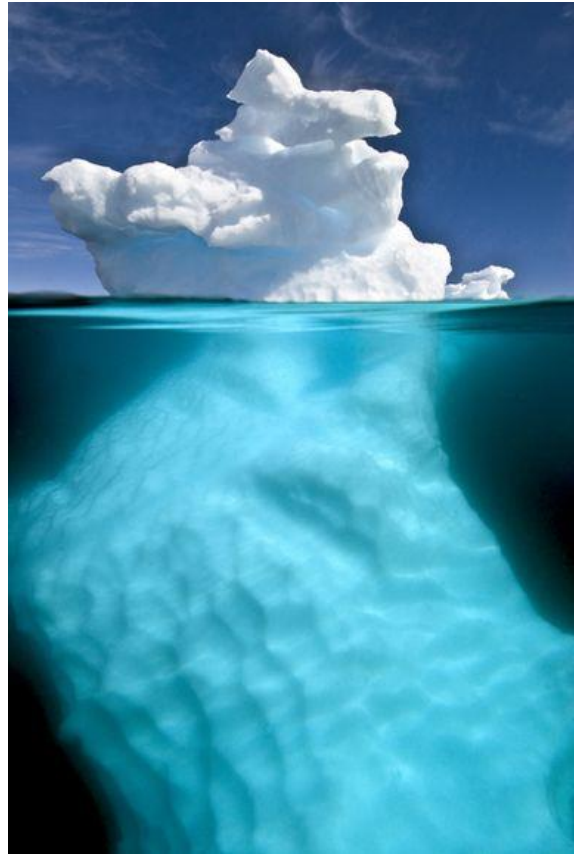
OSHA's Ratio of Indirect to Direct Costs



TOTAL ACCIDENT COSTS CAN BE COMPARED TO AN ICEBERG

THE PART OF THE ICEBERG THAT CAN BE SEEN ABOVE THE SURFACE IS THE
DIRECT COST

THE PART OF THE ICEBERG THAT CANNOT BE SEEN BELOW THE SURFACE IS THE
INDIRECT COST.

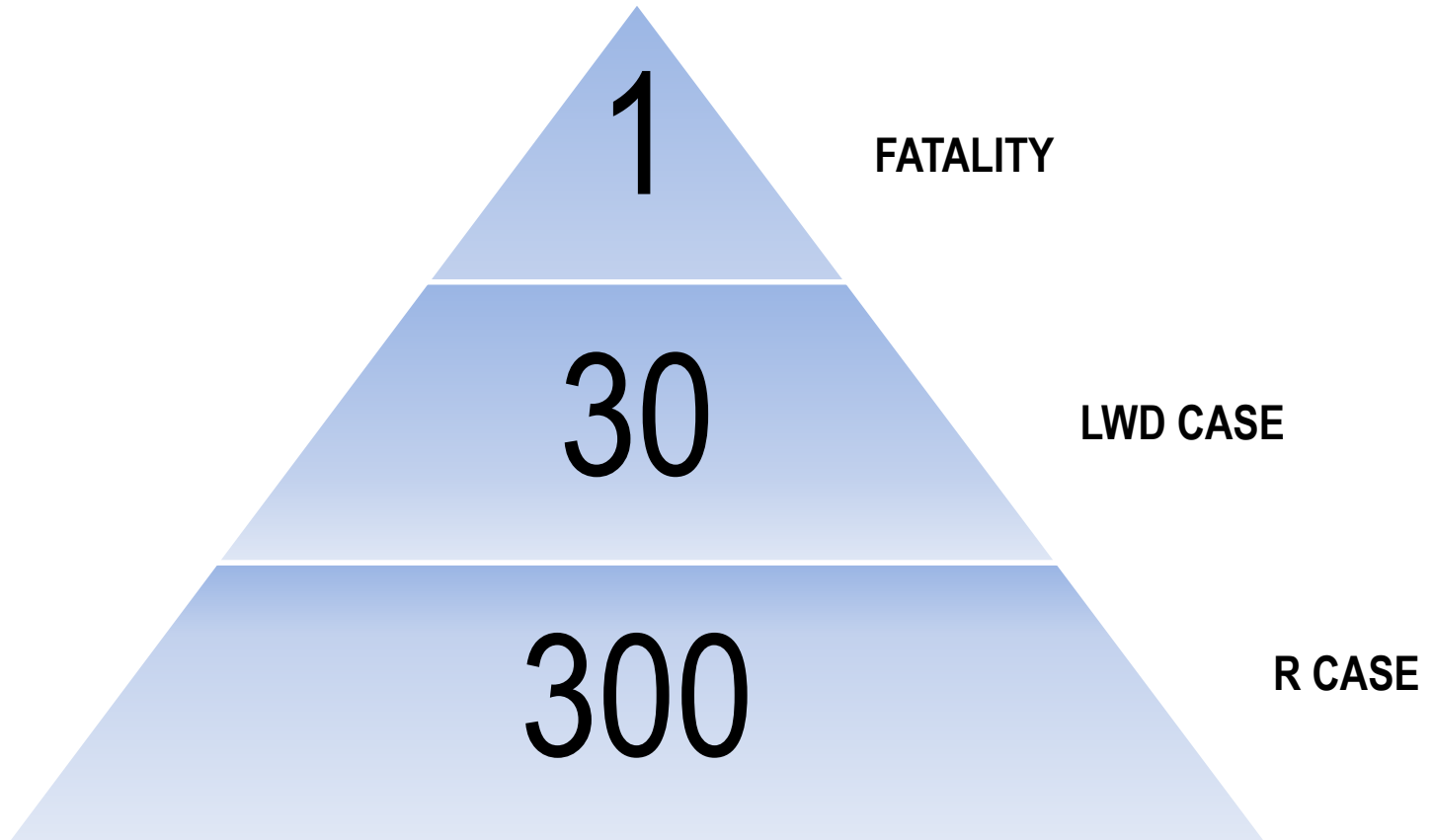


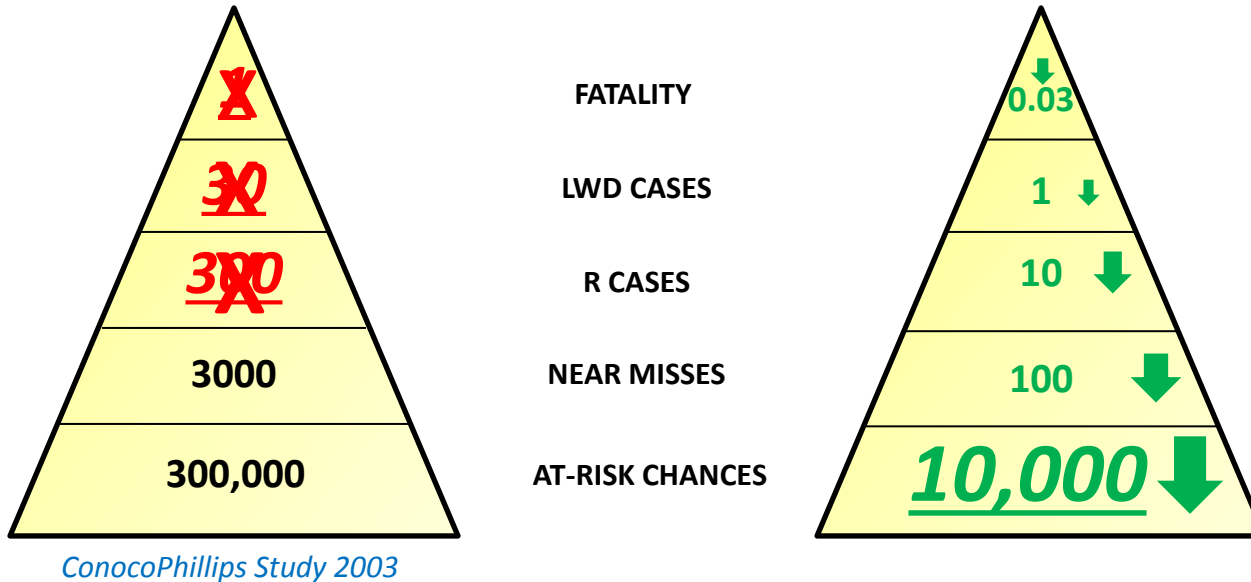
THE DIRECT & INDIRECT COSTS CAN BE QUANTIFIED IN THE OSHA WEBSITE ETOOLS

<http://www.osha.gov/dcsp/smallbusiness/safetypays/index.html>

THE OSHA ETOOL ALSO GIVE ESTIMATED COSTS OF OCCUPATIONAL INJURIES AND ILLNESSES AND ESTIMATED IMPACT ON A COMPANY'S PROFITABILITY

BY PROPERLY MANAGING THE SAFETY PYRAMID YOU CAN BE SUCCESSFUL AT MINIMIZING EXPOSURES (AT-RISK CHANCES), LIABILITIES AND LOSSES OVER THE LIFETIME OF YOUR COMPANY





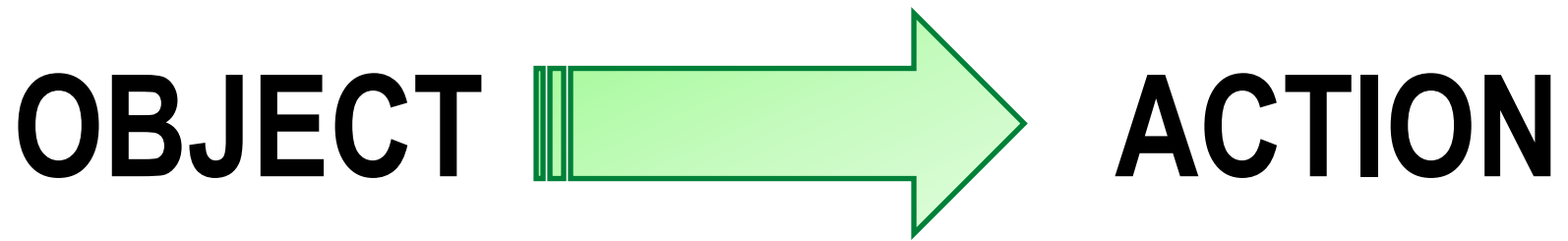
STATISTICALLY THERE ARE **3000 NEAR MISSES** AND **300,000 AT-RISK CHANCES** FOR EVERY 300 R CASES, EVERY 30 LWD CASES AND EVERY 1 FATALITY

REDUCING THE AT-RISK CHANCES IS THE BEST MEANS TO DECREASE INJURY FREQUENCY

INJURY FREQUENCY CANNOT BE DECREASED BY TRYING TO PREVENT INJURIES

THE CHANCE OF A FATALITY CANNOT BE ELIMINATED DUE TO HUMAN ERROR FACTOR

WRITTEN SAFETY PLAN OR COMPANY SAFETY POLICIES



A SAFETY TRACKING SYSTEM BEGINS AND ENDS WITH THE WRITTEN SAFETY PLAN OR COMPANY SAFETY POLICIES

IT HELPS MAKE YOUR WRITTEN SAFETY PLAN OR COMPANY SAFETY POLICIES AN ACTION

THERE SHOULD BE INCLUDED IN THE WRITTEN SAFETY PLAN ;

- AN ENFORCEMENT POLICY
- A SUPERVISION NON-COMPLIANCE & ACCOUNTABILITY POLICY
- AN ENFORCEMENT & NON-COMPLIANCE NOTIFICATION PROCEDURE

THE SAFETY TRACKING SYSTEM (STS) TOOLS IDENTIFY CRITICAL BEHAVIORS & CONDITIONS BY NUMERICALLY VALUING THE OBSERVATIONS FROM JOBSITE SAFETY EVALUATIONS.

THIS STS HAS BEEN IN USE IN ITS PRESENT FORMAT SINCE 2001 AND WAS DEVELOPED SO THAT COMPANY MANAGEMENT COULD SEE ONGOING SAFETY PERFORMANCE & TRENDING IN REAL TIME IN JUST A FEW MINUTES.

IT IS A SAFETY TOOL BY WHICH MANAGEMENT CAN ACTUALLY SEE WHAT TO FIX

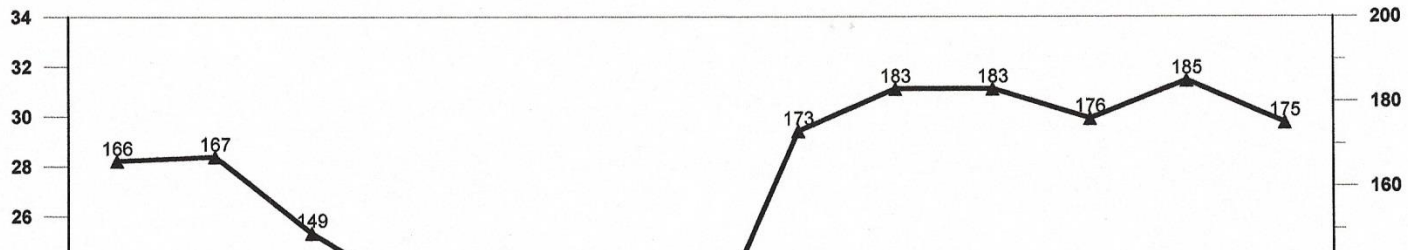
SAFETY SUMMARY SPREAD SHEETS IDENTIFY WHICH PHYSICAL *FINDINGS* ARE OCCURRING WHERE AND HOW FREQUENTLY SO THAT YOU CAN BETTER IDENTIFY WHERE TO IMPLEMENT CORRECTIVE ACTIONS.

SAFETY SUMMARY INFORMATION IS CHARTED WITH MANPOWER EXPOSURE ON AN ONGOING BASIS SINCE INJURY RATES ARE RELATIVE TO AT-RISK CHANCES

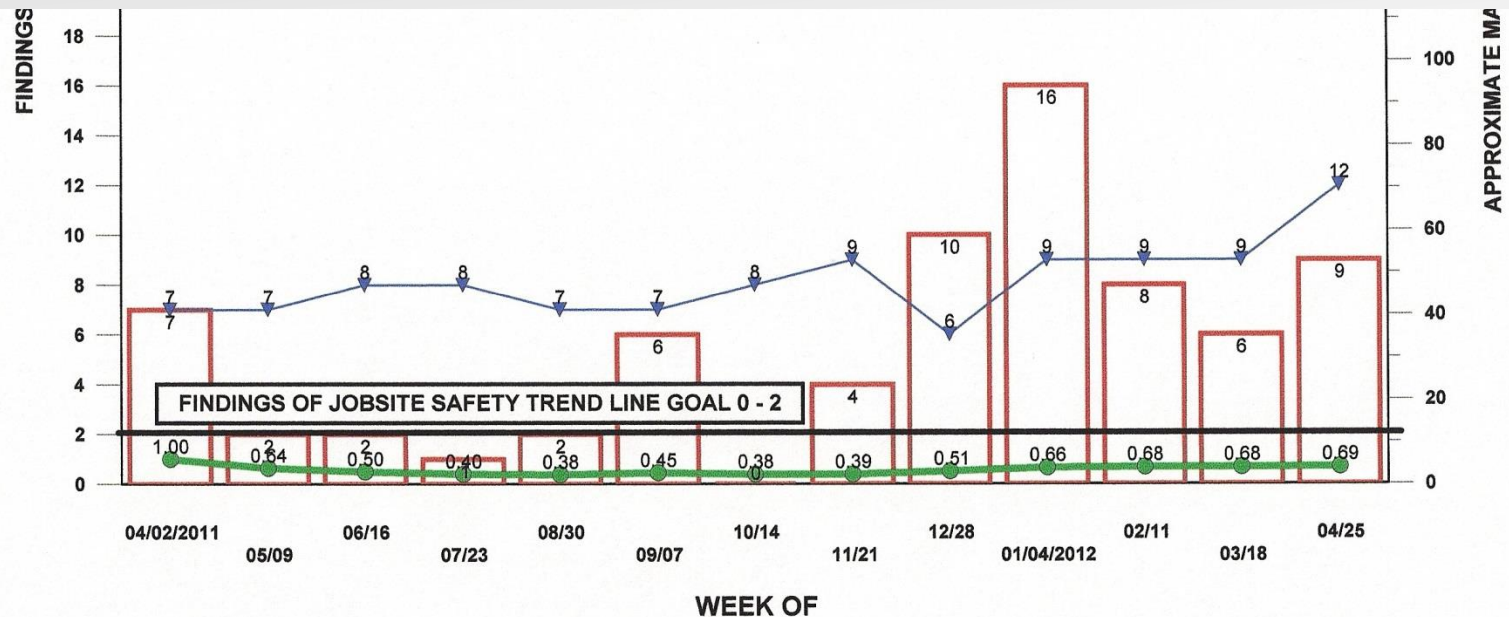
THAT IS, THE MORE MANPOWER EXPOSURE AND THE MORE PHYSICAL *FINDINGS* THE GREATER THE PROBABILITY OF INJURY

DESIGNED INTO THE SAFETY TRACKING SYSTEM THERE IS A TREND LINE RANGE AND A TREND LINE GOAL

AMERICAN YOUR COMPANY NAME HERE UTIONS LLC
JOBSITE SAFETY EVALUATIONS, FINDINGS, TREND LINE & MANPOWER EXPOSURE



YOU WILL LEARN HOW TO READ AND USE THIS CHART AS A TOOL TO HELP TRACK & MANAGE SAFETY PERFORMANCE



Findings

▲ Approximate Manpower

● Trend Line

▼ Jobsite safety evaluations

TYPICAL TRACKING OF SAFETY PERFORMANCE AND REPORTING *IS MOST EFFECTIVE*
WHEN DONE

AT A MAXIMUM WEEKLY

AND AT A MINIMUM MONTHLY

THE STS CONSTRUCT IS EFFECTIVE WHETHER YOU SELF-PERFORM OR USE
SUBCONTRACTORS ACROSS MULTIPLE PROJECTS OR EVEN JUST ONE.

IT CAN BE DETAILED TO GIVE YOU A REPORT ON COMPANY WIDE SAFETY
PERFORMANCE & TRACKING AS WELL AS INDIVIDUAL JOBSITES.

EVEN IF MANAGEMENT DOESN'T SPECIFICALLY UNDERSTAND THE DATA INPUT THEY UNDERSTAND TREND LINES AND NUMBERS. IN THIS SAFETY TRACKING SYSTEM HIGH NUMBERS ARE NOT GOOD AND LOW NUMBERS ARE SIMPLY – TREND LINE DOWN IS GOOD, TREND LINE UP IS BAD

IT LETS LINE-SUPERVISORS AND WORKERS KNOW MANAGEMENT IS TRACKING SAFETY PERFORMANCE AND IT SHOWS THEM WHERE THEY CAN IMPLEMENT CORRECTIVE ACTION AT THE JOBSITE LEVEL IN THE EARLIEST STAGES OF A NEGATIVE TREND

IT SAYS TO EVERYONE THE WRITTEN SAFETY PLAN OR SAFETY POLICIES IS NOT JUST AN OBJECT IT IS IN ACTION

SAFETY AS AN ACTION

IN THE INTEREST OF CONTINUOUS QUALITY IMPROVEMENT (CQI) SAFETY SHOULD BE OR BECOME SOMETHING THAT IS SO INTEGRATED INTO DAILY OPERATIONS AS TO BE INVISIBLE

SAFETY ISN'T AN OVERHEAD COST OR AN ADDITIONAL COST OF DOING BUSINESS, IT'S AN INVESTMENT

TO SUMMARIZE

IN THE JOBSITE(S) SAFETY EVALUATION and SERVICE DESIGNS

YOU WILL HAVE INDEPENDENT SAFETY EVALUATIONS AND AN EASY TO READ, FEASIBLE AND COST EFFECTIVE MECHANISM TO ACCURATELY TRACK SAFETY PERFORMANCE ON AN ONGOING BASIS

THIS WILL HELP YOU GET THE ANTICIPATED ROI OF:

- REDUCED INJURY FREQUENCY & COSTS (Direct & Indirect)
- IMPROVED EMR & LOSS RATIO
- REDUCED WC INSURANCE PREMIUMS