

# Safety is Good Business

## The ROI of Safety Engagement

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President & CEO  
S&ME, Inc.

# S&ME



**36 Offices**

**1,100 Employees**



**13 States**

**Southeast & Midwest**

**Southwest & Gulf Coast**

**\$**

**140M Revenue 2015**

?

!

\$



# You can't measure what didn't happen



# It Never Happened

- 12M+ miles/year
- National average: 2.5 accidents / million miles
- S&ME: 1.1 accidents / million miles
- Other strict driving requirements

What did  
or could  
we prevent?



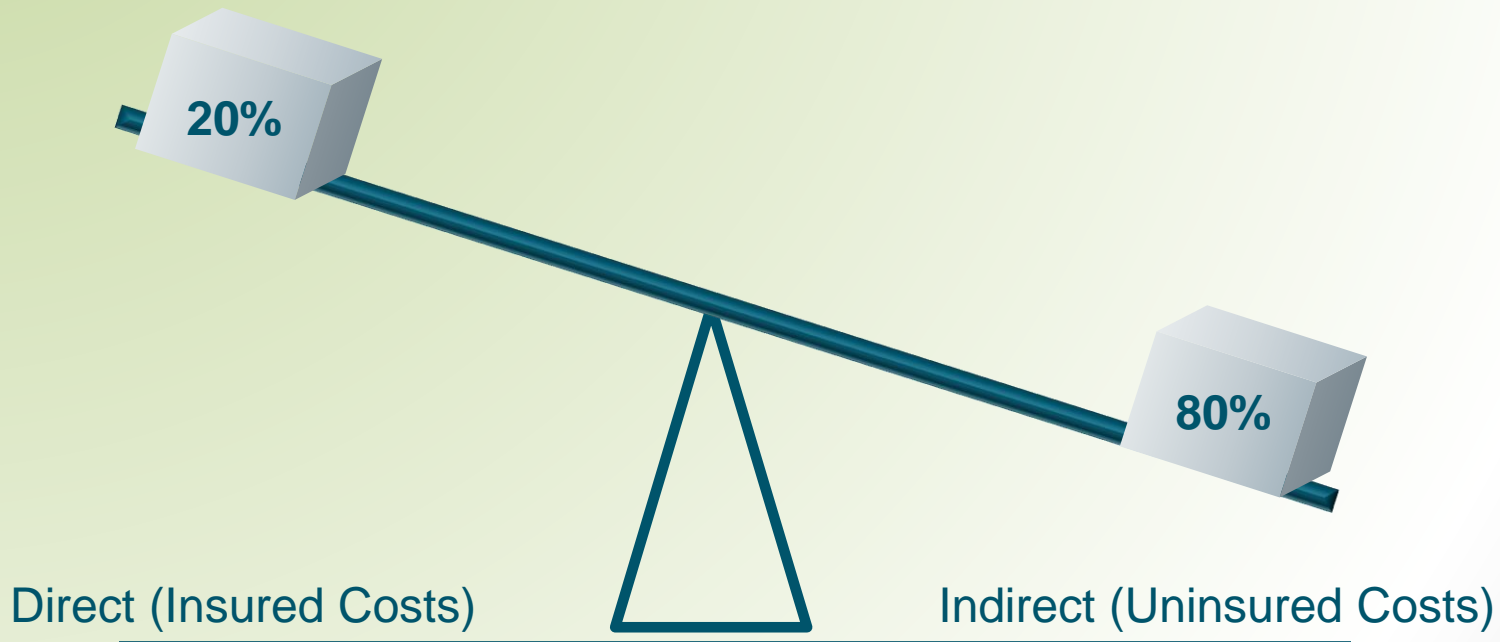


# Things We Can Measure





# Direct vs. Indirect



# S&ME 4:1



# S&ME 4:1



# S&ME 2:1



# Worker's Comp Claims



# Total Cost of Claim (D&I)



# Bottom Line Impact

1% of Revenue

\$1M → \$10K

\$10M → \$100K

\$100M → \$1M



# Sales Equivalent Dollars

$$\frac{\text{Financial loss (or savings)} \times 100\%}{\text{Profit Margin \%}}$$

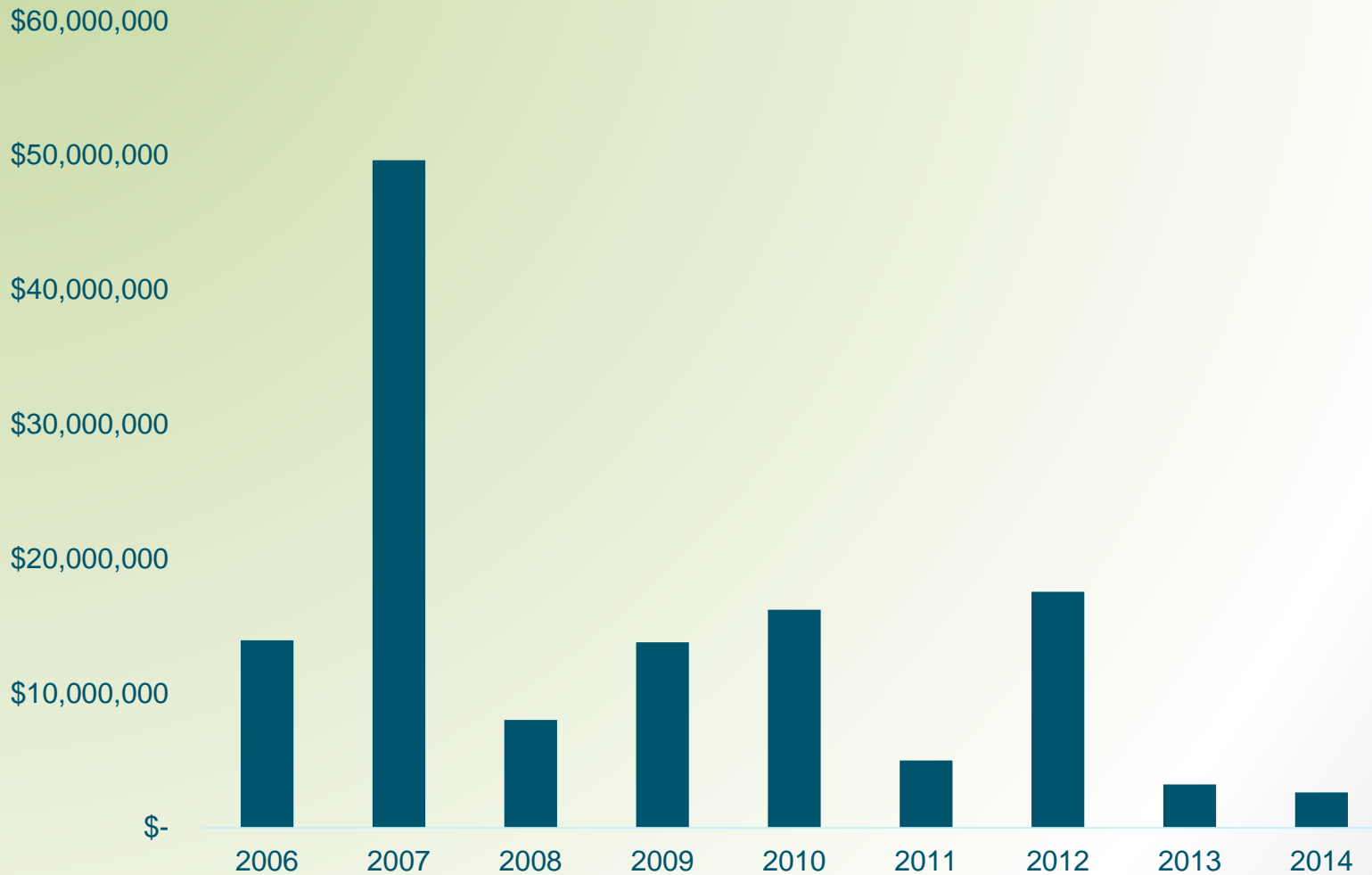
\$10,000 injury, operating profit of 10%

$$\frac{\$10,000 \times 100\%}{10\%} = \$100,000$$

Using conservative indirect cost multiple of 2

**Sales = \$200,000**

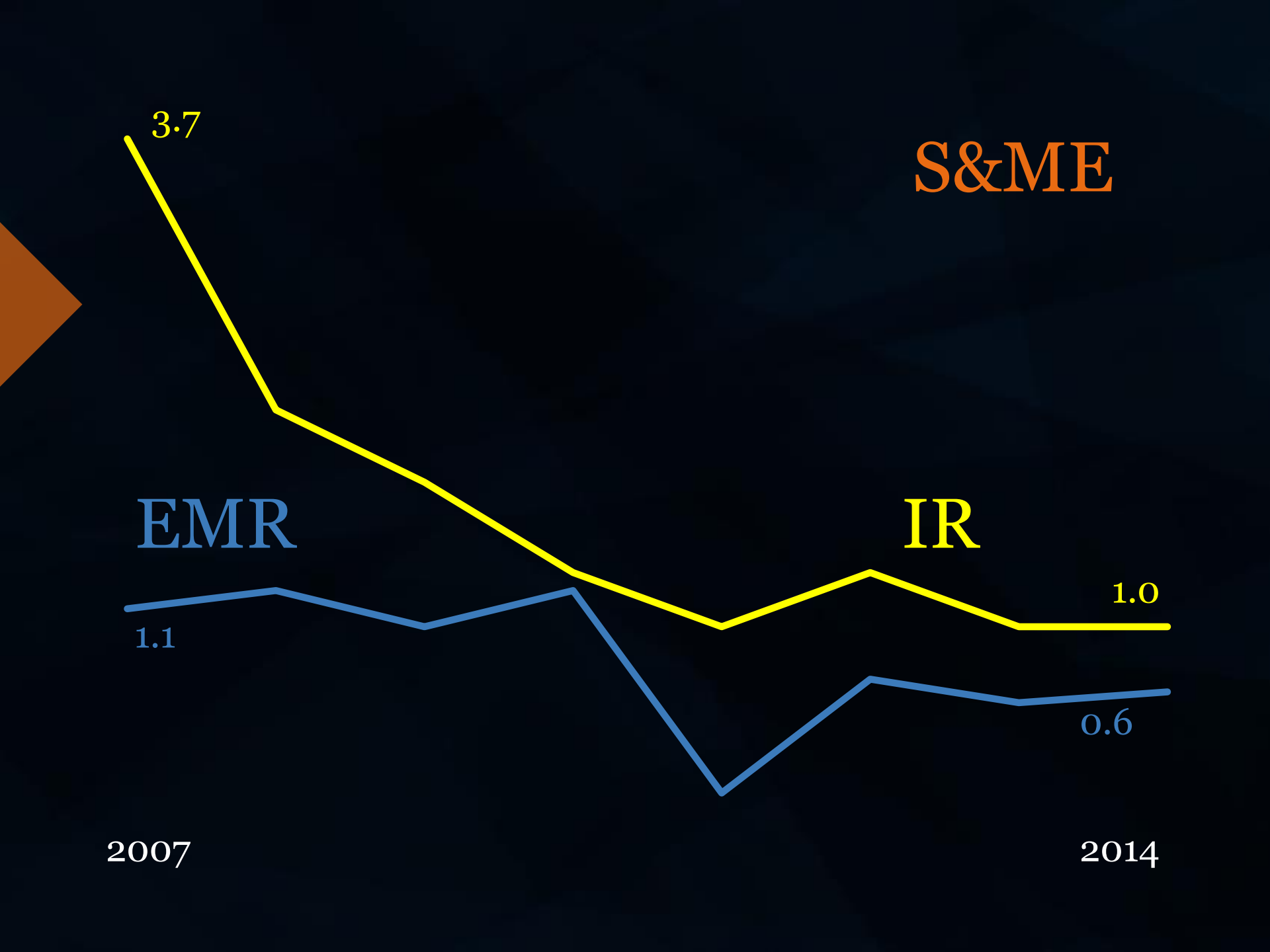
# Sales Equivalent



# Worker's Comp Insurance

\$100,000 Book Rate

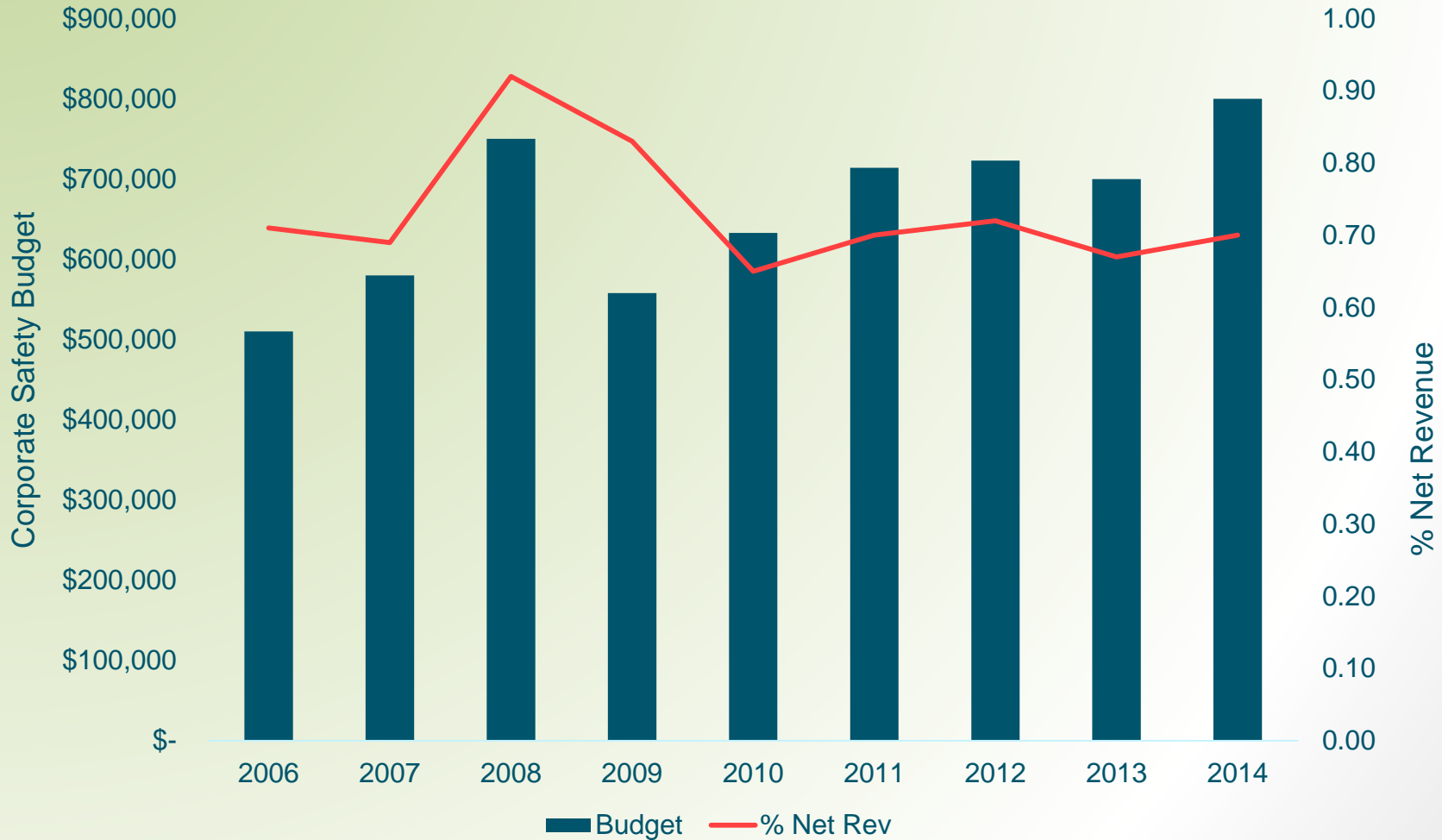
EMR	PREMIUM
1.27	\$127,000
0.67	\$67,000
SAVINGS	\$60,000



# S&ME Worker's Comp



# Corporate Safety Budget



**Increased Profitability**  
**Productivity**  
**Client Satisfaction**  
**Potential Costs**  
**Intangible Returns**



Why this is important to me!  
(PROI)

*“Every employee arrives  
home safely everyday.”*



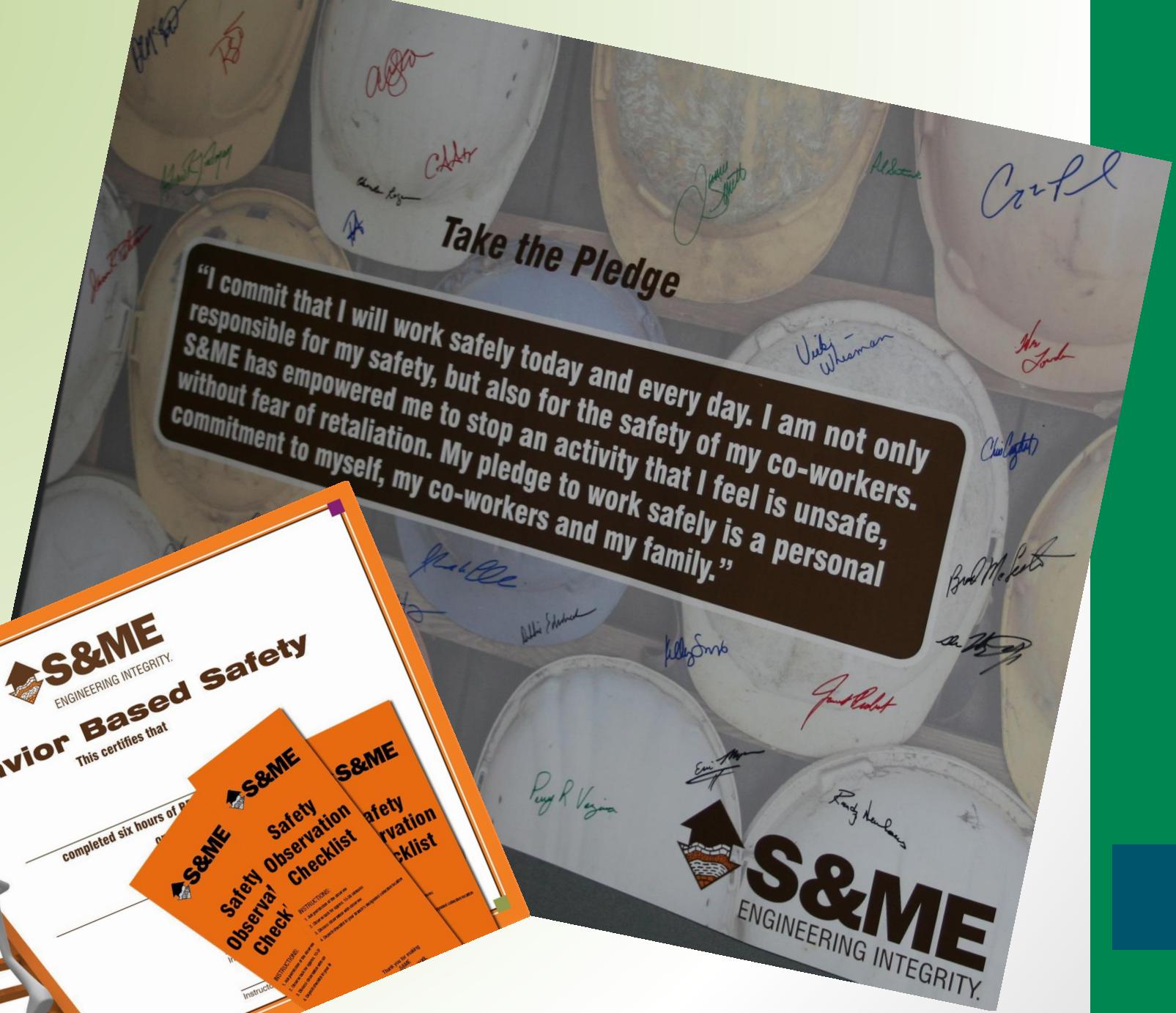


# Why Safety Important?

My dad returns home from work every day







## Take the Pledge

"I commit that I will work safely today and every day. I am not only responsible for my safety, but also for the safety of my co-workers. S&ME has empowered me to stop an activity that I feel is unsafe, without fear of retaliation. My pledge to work safely is a personal commitment to myself, my co-workers and my family."



## Behavior Based Safety

This certifies that

completed six hours of



**S&ME**

### Safety Observation Checklist

INSTRUCTIONS:  
1. Observe the worker  
2. Record the unsafe act/condition  
3. Discuss the unsafe act/condition with the worker  
4. Complete the checklist

**S&ME**

### Safety Observation Checklist



**S&ME**  
ENGINEERING INTEGRITY.



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\$



“Whoever saves one life  
saves the world entire.”

- Oscar Schindler