

True Blue

Stability

Reliability

Trust

Success Stories in Risk Management

Chris Murphy, CSP, ARM
Senior Engineer
Home Office Risk Improvement

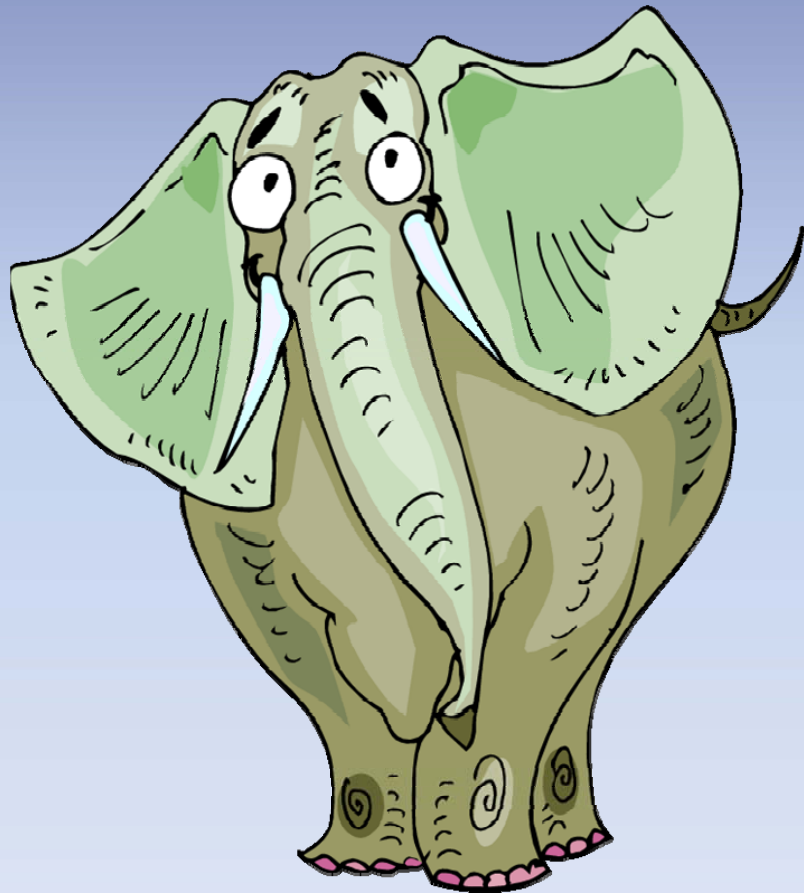
Risk Management Success Stories

- Iowa Ag & Automotive Equipment Manufacturer
 - Success in reducing employee injuries through the implementation of an ergonomics program
- Iowa Ag Equipment & Bulk Fuel Delivery Manufacturer
 - Success in improving safety and productivity through a multi-year facility “re-planning” project
- Iowa Sports Lighting Manufacturer
 - Success in protecting their livelihood and reputation through the development of a business continuity plan

Common Thread

- The key to success for these three companies:
 - They knew it was going to be a challenge
 - They knew it was going to require time and money
 - They knew it would be easier to stand on the sidelines and “hope” things turned around
 - **They still went through with it**

Do Something



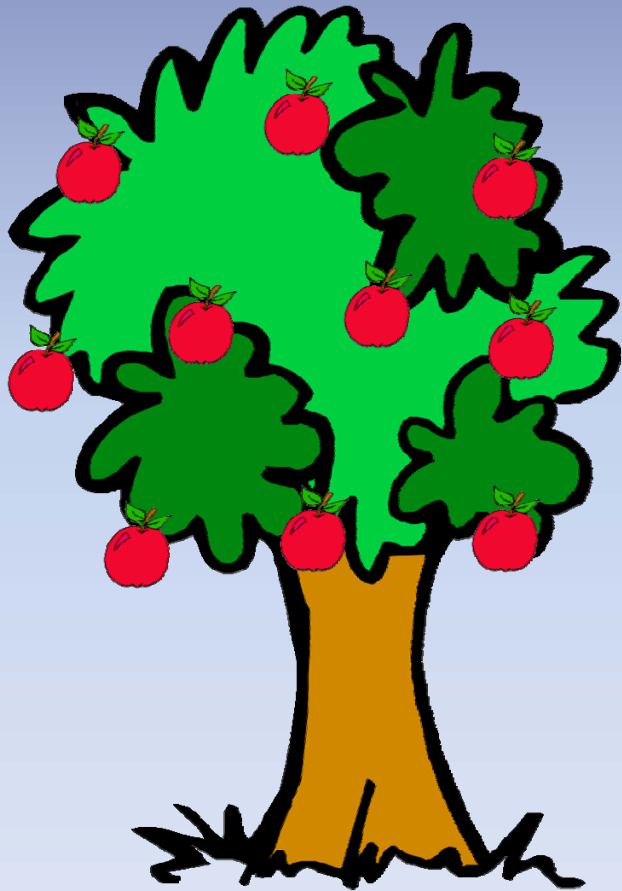
“Continuous improvement is better than delayed perfection.”

– Mark Twain

Success Story #1 - Ergonomics Program

- Program was implemented in January 2007
- Management initially concerned about...
 - Lack of expertise
 - Perceived cost
 - Other priorities (complying with OSHA)
- But they just couldn't ignore...
 - \$427,000 ergo severity in previous three years

3-Step “Do Something” Process



Step 3: Get everyone involved.

Step 2: Involve the supervisors.

Step 1: Fix the easy stuff first.

When I Knew “They’ve Got It”



- Employees stack 100+ carts per day
- Scratched idea onto napkin, gave to safety director
- The end of a two-year battle!

When I Knew “They’ve Got It”



Why It Is A Success Story

- Direct results
 - Previous three years (2004 - 2006):
 - Frequency = 55, Severity = \$427,000
 - Since January 2007
 - Frequency = 21, Severity = \$19,000
- Indirect results
 - Employees more willing to speak out with ideas
 - Improved morale
 - Better productivity as safety is “built right in”

Success Story #2 – A “New” Workplace

- Company involved solely in ag products since their beginnings in the 1880’s
- The farm crisis of the 1980’s brought the need for diversification
- New products = more square footage = lots of new construction
- 11 buildings, 15 acres, and lots of material handling

Why It Is A Success Story

- Direct Results
 - Approx. 30% less material handling means...
 - Less non-value added cost
 - Less exposure to material handling related injuries
 - Confidence to take on new challenges and growth opportunities
 - Growing company in a slower economy
 - Improved workflow in all aspects of company, including billing, sales, etc.

Success Story #3 – Ready for the Worst

- Company has multiple manufacturing facilities in Iowa, none subject to the same natural disaster
- Common thought was they would just transfer operations in the unlikely event of loss
- Determined that there was:
 - No excess capacity
 - No plans for other types of non-physical

Business Continuity Plan



Why It Is A Success Story

- Direct Results

- Company will recover more quickly if a disaster occurs, allowing them to protect their:
 - Employees
 - Property
 - Profitability
 - Reputation
 - Creditors, vendors, and suppliers interests
- Peace of mind – they are prepared for the worst

Summary

- These companies realized success through honest effort and a willingness to continuously improve
- Do not allow your risk management programs “to take a vacation” during a slowdown
- These companies have proven that significant success is often captured when everyone else is resting

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