

## **Fit to Work, Inc. Cost Savings Example**

*The following are excerpts from an actual letter received from a Risk Manager of a large university research foundation:*

“When I began my job as Risk Manager, I performed an extensive review of ergonomic consultation services available. Your name consistently was offered as the individual most qualified in the field of occupational ergonomics. I should add that this feedback was also received from your competitors.

You started working with us in 2003 at a time when we were paying approximately 1.7 million dollars in workers’ compensation premium. We identified the need to launch an ergonomic initiative and hired you at that time to present an ‘all-hands’ meeting attended by 250 to 300 employees. Since then you continue to provide ongoing ergonomic assessments to identify ergonomic strategies to prevent and minimize injuries within our workforce.

The cost of our workers’ compensation premium was projected to be 2.6 million dollars in 2004 and 3.4 million dollars in 2005. Through your ergonomic efforts we experienced a reduction of the premium to \$900,000 in 2004 and to \$800,000 in 2005. This equals a savings of 1.7 million dollars in 2004 and 2.6 million dollars in 2005.

The feedback that I receive most from our employees is how much they enjoy your training and the services you provide. More importantly, our employees apply what they learn from you!

I appreciate the fact that you respond to our requests in a very timely manner, and you follow through with all projects with a high level of professionalism. Your style of communicating is engaging and your reports are concise and easy to understand.

Thank you very much for your valuable assistance and our efforts to prevent and reduce the severity of repetitive strain injuries. We look forward to an ongoing partnership with Fit To Work, Inc.!”