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Volume 1 Issue 6

For the past 8 years, Craig Safety Inc. has been recognized as the industry leader in providing safety training for our clients.

In 2004, we introduced Workhorse 1™, today we have released version 2.5 of this powerful web-based compliance management tool.

WORKHORSE 1™
Version 2.5

Web-based compliance tool

- Easy to use
- Multi-user
- Report generation



Let us Introduce our in-house staff

Brenda Craig
President Craig Safety

Mike Downie
President Summit Safety

Accident Prevention - Painless & Profitable

Why are you working? The most obvious answer is that you need to earn money. Your employer is in business for the very same reason--to make money. If the people you work for don't operate at a profit, they may not be able to keep you on the job. It may be surprising to hear that most companies do not make money hand over fist. Expenses take a big chunk of the income, and competition limits how much your firm can charge for the goods or services it provides. What's more, competition is no longer just local--it is often world wide.

Most large US companies operate at a small profit margin--some as small as 1/2%. This means they earn only 1/2 cent for every dollar taken in. Profit margins of 1% to 5% are more common but this is still not a lot of "extra" money. Each time an accident occurs, **the cost of the injury must be subtracted from profits**. So, how much do these incidents *really* impact *your* company in terms of direct and indirect costs? Take a look at how many additional sales are required to pay for industrial injuries:

ACCIDENT COSTS	1% profit margin	5% profit margin	10% profit margin
	Additional Sales	Additional Sales	Additional Sales
\$1,000	\$100,000	\$20,000	\$10,000
\$5,000	\$500,000	\$100,000	\$50,000
\$25,000	\$2,500,000	\$500,000	\$250,000
\$50,000	\$5,000,000	\$1,000,000	\$500,000
\$100,000	\$10,000,000	\$2,000,000	\$1,000,000
\$250,000	\$25,000,000	\$5,000,000	\$2,500,000

What does this chart tell us? If the company is operating at a profit margin of 5%, then \$20,000 in new sales will be needed to compensate for a \$1,000 injury. If the profit margin is nearer 1%, an additional \$100,000 worth of goods or services are necessary to keep that profit level. A lot of "widgets" must be manufactured to compensate for those losses! Since **industrial back injuries average about \$5,000** in expenses, every time a worker strains his back, other employees must work longer and harder to achieve necessary production levels.

Whatever you do in production, sales or service, think about the extra hours you must work to help pay for the average jobsite injury. Why should you care about this? Simple. Safe work behavior can contribute directly to the bottom line as well

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as to your own job security. The more profitable your company, the more likely there will be funds available for better equipment, improvements in the work environment and, hopefully, wage increases.

Though money is an important factor to both you and your employer, personal well being is also important. It is *always* wiser to spend a bit more time doing the job safely than to recover from an injury. This is why you are asked to avoid taking dangerous shortcuts, to wear your personal protective gear, to do the job as instructed, and to support your company's safety efforts.

Think of safety as both pain free and profitable. Accident prevention is a win-win proposition!

Join **Craig Safety, Inc.** this month for an indepth look at the hidden costs of an accident on **March 21 or 28 1:30-2:30 CST** from the comfort of your own office as Brenda Craig, President of Craig Safety **presents a webinar-online seminar on the **The Iceberg Effect: What is the Hidden Cost of an Accident?****

Craig Safety University

Craig Safety offers online training courses on workplace safety for Construction or General Industry, Hazmat, Human Resources, and Environmental topics ... with many program titles to choose from. Internet-based courses are convenient and cost-effective.

Online training is available **24 hours a day, 7 days a week** -anytime, anywhere! Web-based training offers a number of key advantages including:

Elimination of Travel Costs - With Web-based training, you can avoid the costs normally associated with classroom training, and employees can complete the courses right at your workplace.

Convenient Anytime, Anywhere Training - Whether you're training one employee at a single site or multiple employees nationwide, students can log on to courses anytime, anywhere.

Simplified Recordkeeping - Tracking student progress and course completion is available, making it easier and more cost-effective for you to comply with mandatory recordkeeping requirements.

Effective Training - Courses are interactive with graphics, engaging activities, and exams to help you gauge employee comprehension.

Reduced Downtime - Online training allows you to avoid the need for instructor-led sessions that bring together a large group of employees at one time. The convenience of individual training helps avoid lost productivity and downtime.

Along with all of these benefits, Internet-based training courses also offer students the ability to take breaks between courses. You can register for unlimited courses for **\$99.00**. We now offer **Spanish online training** for the construction industry. All courses will come with a printable certificate upon successful completion.

Visit our website at www.craigsafety.com to sign up today.

What is a webinar?

Webinars are a form of web-based seminars which we employ at Craig Safety as a useful training and information tool. A Webinar is 45 minutes of guided presentation by a panelist(s) on various topics of interest. These topics range from an in-depth presentation on Driver files to an useful explanation of the OSHA 300 log . Webinars are **45 minutes of presentations that include live support, interactive audience polling followed by a 15 minute question and answer sessions with our expert panelist(s)**. Webinars are quickly becoming the preferred method of training as it allows each attendee to choose between two convenient dates of viewing without ever leaving his or her office. The presentations are recorded and available for download to the participants following the Webinar in case of a conflict or no-show. Past Webinars are archived and sold to new/prospected users and are available via instant download or CD delivery.

March Webinars

The Iceberg Effect: What's the hidden cost of an Accident

March 21, 2007

1:30-2:30 CST

[REGISTER TODAY](#)

March 28, 2007

1:30-2:30

[REGISTER TODAY](#)