

MOVE SMART[®]

INSTRUCTOR-CATALYST TRAINING SYSTEM



MoveSMART[®] clients
report that implementing our
system has reduced injuries
by as much as **82%**



The MoveSMART® Instructor-Catalyst System is an exceptionally effective process for reducing strains and sprains; slips, trips, and falls; and acute hand injuries, while simultaneously boosting safety activities and accelerating safety culture.

UNITED

John DeGiovanni john.degiovanni@united.com

Ed Eckardt ed.eckardt@united.com

David Hoppe david.hoppe@united.com

Scott Stopper scott.stopper@united.com

This team of safety professionals all played critical roles in the initial piloting of MoveSMART® within United's baggage handling operations.

United recently reported to us a 53% decrease in soft-tissue injuries among baggage handlers who received MoveSMART® training. United calculates that the savings from just one airport paid for the implementation of MoveSMART® across the organization.

Based on the results that their baggage handling operations experienced, United is currently rolling out MoveSMART®'s introductory Strength & Control module for their maintenance and InFlight divisions.

ALASKA TANKER COMPANY

Anil Mathur anil.mathur@aktanker.com

Anil Mathur is the President and CEO of Alaska Tanker Corporation. ATC has implemented MoveSMART® throughout their fleet with outstanding results. ATC's personal safety record is among the best in any industrial setting in the world. ATC recently completed fourteen million man-hours without a Lost Time Injury.

ATC credits MoveSMART® with playing a significant role in their safety success.

"I'm high on MoveSMART. I've worked with them on the North Slope of Alaska, the North Sea on Forties Platform when I was the Offshore Installation Manager, and now for a decade in ATC. In each instance they were already hired to train us before I joined. At ATC their training is the most requested training by the work force ... MoveSMART goes beyond the tool set to stop from getting hurt; they actually affect the mind set through their approach. I recommend them very highly."

– Anil Mathur

(Excerpt from an email in response to a request for information on MoveSMART®)

Announcing the 2011 PreVent Award Winner

Honda Manufacturing of Indiana

“Utilizing MoveSMART, a program developed by Portland, Oregon-based Strategic Safety Associates, Honda Indiana has created a training program based on the martial arts that trains workers how to best position their bodies to perform their jobs.”

“Associates who have completed this training have an 80% lower injury rate than workers who haven’t completed the training.”

Quoted from the article in *Risk & Insurance* magazine that announced the very first PreVent award.

www.thepreventaward.com

HONDA MANUFACTURING

Jeff Burke jeff_burke@hmin.honda.com

José Banaag jose_banaag@ham.honda.com

Matt Clarke matt_clarke@hcm.honda.com

Honda Manufacturing of Indiana

Jeff Burke was responsible for safety during the commissioning and start up of Honda’s newest manufacturing facility in Indiana. Jeff has led several successful MoveSMART® implementations.

“I just received some good news Friday: Honda in Indiana, that I helped start up, has won the PreVent Award and will receive this in November in Las Vegas. This award was given by Risk & Insurance [magazine] ... MoveSMART was a significant catalyst for our achievements.”

Honda America Manufacturing

José Banaag is an Ergonomist with Honda of America MFG., Inc. in Marysville, Ohio. Over the last few years Honda has trained Instructor-Catalysts at their sites in Indiana, Ohio, North Carolina, South Carolina, and in Canada.

José recently shared this update with us:

“We have since tracked injuries for associates who have completed the MoveSMART training (twelve-month projection of injuries three months after the MoveSMART training was completed). From this, we estimated a 40% drop in injury rates for those who have completed the training, as compared with those who have yet to take this course.”

Honda of Canada Manufacturing

Matt Clarke is an Ergonomist at Honda of Canada Mfg. Matt and his team have done a great job of implementing, coaching, and tracking results from their pilot and successive MoveSMART® implementations.

SAVANNAH RIVER REMEDIATION

Kevin Smith kevin.smith@srs.gov

Kevin Smith's group implemented MoveSMART® in 2010. Based on their initial success (67% reduction in strain/sprain related injuries), SRR conducted Instructor-Catalyst training on a second module in the third quarter of 2011.

The implementation at SRR was well-designed and Kevin is well-positioned to answer questions about the implementation process.

Kevin also sent us the following testimonial from one of SRR's employees:

“I thoroughly enjoyed the MoveSMART class and the things I learned saved me from a very nasty fall yesterday. My office is on the third floor, and I frequently go up and down the stairs (four flights). I was leaving the building at the end of the day, and was on the second flight of stairs (about mid-way down) when my left shoe slipped off and my ankle turned (slightly) and I ended up sitting on my bottom. Because I was holding the handrail as shown in the class, AND I had angled my body toward the stairs, the only injury I suffered was to my pride (luckily no one was behind me!!). If it hadn't been for the training, I'm certain I would have been 'lightly' holding the handrail with my body full forward and quite possibly would have ended up at the bottom of the stairs. Thanks again for this most useful training.”

Background

- Upward trend in sprain and strain injuries for the first half of 2009
 - Fracture/sprain to ankle descending steps
 - Separated shoulder when leaning to place a long handle tool on rack
 - Back strain when uncoiling 50' and 80' 4" hoses
 - Back strain when lifting riser plug on tank top
- Slight increase in slips and falls
- Average age of the workforce = 53

The Results

- Intangible results
 - Refreshing approach to safety and health training
 - Overwhelmingly positive feedback
 - Numerical results – Predominantly 8-10 on a scale of 1-10
 - Written comment examples
 - Came in with a "waste of time attitude" -- I was wrong
 - Wish we could have had this training years ago
 - Can't wait to tell other people about this
 - Most enjoyable class I've had lately
 - Enjoyed the class. Great fun participating in it
 - Good class. One of the more relevant classes with good practical use
 - One of the best training classes I've had at SRS
 - After the class I was exuberant about lifting at home and work

The Results

- ~2,100 employees trained thus far
- Tangible results
 - Sprain/strain injuries dramatically reduced
 - 67% reduction in sprain/strain related injuries from FY09 to FY10

Excerpted from Kevin's presentation titled, "*Sprain and Strain Reduction Through MoveSMART®*"

AMTRAK

Peter Hall petehall@amtrak.com

“... a tremendous reduction in incidence rate of more than 50% in one year.”

Amtrak reported these dramatic improvements following their initial MoveSMART® implementation.

Peter Hall is the former Passenger Rail Safety Manager for one of our long-term clients, Amtrak. Peter credits MoveSMART® as providing the primary tools that led to a significant injury reduction:

“The feedback I’ve received from employees say it’s the ‘best safety training they’ve ever received in Amtrak,’ and the evidence of that is that people are actually clamoring to get INTO the training, instead of actively trying to avoid it. I’d say MoveSMART has added significantly to Amtrak’s safety program, been one of the most effective injury prevention tools we’ve ever used, and done more for morale than any single program I’ve seen.”

VESTAS

American Wind Technology, Inc.

Rick Kroon rikro@vestas.com

Rick Kroon is Vice President for Sustainability and is responsible for safety across North America. Vestas piloted MoveSMART® training at six sites during the first quarter of 2011. These pilot sites experienced zero soft tissue injuries in the months following the training. Furthermore, Vestas’ employees reported that MoveSMART® was:

- Immediately useful
- Applicable both at home and at work
- Easy to understand / learn
- Could see results immediately.



Rick shared this slide with us reporting the preliminary results from Vestas’ pilot project.

US STEEL

Neal Whitt njwhitt@uss.com

Tony Zedolek ajzedolek@uss.com

Neal Whitt is an area manager at USS Granite City Works and Tony Zedolek is a supervisor in the Brick Department. Neal and Tony led the effort to use MoveSMART® to make a significant turnaround in safety performance and culture. They were so successful that the Brick Department now has the best safety record in the entire industry. They have gone four years without a lost-time injury (and only two to three first aid cases per year for this same period). The success of the Brick Department has led to the implementation of MoveSMART® at several other USS facilities.

Neal characterized the impact MoveSMART® had in his area as “a *miracle*” in both injury reduction and management-employee relations.

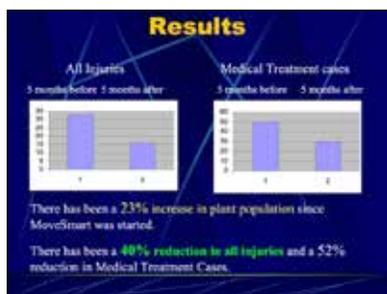
Neal also stated, “*By far, MoveSMART’s been the best thing we’ve ever dealt with.*”

Safety Men of Steel

Read more about Neal and Tony in Robert Pater’s November 2006 column for *Occupational Hazards*

http://ehstoday.com/ar/ehs_imp_43293

ALLIANT TECHSYSTEMS, INC. (ATK)



Brian Dudgeon is a Safety Professional at the Lake City plant in Missouri. The Lake City facility attributes a 40% decrease in injuries to MoveSMART®.

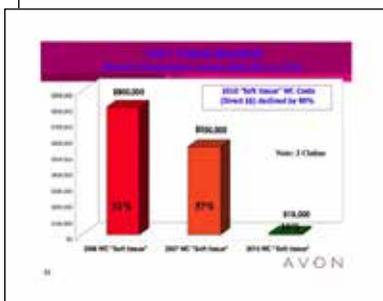
ATK has done an excellent job of collecting data on the dramatic improvements they have seen as a result of implementing MoveSMART®.

AVON

Kenyon Brenish

Avon's Distribution Safety Challenges

- Avon's associate's handle significant weight daily
600 – 1,000 cases per day (25 lbs. - 50 lbs.)



Testimonial

“Thank God for this training! During the course of the day as a floater, we have various functions that are exhausting. Whether it is pulling down packers or carrying merchandise. This training has taught me to control my attention and take the stress and strain off my body”.

Carol Mathews – AVON Atlanta

AVON

Kenyon Brenish was the regional safety manager for Avon who led the MoveSMART® implementation in Avon’s distribution centers and manufacturing group. Kenyon recently accepted a new position as the Director of EHS at ISS Facility Services, but prior to leaving Avon, Kenyon shared the following information with us on the success of their MoveSMART® implementation at Avon.

Avon saw significant reductions in strains and sprains across their organization. The Pick Lines, one of the highest risk areas in their distribution centers, reported a 90% reduction in injuries.

MoveSMART® also had a significant impact on Avon’s Worker’s Compensation costs.

“The following financial numbers are directly from our Risk/Finance group. Our annual premium for this policy year was reduced [by?] \$1.6 million dollars due to reduction in losses.”

In a recent benchmarking interview, another Avon manager stated that, *“MoveSMART was even more valuable to Avon for the positive impact it has had on the culture of our organization—than it was for the dollars saved.”*

Clients report the following examples of the statistical impact of MoveSMART® ...

AMERICAN AIRLINES

“Our Puerto Rico station, which had proven difficult to change, experienced over a 68% reduction in lost-time injuries that we directly attribute to MoveSMART. And there were significant improvements in morale as well.”

– J.C. Goya
Manager of Employee Safety

BELL HELICOPTER TEXTRON

“We originally gave MoveSMART training to employees who were ‘accident repeaters’ with soft tissue injuries. Our previous statistics indicated that 17% of all ‘repeaters’ would have another soft tissue injury within one year. Of those we trained, only 3% had a repeat injury—this is an 82% improvement.”

– Skipper Kendrick,
Corporate Safety Director

BURLINGTON NORTHERN SANTA FE

“We’ve seen a 30% decrease in the number of injuries in the sixteen months since we began using MoveSMART.”

– Jim Guseman
Manager of Training, Suburban Operations

MEGGITT POLYMERS & COMPOSITES

“Meggit’s Rockmart, GA site just reported a reduction in soft tissue injuries of over 50%, which they wholly attribute to MoveSMART.”

– Donna Holder
Instructor-Catalyst

EXXON

“Within one year after the MoveSMART training, our incidence of falls dropped 42%.”

– Ed Havard
Safety Director, Exxon Offshore Division

EARTHGRAINS CO. (NOW SARA LEE BAKING GROUP)

“For the first two years of MoveSMART training, we saw overall costs reduced by well over 50%, including a 50% decrease in lost time and a 60% decrease in strains and back injuries. In the Houston bakery, costs for sprains and strains decreased 99% the year after implementing MoveSMART—in both plant and delivery personnel.”

– Steve Nixon
Director of Corporate Safety

KODAK

“Within Central Maintenance Services, we’ve just celebrated fifteen months without a lost-time incident. As you can imagine, we are quite pleased about that. We believe that MoveSMART is largely responsible for these figures.”

– Jens Wrage
Safety & Environmental Coordinator

SPARKLETTS/DANONE WATER

“After MoveSMART instructor training, injuries to our Route Sales Reps went down 42%.”

– Emilio Calderini
Sales Manager

**Sample reports of the impact of the
MoveSMART® system on our clients’
organizational culture ...**

ALCOA

“Your methodology is an excellent way to get the people involved in their personal safety and to feel good about themselves.”

– Vince Adorno
Vice President

ANHEUSER-BUSCH

“MoveSMART has been better received by people in our plants than any other program we’ve ever offered.”

– Jack Russell
Vice-President of Corporate Safety & Risk Management

DETROIT EDISON/MICHIGAN CONSOLIDATED GAS

“Thanks again for providing a back safety program that works and is used by the employees, and also for a staff of professional, dedicated people that help provide this excellent training ... Our employees ask me constantly when they are going to receive more MoveSMART training and have commented that they still use many of the techniques that were taught in class. It’s one of the few training programs that the employees ask to attend.”

– John Spreyer
Safety Manager

PETRO-CANADA

“The very essence of MoveSMART is to challenge people to take personal responsibility for their own safety and well-being. We’ve had great success in the past three years.”

– Al Read
Safety Manager

PHELPS-DODGE

“We sent four employees from the field to be trained as MoveSMART trainers. They came back to the site and trained about six-hundred employees using the knowledge and materials that they were given. The feedback we received from our employees was outstanding. Our strains and sprains injuries are on a steep decline and we feel that this program played a huge part in that.”

– Dale Gossett
Health and Safety Specialist

ROCK-TENN

“The most impressive part about MoveSMART is that with safety issues it gets people to take responsibility for themselves. What excited me is that you can utilize this away from work and at work and that it is driven by peer groups here at work and is used to help people. Acceptance level was a whole lot greater. Union management and my managers are excited about it.”

– Al Smith
V.P. Converting, Rock-Tenn

SCHLUMBERGER OILFIELD SERVICES

“A Quantum Leap in Safety.”

– Guy Lombardo
Global Injury Prevention Manager

Client comments on the quality of MoveSMART® training and services ...

3M

“Your service, commitment, and follow-through are excellent. Couldn’t have asked for better instructors. They really know how to connect with a group.”

– Chuck Spisak
EHS Manager

ALASKA TANKER COMPANY

“When I first came to ATC we were having a lost-time injury every month on our ten tankers. We’ve now gone eight years and fourteen million man hours without a lost-time injury. No tanker company in the world has ever achieved that record. And over all this period we have continued to use MoveSMART®. Over ninety percent of our work force has had MoveSMART® training. It was the most popular of all the training courses we have had—very powerful, very easy to use, and it integrated so much with the day-to-day activities. We were really happy because it was directly linked to our safety journey.”

– Anil Mathur
President and CEO

AMERICAN AIRLINES

“The response of our employees to MoveSMART was phenomenal! It’s the best training program that we’ve ever had at American Airlines.”

– Arthur Considine
Former-Manager, DFW Airport

FRITO-LAY

“MoveSMART is one of the most effective, if not the best, tool in my professional toolbox.”

– Alex Delgado,
Senior Loss Control Manager

“My training was very rewarding and I enjoyed every minute of it. We’ve reduced our injury rate at the site by 90% thanks to the MoveSMART techniques.”

– Tracy Crosby
Packer Tech
(MoveSMART® Instructor-Catalyst)

TRANSOCEAN

“Demonstrative and innovative coupled with induced excitement and fun.”

– Michael Oshiobugie
HSE Advisor, Transocean Nigeria
(MoveSMART® Instructor-Catalyst)