

# The ROI of a Quality Safety Program

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Clint  
Eastwood  
as  
**THE  
GOOD**

Lee Van  
Cleef  
as  
**THE  
BAD**

Eli  
Wallach  
as  
**THE  
UGLY**



# Costs of an OSHA Inspection



- Civil Penalties from OSHA
- Workers' Comp. Costs (injury)
- Third-Party Liability (injury)
- Potential non-renewal of insurance or increased premiums.

# Costs of an OSHA Inspection Continued...

- Lost opportunity costs.
- Bad publicity.
- Resource drain (personnel).
- Low employee morale.



# Criminal Penalties



- Criminal penalties where there a willful citation + death
  - Managers & Corporation.
  - 29 U.S.C. § 666(e).
- Can also refer to a local or state prosecutor.
  - Bumblebee Tuna in California.



# OSH Act Criminal Provisions

- \$10,000 fine or six months in prison, or by both.
- Repeat convictions under this result in up to \$20,000 fine, or one year in prison, or both.
- State law has a lot more teeth if they can charge under reckless homicide, manslaughter, etc.



# Case Study

- XYZ Precast is operating a crane to move product.
- An employee is positioned below the suspended load when a rigging component fails.
- The employee is crushed and dies from his injuries.





# OSHA Arrives....

- XYZ reports the incident to OSHA within 8 hours.
- OSHA investigates and conducted recorded management interviews.
- 6 months later, OSHA cites the Company for two “Willful” citations. Both under 1910.184’s subparts for failing to inspect the sling and attachments which failed, and for having an employee under a suspended load.





# Why Willful?

- OSHA contends the Company had never enforced rigging inspection requirements at the worksite.
- OSHA also contends that there had been several rigging components fail with near misses that the Company knew about in the preceding 24 months.

## Types of OSHA Violations

**WILLFUL:** The employer either knowingly failed to comply with a legal requirement (purposeful disregard) or acted with plain indifference to employee safety.

**SERIOUS:** The workplace hazard could cause an accident or illness that would most likely result in death or serious physical harm.

**REPEATED:** Occurs when a substantially similar violation has previously occurred (usually within the three years prior) at the facility or establishment.

**OTHER:** A violation that has a direct relationship to job safety and health, but is not serious in nature.

# What Are the Immediate Costs?

- Civil Penalties - \$165,514 per willful violation = \$331,028.
  - Attorney's Fees and Costs if you contest.
- Workers' Compensation Death Claim Varies by State.
  - NC = minimum of 500 weeks of 2/3 of the AWW. Minor child receives benefits until 18. A disabled widow/widower receives benefits until remarried or death.





# What if the Decedent Were a Contractor?

- Outside workers' compensation scheme.
- Civil suit in negligence or intentional tort.
- Potentially millions in lost earnings, damages, emotional distress, lost of consortium and companionship.



# What About Those Management Interviews?

- The Plant Manager and Supervisor for that area admitted:
  - They did not enforce requirements to check rigging components.
  - They had several near misses.
  - They do not train employees, nor enforce rule, on staying out from under suspended loads.





# Long-Term Costs

- Carrier drops you, and you pay a king's ransom for new coverage.
- You lose all government contracts due to willful citations and ISN/Avetta Reporting. (millions).
- Threat of repeats and willfuls in the future (enterprise liability / IBI / SVEP)



# Building a Strong Safety Program

Thomas Jimeno – Wilbert Precast







Compliance



Training



Claims



Culture





STANDARD



REGULATION



POLICY



# COMPLIANCE



LAW



REQUIREMENT



RULE







# Job Safety and Health

## IT'S THE LAW!

### Employers Must;

- OSHA General Duty Clause.
- Provide employees a workplace free from recognized hazards that are causing or likely to cause death or serious physical harm.
- Comply with OSHA occupational safety and health standards.
- Provide required training to all employees.
- An OSHA law is a legal requirement that sets out a general framework for protecting workers from hazards, while an OSHA standard is a detailed rule that fleshes out that framework.



# STATE PLANS







Learning



Experience

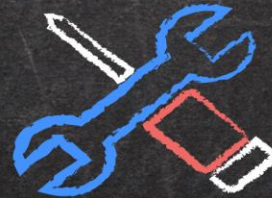


Goal

# TRAINING



Knowledge



Support



Development







Registration is now open for The Precast Show 2026! [Register Now](#) >



# We serve precast concrete manufacturers & suppliers.

The National Precast Concrete Association's mission is to provide industry leadership by promoting quality precast concrete products across all markets, addressing industry challenges and developing opportunities for our members' success.

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## PQS Courses

Two courses available in Salt Lake City

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## QC Manual

19th edition open for comment

[Learn More](#)

## Latest Issue of Precast Today

Read about the Yellowstone bridge project, Glacier Precast and SMaRT Certification.

[Read the Issue](#)

## Resources

### Producers

Executives, managers and production workers for companies who manufacture precast concrete products.



### Specifiers

Engineers, architects, department of transportation personnel and others who specify construction projects.



### Students/Educators

Those studying or teaching precast concrete-related fields, including manufacturing, architecture, engineering and construction.



#### RESOURCES

## Producers



### Safety

Safety is a critical component of the everyday work environment in a precast concrete facility. With the help of NPCA resources, owners and employees can establish a strong safety culture and maintain a safer work environment.



#### PRODUCER RESOURCES

## Safety



# Safety Video Series

This six-video series will train employees on the essentials of safety best practices. From equipment to production, each video focuses on a safety category and is perfect for toolbox talks.

Watch the Series on YouTube

Unsafe Areas and Equipment - English	<a href="#">↗</a>
Unsafe Areas and Equipment - Spanish	<a href="#">↗</a>
Cranes and Lifting - English	<a href="#">↗</a>
Cranes and Lifting - Spanish	<a href="#">↗</a>
Powered Industrial Truck Safety - English	<a href="#">↗</a>
Powered Industrial Truck Safety - Spanish	<a href="#">↗</a>
Production Safety - English	<a href="#">↗</a>
Production Safety - Spanish	<a href="#">↗</a>

Unsafe Materials - English	<a href="#">↗</a>
Unsafe Materials - Spanish	<a href="#">↗</a>
General Safety - English	<a href="#">↗</a>
General Safety - Spanish	<a href="#">↗</a>
Full Series - English	<a href="#">↗</a>
Full Series - Spanish	<a href="#">↗</a>
New Hire Safety Training Exam	<a href="#">↗</a>
Training Exam with Answers	<a href="#">↗</a>

## Safety Resources



Cold Weather Preparation - Personnel Cold Weather and Your Facility Cold Weather and Concrete Lifting Hardware Alert



What Is Mental Health? Resource Exposure Control Plan for Respirable Crystalline Silica OSHA Record Keeping Webinar Employee Safety Handbook

## Safety Training

The Safety Committee created a bimonthly safety training series for precasters to use for conducting safety programs at their plant. A presentation and other relevant materials are included.

## Presentations

Understanding Workplace Violence	<a href="#">↗</a>	Root Cause Analysis	<a href="#">↗</a>
Workplace Violence Reporting	<a href="#">↗</a>	How to Train Employees	<a href="#">↗</a>
Mental Health in the Workplace	<a href="#">↗</a>	Transient Dust	<a href="#">↗</a>
QPR Suicide Prevention	<a href="#">↗</a>	Extremity Safety	<a href="#">↗</a>
Strategies for Navigating an OSHA Inspection	<a href="#">↗</a>	Mobile Elevated Work Platform Safety	<a href="#">↗</a>
Permissible Exposure Limits and Air Quality	<a href="#">↗</a>	Proper Lifting Technique	<a href="#">↗</a>
Heat and Hydration	<a href="#">↗</a>	Job Hazard Analysis	<a href="#">↗</a>
Confined Spaces	<a href="#">↗</a>	Required Annual Safety Training for Precasters	<a href="#">↗</a>
Rigging Tip Sheet	<a href="#">↗</a>	Working at Heights	<a href="#">↗</a>
		Yard Safety	<a href="#">↗</a>

## OSHA Resources

OSHA regulations play a major role in the precast concrete industry.



OSHA Record Keeping and Reporting Requirements OSHA Electronic Injury Reporting Fact Sheet OSHA Silica Exposure Fact Sheet OSHA Crane Certification FAQs





# CLAIMS





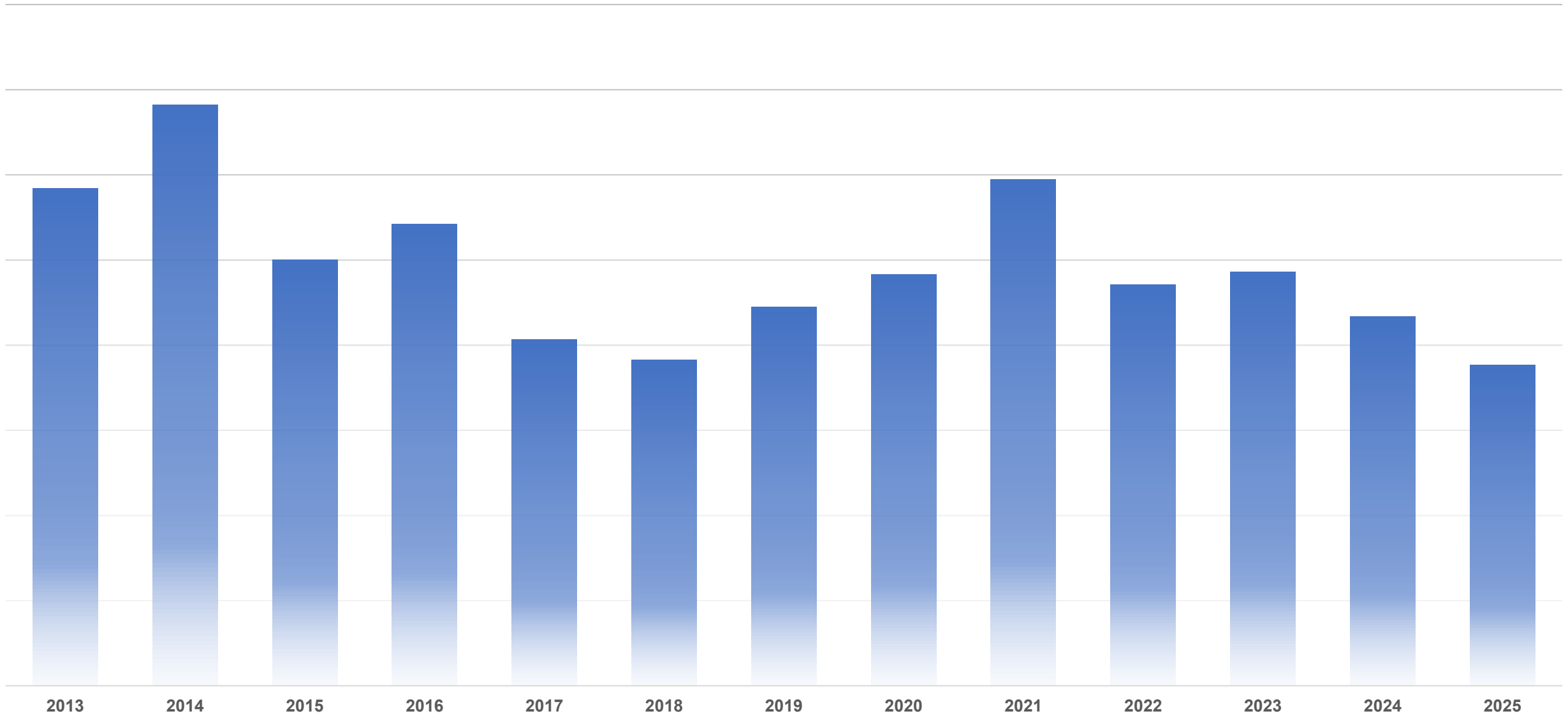


# Workers Comp Rates

- Base Rate
- Risk Classification (Industry) Rate
- Experience Factor
- Assigned Rate



# EXPERIENCE FACTOR





# Retro groups for more value

- Select pool
- Claims management
- Advice
- \$\$\$



## Claim Assistance

Our seasoned claim reps go straight to L&I on your behalf to get claims closed quicker. Rest assured, we'll keep a pulse on your claim every step of the way.



## Safety and Prevention

The best injury claim is the one that never happens. Because prevention is our top priority, we're here to help you develop and implement effective safety strategies.



## Risk Management

Our job is to identify risk and assist you with implementing preventative measures to avoid claims from happening. If a claim does occur, we offer strategies to help control severity and cost of the injury.



## Return-to-Work

Our goal is to keep an injured worker engaged in the recovery process and connected with their employer to help ensure better outcomes. Each claim is unique, as is our customized return-to-work strategy approach.

# Other Benefits

- Cameras
- Onboarding
- Housekeeping
- Culture of Best Practices
- Reinvesting Returns



# Thank You

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