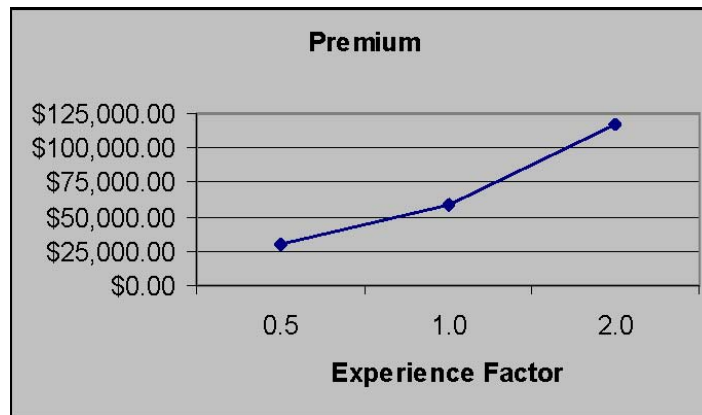




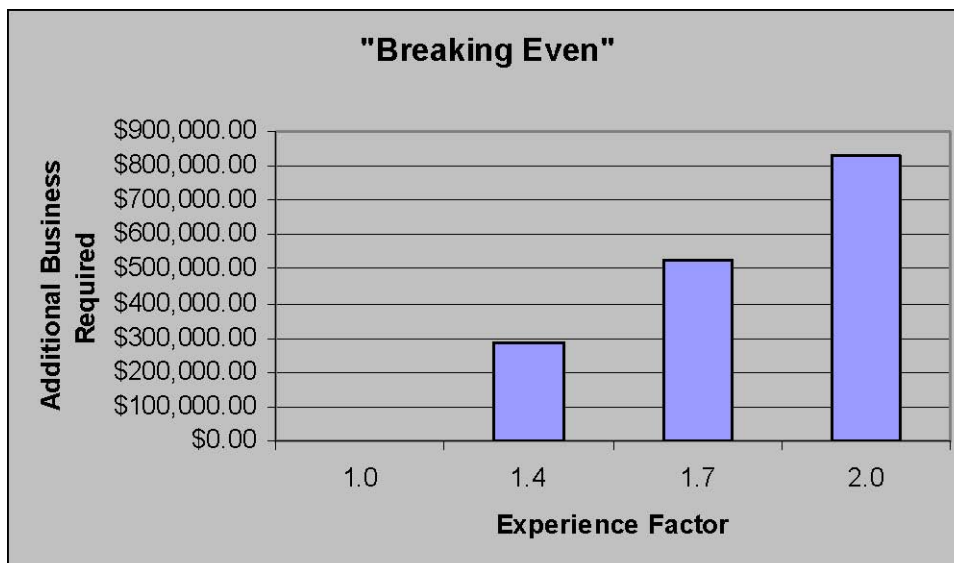
Safety & Health in the Workplace: Your Competitive Advantage

The following charts illustrate the effect that not paying attention to safety and health in the workplace can have on your bottom line. Increased workers' compensation costs affect your bottom line and your ability to be competitive in the industry.

"The Cement Company" is a cement finishing company with an average of 15 workers. Chart A shows how different experience factors affect how much they pay in workers' compensation premiums at a 2007 base rate of \$1.96 per hour per employee. "Experience Factor" is a measure of a contractor's worker compensation costs.



In order to "break even" from increased workers' compensation premium costs, companies must generate additional business. Assuming a 7% profit margin, Chart B demonstrates how increased premium costs impact businesses.



If your experience factor is less than 1.0, you'll see higher profits/money for the same amount of work.