



BY ELIMINATING INJURY,
EMPLOYERS CAN SIGNIFICANTLY
INCREASE THEIR PROFIT.

OWNERS' PERSPECTIVE

Today, owners must pay close attention to all aspects of safety related costs — from the safety records of their contractors, including hiring and subcontracting practices, to the decision of whether to shut down during construction. Shutdowns create tremendous pressure to finish, and the probability of injury greatly increases.

SHUTDOWNS CREATE ENVIRONMENT FOR ERROR

The Construction Industry Institute (CII) states, "Although new projects do not show a significantly different safety performance when compared to renovation projects, shutdown projects were found to have poorer safety performances. Shutdowns are characterized as having tight schedules, significant amounts of overtime work, workers frequently working multiple shifts, and generally having a rapid buildup of the work force. When workers and managerial personnel work extended hours for one or two months, the possibility of human error increases, and so will the probability of injury causation."

PAYING ATTENTION TO EMR

Many owners are requiring construction bidders to have an Experience Modifier Rate (EMR) of 1.0 or lower. This rate has become the entry point for qualifying responsible contractors. EMR is a Workers' Compensation tool used to adjust an employer's base premium. Ratings range from 0.2 on the low side for large employers to 3.0 on the high side and 0.8 on the low side for small employers. By eliminating injury, employers can reduce their EMR to the lower levels, eliminate indirect costs and significantly increase their profitability.



A Contractor's Story

RUSTY GRAVITT, PRESIDENT OF
GAINESVILLE MECHANICAL, INC.

Gainesville Mechanical, Inc., founded in 1989, is a full service mechanical contracting firm, specializing in HVAC and Plumbing. The 100+ employee company has completed work within a variety of categories including industrial, medical, meat processing, academic and commercial construction. Gainesville Mechanical has been working with Victaulic since 1994, using the Victaulic piping solutions — primarily the Victaulic grooved system on Schedule 10 pipe — in a variety of applications such as compressed air systems, chilled water systems, plumbing and condensate waste systems.

"Since 1994, Gainesville Mechanical has experienced zero chargeable accidents while using Victaulic product. Our EMR has been reduced from 1.6 in 1994 to as low as 0.86 with zero dollars attributable to accidents involving Victaulic systems. Gainesville has effectively reduced their Workmen's Comp premiums by 75% during this period. That's a big difference."

"In estimating project profitability, we know historically we can produce 75% more revenue per man-hour using Victaulic systems — primarily because the grooved and Press-Fit® solutions are so much faster to install. We can use fewer men per project using Victaulic than when using a traditional welding or thread and couple system. Victaulic allows us to be more accurate in the bid

process because their system is much more predictable. The fact that the Victaulic grooved system is a mechanical product makes it inherently safer. It eliminates the "pinch factor" in trying to align large heavy pipe. Using Schedule 10 or 5 versus Schedule 40 piping offers a huge safety advantage just in the handling. Plus, there's no open flame and no noxious fumes. Victaulic piping can be cut on the floor, grooved and hung in the air. The coupling can be made in a very tight spot. This eliminates a whole layer of on-the-job decision making, like 'Do I need a ladder or will I need scaffolding?' 'How can I weld that coupling that's up in the air in a tight space?' etc."

"Ninety-five percent of our HVAC and plumbing work is done using the Victaulic no-flame solution and I believe that contributes to our high worker morale. Our people strongly prefer to work with Victaulic product. I believe using Victaulic significantly extends the work lives of our pipe fitters — that alone increases their quality of life. The bottom line is using Victaulic supports my company's safety policies, improves morale and impacts the bottom line — that's pretty impressive."

