

FUTURE INDUSTRIAL TECHNOLOGIES



PREVENTING TOMORROW'S INJURIES TODAY™

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The New Breed: Changing Workers' Comp Costs to Revenue Source

In 1992, when FIT (Future Industrial Technologies, Inc.) was first started, we almost had to give our injury prevention services away. It seemed as though we were too outside the box of the workers' comp status quo or as some would say "ahead of our time."

FIT was established because we saw a problem with companies spending way too much on back injuries and other sprain/strain type injuries. The money and lost workdays that, as they still are today, were spent on back pain, carpal tunnel and other types of cumulative trauma disorders was staggering.

We had methodologies that changed physical behavior to prevent back injuries and surmised this would be a wonderful way to help companies, employees and to make a few bucks along the way.

What we didn't realize and soon came to know, was that preventing injuries was nobody's job, per se.

There were Workers' Comp Managers, Risk Managers, Human Resource Managers and Safety Managers. Depending on the company, injury prevention seemed to be on the fringe of these job descriptions. Workers' Comp handled existing claims; Risk Management sometimes oversaw workers' comp and other insurance related issues. Human Resources sometimes oversaw workers' comp and perhaps wellness programs and Safety was extremely busy working on compliance issues.

They are finding that bloated workers' comp is one of the easiest places to find new revenue for their companies. For example, "company A" is experiencing a healthy 5% profit margin. They introduce an injury prevention program that is highly embraced by employees. A few lost time back claims are prevented, saving the company \$100,000.

In order to otherwise generate \$100K in profit, the company would have to increase sales by \$2 Million (5% of \$2 Million is \$100K). Hospitals and grocery stores with profit margins of 1% would have to generate \$10 Million in new business for this same \$100K. For larger corporations, the numbers are dramatic.

One hospital corporate client is establishing a whole department with a focus on claims prevention. It makes sense doesn't it? Can we expect to have adequate control over workers' comp if all the resources are on managing today's claims and not preventing tomorrow's as well?

The solution to stopping sprain/strain injuries was discovered and evolved over the last 14 years. Cultures, employee physical behavior, and employee morale can change. And now it has never been more profitable. The time has come for injury and claims prevention. It is just the smart thing to do.



Prevent tomorrow's injuries today! TM
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This article may be reprinted in its entirety provided that the following resource is left intact:

Future Industrial Technologies, Inc. (FIT) offers workplace safety and ergonomics training programs. Backsafe[®] teaches employees how to perform their specific job tasks in a manner that is biomechanically correct. Sittingsafe[®] teaches office employees how to adapt their existing workstations so they are ergonomically correct. These injury prevention programs make your workplace safer and are proven to reduce injuries and worker compensation insurance costs.

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