

Spotlight^{on} Success



Durable Goods Manufacturer

STEEL BALING + COMPACT EQUIPMENT

This long-term PMA client is a mid-size manufacturer of steel baling and compacting equipment. The client operates one facility and employs various types of metal tooling equipment, including power presses, brakes, and shears. Most of the assembly work in the plant requires holding welding tools, air grinders, paint guns, and similar power tools. The manufacturer receives steel on flatbed trucks and mechanically places them into storage cradles. The material passes through a number of cutting and forming processes before the primary pieces are welded together. The final product is shipped to and installed at the customer location by the manufacturer's employees, with the motors and electronic controls manufactured by a third party and assembled on site.

CHALLENGE

- Strains and sprains accounted for 28% of claims and 88% of incurred losses
- Employees struck by heavy pieces in process or by falling objects accounted for 32% of claims and 8% of the incurred losses
- There were several minor slip and fall, and machine-related claims reported

PARTNERSHIP RESULTS

PMA Risk Control outlined an action plan that incorporated steps to address the frequency of strain-related accidents and injuries, along with facility-wide housekeeping. We provided education and technical support for the plant safety committee and performed analyses of the manufacturing areas. Our Risk Control Consultant reviewed the plant's physical layout and recommended relocation of key process areas to reduce the number of mechanical lift and transfers required for items moving from fabrication to painting. We also reviewed personal protective devices and found a suitable glove that provided protection and dexterity.

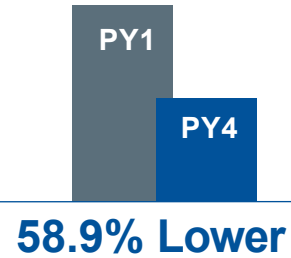
Another area of focus for our Risk Control Consultant was how field service technicians performed their work in customer locations. Our Risk Control Consultant observed technicians in the field, identified a series of risk factors, and made appropriate safety recommendations, including: improving the general condition and organization of the employee's service truck; use of personal protection; and ensuring that customer equipment is locked out before beginning work on the devices.

Beyond field recommendations, we provided educational services to support our client's overall safety initiatives. Our Risk Control Consultant delivered on-site training to the client's employees, including supervisor training on the fundamentals of workers' compensation, safety committee training on hazard identification and controls, how to perform thorough accident investigations, and techniques for preventing slips and falls during the winter months.

In order to achieve sustained safety performance, successful organizations actively seek out potential and actual sources of loss-producing activities and commit to controlling accidents.

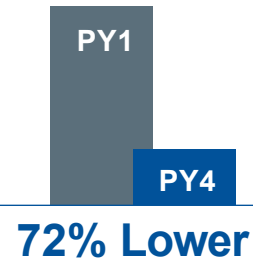


Lost-Time Frequency Rate



- From Policy Year 1 to 4, the client's lost-time claim frequency per million dollars in payroll dropped 58.9%
- During this period, all PMA manufacturing clients' lost-time frequency dropped 47%
- According to the Bureau of Labor Statistics (BLS), the rate of cases involving days away from work doubled during this period for the industry group at large

Loss Rate



- Incurred losses per hundred dollars in payroll decreased by 72%

About PMA Companies' Durable Goods Manufacturing Solutions

PMA Companies opened in 1915 to meet the workers' compensation needs of manufacturers. Today, our focus on Durable Goods Manufacturing involves a deep understanding of your unique exposures, and how claims frequency and severity can impact your employees, cost of goods sold, and overall operations. We use this knowledge to collaborate with you to mitigate these risks and develop the right workers' compensation solutions to protect your business and your workers. Our solutions foster what we have identified as the top attributes of our safest and most successful DGM clients. Our DGM team takes a facility-wide environmental and cultural perspective in assessing your organization's risk management program and benchmarking it against our top-performing clients within your industry. We can then collaborate with you to develop and implement a program that targets any areas where improvement is desired.

About PMA Companies

With over 100 years of experience, we are a trusted leader and recognized expert in commercial risk management insurance solutions and services. We specialize in workers' compensation and holistic TPA services. With a relentless focus on clients, we work with them to jointly tackle the risk management challenges that impact their total cost of risk and business results. Our service-driven culture is one of accountability, teamwork, and performance—so every day, every employee is working hard on behalf of our clients. PMA Companies includes PMA Insurance Group, PMA Management Corp., and PMA Management Corp. of New England. Headquartered in Blue Bell, Pennsylvania, PMA Companies is part of the Old Republic General Insurance Group (www.oldrepublicinsurancegroup.com), the largest business segment within the Old Republic International Corporation (NYSE: ORI), one of the nation's 50 largest publicly held insurance organizations.

