

**Case Study:**  
**Multi-Location Auto Repair Company**

# How GMG EnviroSafe helped one company prevent thousands of injuries and save millions of dollars.



## The Challenge

In 2013, a large auto repair company realized that its lack of a systematic and comprehensive program was not only costing money, it was impacting the safety of its valued employees.

Average employee incident rates were 1.02 per facility per year—far higher than the company desired. They calculated that each incident cost the company more than \$12,000 in direct costs. That included medical payments, claims administration, legal expenses and deductibles. The company estimated its indirect costs—such as lost productivity, reduced morale, accident investigation and OSHA fines—were at least 3-5 times *higher* than the direct costs.

But while the financial incentives for a better program were significant, the safety incentives from a human perspective were far greater. The company set out to find a true partner who would help them improve their safety programs and protect their employees, their business and their community.



**A growing auto repair company was executing various safety efforts across its multiple locations—each region had its own program, with some managed in-house and others using outside vendors or software. With costs high and processes inconsistent, they needed a smart, unified program.**



## The Solution

In searching for a solution, the company analyzed their data and found that one region—a region that had already partnered with GMG EnviroSafe—was far outperforming all the others. That region was quick to point out how happy they had been with GMG EnviroSafe and praised the reliable and personal support, the range of comprehensive services, and the ease with which everything was handled. They were also impressed with how well GMG EnviroSafe understood the auto repair industry. Other companies they had spoken with just didn't seem to “get it.” GMG EnviroSafe did.

GMG EnviroSafe was selected to execute a national safety program, with the goal of making the national repair company a best-in-class safety organization. It began with a site-by-site analysis. Working in close partnership with company leaders, a comprehensive plan was put into action incorporating GMG EnviroSafe's program at each location.



### The program includes these key elements:

- A local Compliance Coordinator for each location, providing ongoing and personal support
- A team of specialists to handle SDS, permitting, documentation and reporting
- A thorough review of each facility's environment, employees and risks
- In-person, hands-on and job-specific safety training programs covering equipment, tools and processes
- User-friendly software and helpful tools
- Semi-annual training for all managers
- Comprehensive reporting and scorecards to track results and identify areas for continual improvement
- Clear and effective incident reporting, which identifies solutions to prevent similar incidents in the future
- Quarterly leadership meetings with GMG EnviroSafe

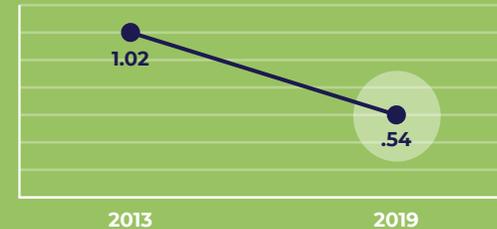
The program also freed up the client's internal teams as well. No longer did they have to worry about things such as permit filings, SDS compliance and finding training. Working seamlessly with their business, GMG EnviroSafe let managers and employees do what they do best, without compromising on safety.



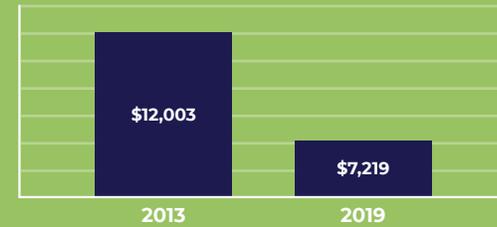
## The Results

With the program in place, the company reduced its employee incident rate by nearly 50%—to .54 incidents per facility last year. Not only were incidents down significantly, but the injuries themselves were much less severe. In 2013, the direct costs per incident were \$12,003. Today, that cost is only \$7,219.

Employee Incident Rate Per Facility



Direct Cost Per Incident



Compared to where the company was before the program, the GMG EnviroSafe-managed safety effort is estimated to have prevented more than 500 employee injuries last year alone, saving the company \$9 million in direct costs.

But the real value of the program is even larger. A culture of safety has been instilled organization wide. Employees appreciate that they are working for a company that values their safety. Managers see that the right things are being done. Executives know that risk is being minimized. And the company owners realize enterprise value in the best-in-class operations and industry leading safety outcomes.

**Whether you're a large multi-location organization, or a single-location facility, GMG EnviroSafe's comprehensive "Your Compliance Department" program can deliver peace of mind, lower your risks, save costs and keep your employees safe.**

**Contact us for a needs assessment and recommendation.**

**800.619.9733 | GMGEnviroSafe.com**

