

T. BRUCE SALES

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ABOUT T. BRUCE SALES

T. BRUCE SALES, INC. is a fully-rounded heavy plate and structural fabricator. They specialize in material handling equipment and custom machine building. TBS offers many services from CNC plasma and Oxy cutting, sawing, rolling, forming, welding, CNC machining, stress relieving, blast cleaning, painting, testing, inspection, assembly, reverse engineering, to repair and rebuild services. All in one location for maximum control quality and efficiency.

BEFORE GILBERT'S RISK SOLUTIONS

In the 2006-2007 policy year, T. Bruce Sales had reported 36 workers' compensation claims at their work site. Understanding that employee safety was critical for production, morale and engagement, T. Bruce Sales was looking for a partner to reduce workers' compensation claims and costs. Gilbert's Risk Solutions became their agent and began the process of reducing accidents.

WITH GILBERT'S RISK SOLUTIONS

By partnering with Gilbert's Risk Solutions and SOS Consulting, a third-party safety consultant, the entire team has monthly inspections, audits, post-workplace injury interviews, and supervisor accountability and accident investigation training. From the reduction in workers' compensation and employee injury costs, the company has been able to invest in additional plant upgrades that continue to drive safety.

RESULTS

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| 2006-2007 Claim Count | 36 |
| 2015-2016 Claim Count | 2 |
| % of Claims Reduction | 94% |
| Most Consecutive Days Without Lost-Time Injury | 2,187 |
| 2008 Experience Mod | 1.837 |
| 2016 Experience Mod | .717 |
| 2008-2015 Loss Ratio | 6% |
| Workers' Compensation Cost Reduction | 45% |
| Reinvestment in Equipment and Plant Improvements | \$4,000,000 |

"T. Bruce Sales safety program has provided the guidance and training to a safer and more improved workplace. Safety is now a high priority for everyone involved from the Union member on the shop floor, to those on the management team. They have opened the lines of communication between labor and management and have proven that when both sides work together for a common goal, great things can be accomplished."

Martin Marinack, Business Manager
Shopmen's Local Union No. 527