

**SUCCESS STORY****Risk Management Case Study**

# Area Erectors Commitment to Enhancing Safety Culture Results in Record Achievements

**The Goal**

Area Erectors has always placed safety as a top priority and strives for zero accidents. Sending employees home at the end of each shift is of paramount importance. So, if an accident occurs on a project, Area Erectors evaluates all aspects of their safety culture to ensure that best practices and procedures were followed.

**The Action Plan**

Area Erectors, Inc., established in 1964, provides steel and precast erection services to fabricators and general contractors in the Midwest from four branch offices. Area Erectors has always been an organization that prioritizes safety from ownership through supervisors and field employees. The expectation from ownership is that management implements the absolute best for our biggest asset, our employees.

Area Erectors worked closely with their MMA risk management team and implemented every recommendation to enhance the safety and wellbeing of their employees. First, Area Erectors increased full time safety staff to include four safety professionals to support the Corporate Safety Director. Area also increased the frequency of safety meetings within each branch office with additional emphasis from pre-construction, field superintendents and project managers. The safety department continued to assist with training and audits to ensure safety compliance throughout the company.

Together they implemented these safety initiatives:

- Required two monthly management meetings, one chaired by the Corporate Safety Director, and one by ownership. Safety topics discussed at both meetings include goals, expectations, any near misses, results, evaluation of trends and compliance to mitigate risk.
- Promoted a monthly electronic safety bulletin that is available to all employees.
- Worked directly with manufacturers to help create leading edge fall protection. Evaluated current P.P.E and leading edge fall protection to ensure the best available equipment was in use.

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**Client Profile**

Construction Company

**30%**

reduction in premium

**47%**

reduction in OSHA 300  
recordables

**112%**

loss ratio improvement

**7**

consecutive months of accident-  
free work in 2022 with over 230  
employees on average

**ACCIDENT FREE**

in 2023 (to date)

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- Several employees were trained and certified Level 3 “Expert” in 3-D Lift Plan (by A1A Software) to review and pre-plan crane hoisting and provide additional guidance to the field employees.
- Utilized an electronic reporting system requiring all foremen and superintendents to submit any safety issues or hazards, including an initial job site visit and a pre-task safety analysis. The system was launched with an in-person meeting with all Area foreman and superintendents where expectations were explained and a thorough training was conducted as part of the annual supervisor’s meeting with Area personnel.
- Created and produced a company specific safety orientation video required by all employees to be viewed and signed off before starting work. The video is available at [www.areaerectors.com](http://www.areaerectors.com) and also serves as a re-training tool.
- Established an online database for tracking training certifications to ensure employees are trained for specific tasks they are asked to perform.
- Invested in new personal and large equipment such as ergonomically correct Stand-up guns from Hilti for decking and several rough terrain forklifts to reduce back injuries and minimize climbing on semi trailers during the unloading process.
- A GAP Analysis was sent to all field employees and management to get internal feedback on areas of improvement for the staff, operations, procedures, and policies. These results generated numerous action items as outlined above.

## The Result

Area Erectors consistently completes projects safely and ahead of schedule due to its intensive pre-planning and best safety practices. They have long-term relationships with many Fortune 500 companies and fabricators that continue to invite them to high-risk projects because they have the best safety, fall protection and ergonomically correct tools in the industry. The results from their efforts speak for themselves including: 30% reduction in premium, OSHA 300 recordables reduced by 47%, 112% loss ratio improvement, 7 consecutive months of accident-free work in 2022 with over 230 employees on average, and completely accident-free in 2023 (to date). Area Erectors will continue to work toward being the safest and best in the industry.



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