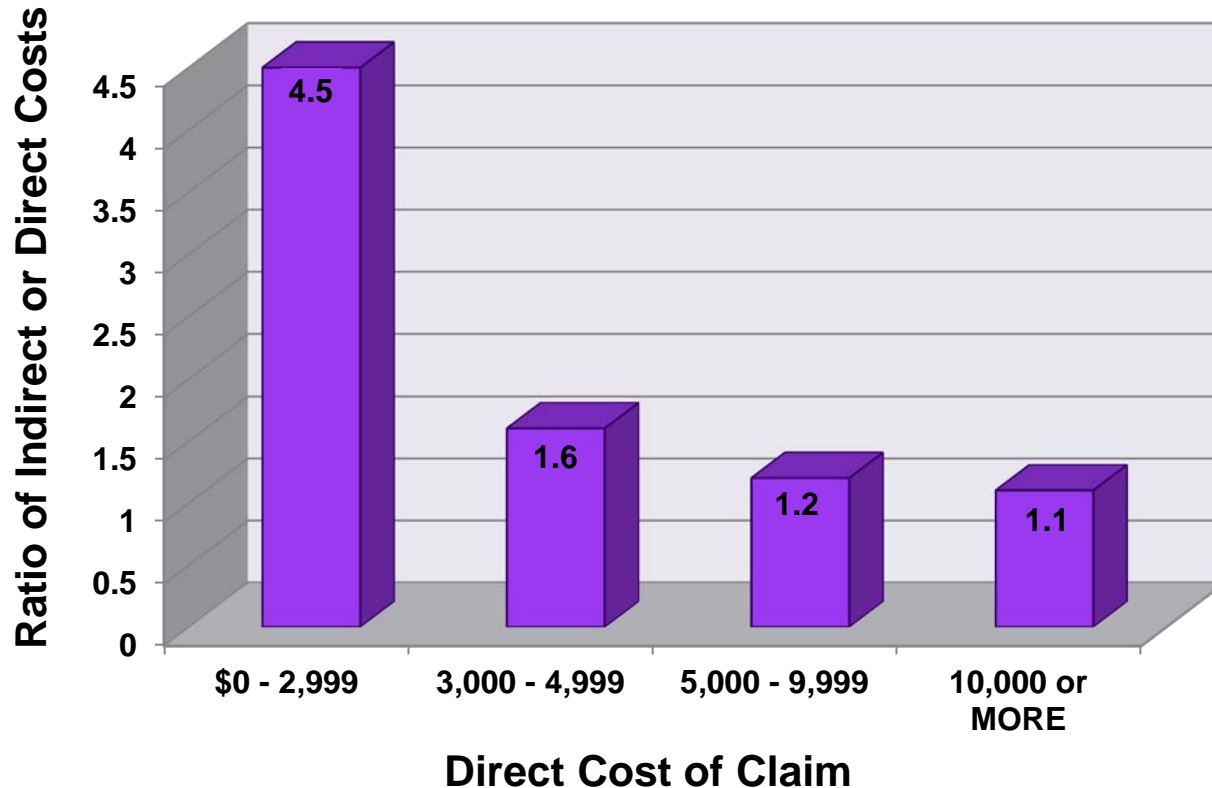




The Foundation for a Wireless World.

Studies show that the ratio of indirect costs to direct costs varies widely, from a high of 20:1 to a low of 1:1. OSHA's approach is shown here and says that the lower the direct costs of an accident, the higher the ratio of indirect to direct costs.

OSHA's Ratio of Indirect to Direct Costs



Source: Business Roundtable, *Improving Construction Safety Performance: A Construction Industry Cost Effectiveness Project Report*, Report A-3, January, 1982.

Hidden Costs

- Cost of injured employee's wages for time lost.
- Cost of wages to other workers who had to stop to watch or assist.
- Housing costs that may need to be incurred to complete project.
- Possible overtime costs.
- Costs of time to investigate, report, prepare reports.

Hidden Costs (cont.)

- Cost to hire a replacement worker.
- Wage costs related to decreased productivity when an injured worker returns to the job.
- Damage to reputation.
- Loss of work opportunities.
- Increased costs of insurance.
- Fines that may be levied by OSHA or other regulatory agency. Time involvement.

LadSaf Sleeve



Loose Cable: Note the change in angle of the activation lever caused by the hinging effect on the cable. This could cause the unit to only partially engage.

Quote From Tom Wolner

Quote from Tom Wolner VP of Engineering at DBI SALA found in an TN OSHA investigation report.

- “Unfortunately, however, the LadSaf sleeve is designed for use on a properly tensioned cable, and a very loose or dangling cable would alter the angle of the brake activating lever so as to prevent the brake from fully engaging the cable.”