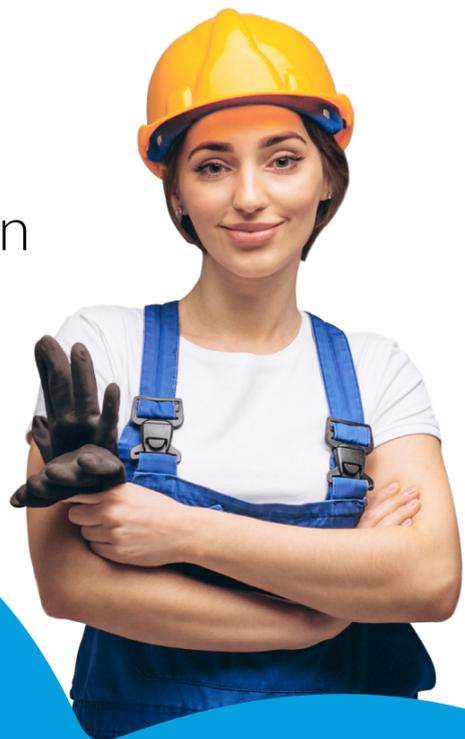


# Workers' Compensation is expensive - but so are injuries.



**Employers pay \$1 billion per week in workers' compensation costs**

Injury	Average Days Cost	Average Cost
Back Injury	32	\$3,704
Sprains and Strains	35	\$3,552
Contusions, Curshing, Bruises	25	\$2,967
Hernia and ruptures	111	\$16,367

**But the costs don't end there...**

There are also the indirect costs, such as



**Productivity lost**



**Diminishing effectiveness**



**Paperwork/ Admin**



**Legal**



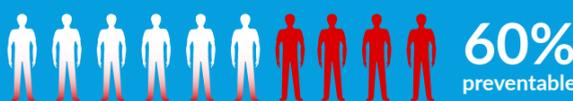
**Morale**

If you can believe it, indirect costs can be 4.5x higher than the direct costs. Considering a single injury could increase your insurance to \$72k and create \$55k in indirect costs...

**One injury could cost you up to \$127,000**



Here's the good news



Out of the 10 most common disabling injuries, about 60% are preventable.

One of the best ways to prevent onsite injury?

A pre-employment Physical Abilities Testing (PAT). Much like a background test or a drug test, a PAT gauges an employee's ability to perform job tasks, identifying potential problem areas.



For example: did you know that half of all workers comp cases are attributed to MSDs (musculoskeletal disorders) - which a PAT can test for?

According to the Americans with Disabilities Act, a PAT must be done Post-Offer, Pre-Placement and must reasonably test the job functions that employees will be required to perform.

Want more proof?

These case studies show why a PAT is a smart investment:

**Case Study 1**

**University of Illinois, Chicago**

**712**

Screens for physical plant applicants

**18.5%**

decrease in Lost day cases

**79%**

decrease in Workers' comp. costs

**\$18.5**

for every \$1 spent ROI

**Case Study 2**

**American Journal of Industrial Medicine**

**2400**

uninjured new employees

**21%**

boost in employee retention

**47%**

decrease in workers' comp costs

**Case Study 3**

**Voith Industrial Services**

**1700**

potential employees screened over 3 years in 11 locations

**92%**

Injury reductions

**~\$700k**

in 2009

**~\$57k**

in 2014

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