



TREE
WORK
AHEAD

Integrating Safety to Reduce Risk
and Increase Profits in Tree Care

3/23/2021

TODAY'S AGENDA

Moderator



John Bertoli
Senior VP, Marketing

Guest Speaker



Rachel Walla
Certified Safety Professional

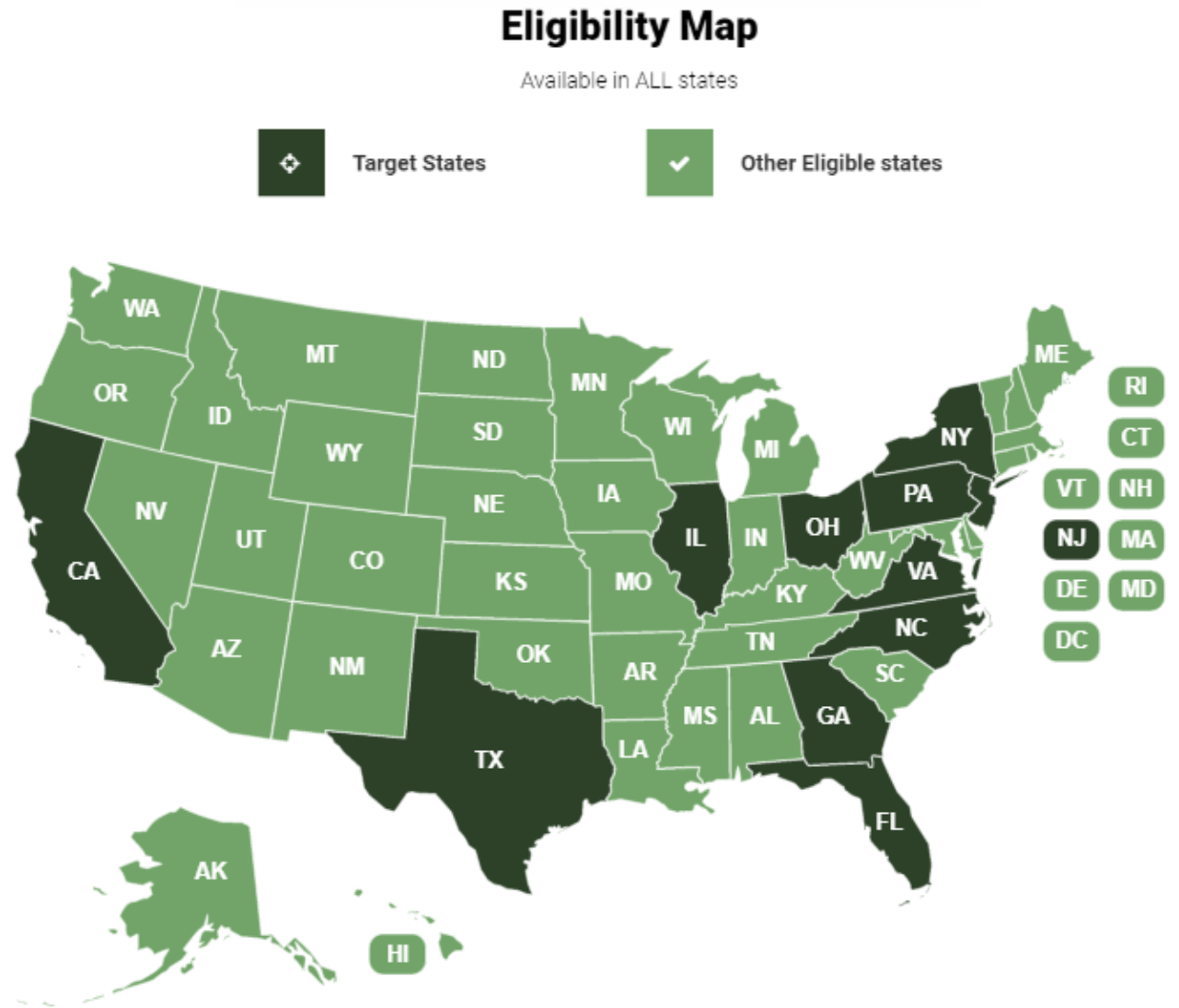
1. About TreePro
2. Tree Care Top Safety Concerns
3. Prevention
4. Integrating Safety
5. Q&A



Tree Services & Utility Line Clearance Insurance

Why Choose TreePro?

- 30 years of industry experience
- Carrier rated A+, financial size XV by A.M. Best
- Industry experts for risk control guidance and proper valuation of operations & equipment
- Competitive rates & flexible payment plans
- Expert claims handling
- World-class risk control services





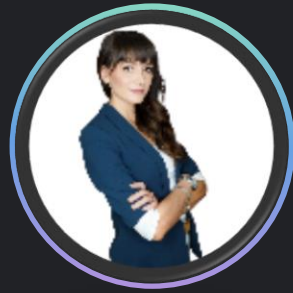
TreePro Safety

By **Rachel Walla, CSP, CIH**
Safety Consultant



Introduction

Who we are.



I'm Rachel Walla, CSP, CIH.

I have 10 years of experience in workplace safety, with about 5 of that being focused on consulting. I work with a range of businesses throughout the US from small to national to help them create real, measurable improvements in workplace safety.

I believe safety should be simple, user-friendly, and integrated into daily business.

Your ally in
workplace safety.



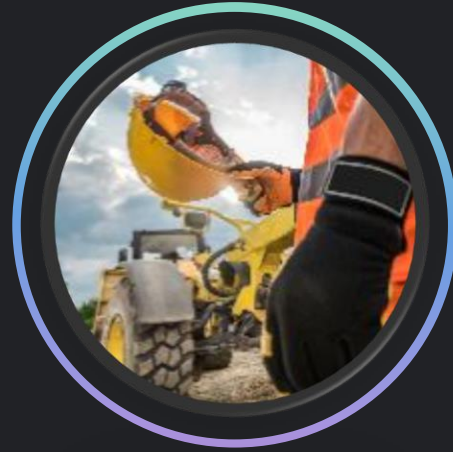
Outline

What to expect in the next 45 minutes



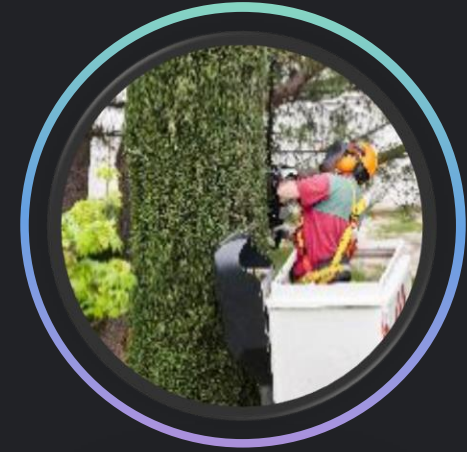
TREE CARE TOP SAFETY CONCERNS

What safety concerns should you be aware of in terms of OSHA compliance and injury statistics?



PREVENTION

What tangible steps can you take to protect your employees and your business?



INTEGRATING SAFETY

Can a good safety program improve other areas of your business?

▶ **SECTION 1: Tree Care Top Safety Concerns**

Regulatory and real-life.



**Once we know the biggest concerns
from a regulatory and real-life
standpoint, we get more specific on how
each of these may impact our own
employees and business.**

SECTION 1: Tree Care Top Safety Concerns

The Top 10 OSHA Violations of 2020



Knowing the top violations can help you prevent accidents and citations.

You will encounter many of these issues in your day-to-day work.

 **OSHA's Top Violations of 2020**
Click to play



SECTION 1: Tree Care Top Safety Concerns

Top causes of workplace injuries throughout the US.

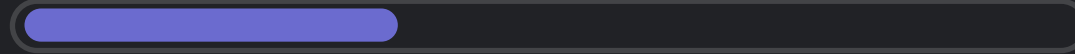


THE MOST COMMON CAUSES OF INJURIES

OSHA standards can't cover everything, and many of the top causes of injuries aren't highly regulated.

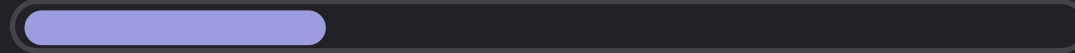
Overexertion and Bodily Reaction

31%



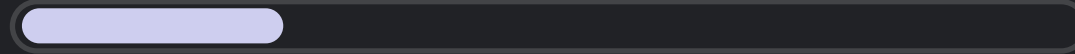
Slips, Trips, and Falls

27%



Contact with Objects and Moving Equipment

26%

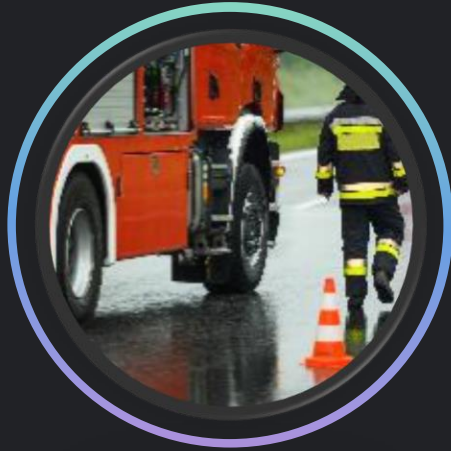


There are about 7,600 workplace injuries each day.

The top three leading causes of work-related injuries account for more than 84% of all nonfatal injuries involving days away from work.

SECTION 1: Tree Care Top Safety Concerns

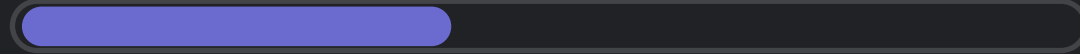
Top causes of workplace fatalities throughout the US.



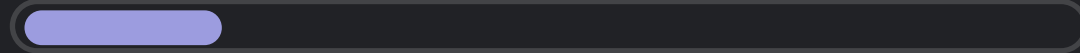
THE MOST COMMON CAUSES OF FATALITIES

The differences between the top causes of workplace injuries and fatalities are significant.

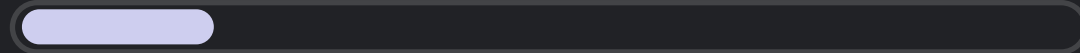
Transportation Incidents 40%



Slips, Trips, and Falls 17%



Workplace Violence 16%



There are about 15 work-related deaths each day in the US.



SECTION 1: Tree Care Top Safety Concerns

Top causes of workplace fatalities in tree care.



THE MOST COMMON CAUSES OF FATALITIES

The differences between the top causes of workplace injuries and fatalities are significant.

Struck-by an Object (Typically a tree.)

31%



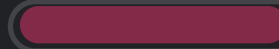
Falls to a Lower Level

29%



Contact with Electricity

21%



There are about 60 deaths per year in tree care. If you include landscaping services, there are about another 150 fatalities in the industry.



Fatality Facts

How does it happen?

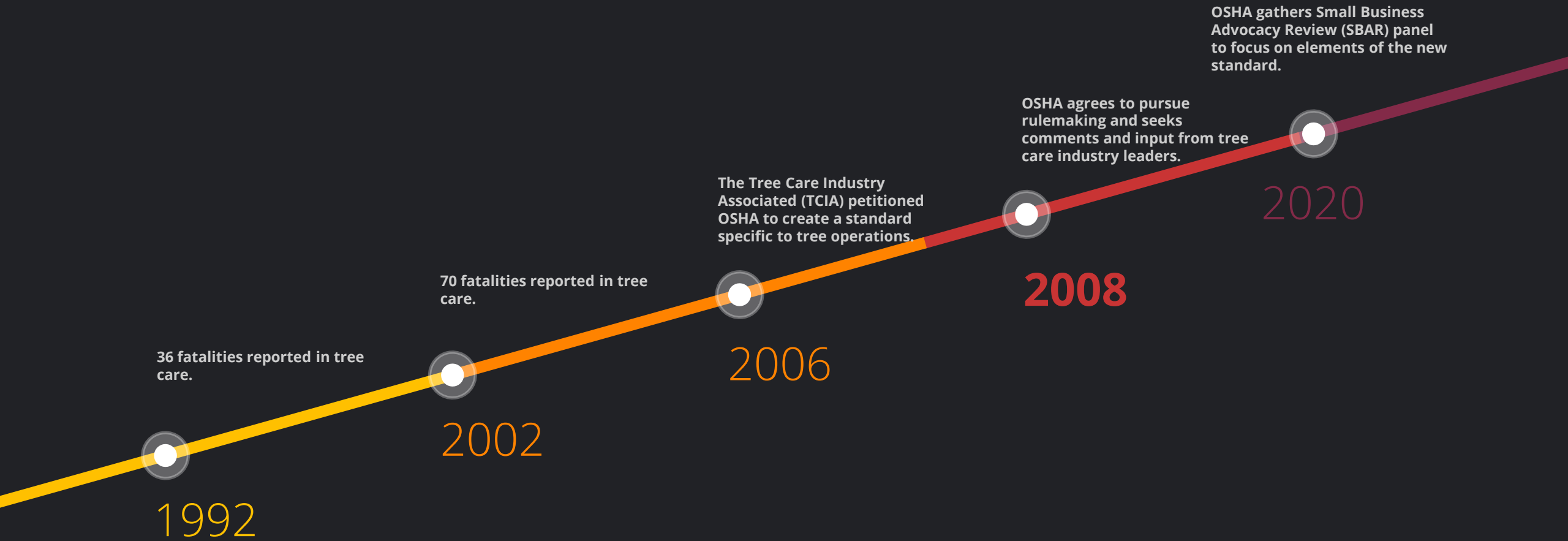


How the fatalities happen:

- Those workers who were struck by a tree included cases where a tree they were cutting fell forward onto them. There were also instances where the tree that struck the decedent was being cut down by a co-worker.
- There were a number of cases where those cutting down trees were attempting to move from the path of a falling tree when they slipped or tripped and could not get out of the way in time. In several instances, fatally injured workers were described as wearing protective clothing or using protective equipment.
- Those who fell to their death included falls from ladders, roofs, and trees. In some cases, the incident occurred when the worker cut through a safety line.
- Electrocutions occurred when workers (or a branch, or a tool or other piece of equipment that the worker was touching) came in contact with high voltage lines or electric transformers.
- Some transportation incidents involved vehicles that were being used during a landscaping operation, such as a tractor being used to remove stumps overturning onto the driver.
- Other transportation incidents involved vehicles.

▶ How OSHA is Addressing Fatalities and Injuries

Timeline of past 30 years.





SECTION 1: Tree Care Top Safety Concerns

OSHA's Top Areas of Focus



- Written health and safety programs
- Job hazard analysis (JHA's)
- Job briefings
- Working alone
- Traffic control
- Emergency procedures and rescue
- First aid, CPR, and AED's
- Fire prevention
- PPE
- Environmental controls

▶ **SECTION 1: Tree Care Top Safety Concerns**

Average costs of OSHA violations.

OSHA violations can range from \$0 and a warning to \$13,260 for serious violations.

Willful or repeat violations can cost up to \$132,598.

▶ **SECTION 1: Tree Care Top Safety Concerns**

Average injury costs.

The average medically-treated injury costs an employer \$42,000.

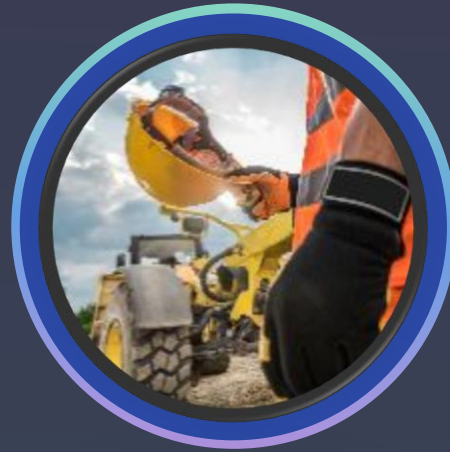
This includes wage and productivity losses, medical expenses, administrative expenses, value of lost time by workers other than injured employee, damage to equipment, and insurance.

The average cost of an employee death was \$1,220,000.

If these costs are averaged per worker in the US, it comes out to \$1,100 per year in work-related injuries and fatalities.

▶ SECTION 2: Prevention

An ounce of prevention is worth a pound of cure.



Tangible steps can you take to protect your employees and you business.



SECTION 2: Prevention

3 Major Steps



**This takes work, but
it doesn't have to be
complicated.**

Companies that are great at safety have clear programs, procedures, and policies in place.

Employees understand what these are and take an active role in safety.

There is a process in place to make sure that problems are corrected before they become incidents.

SECTION 2: Prevention

1 WHERE ARE WE?

TO KNOW WHERE YOU WANT TO GO,
YOU HAVE TO KNOW WHERE YOU'RE
STARTING

Look at:

- Past incidents
- Previous OSHA inspections
- Previous near-misses
- Behavior observations



SECTION 2: Prevention

WHERE ARE WE?

LET'S NOT
WASTE
OUR ENERGY
ON PANIC

WHAT NOT TO DO:

- Don't panic.
- Don't get overwhelmed.
- Don't try to do it all at once.
- Don't try to re-invent the wheel.
- Don't forget – safety is all about people.

▶ SECTION 2: Prevention

WHERE DO YOU WANT GO?



WHERE DO WE WANT TO GO?

- Ask yourself and your crew, "What would good look like?"
- How would a really efficient company manage this?
- Who can I use as an example?
- Who can I learn from?
- What best practices can we adopt?



SECTION 2: Prevention

PRIORITIZE.



What do we prioritize?

Remember, safety is a journey. It's not a destination.

- What are the biggest hazards?
- What problems are the most severe?
- Think about frequency and severity.
- What actions can generate the most improvement?



SECTION 2: Prevention

PRIORITIZING OSHA REQUIREMENTS.

OSHA Standards to Consider

- OSHA'S Logging Standard 1910.266
- Fall Protection and Ladders 1910
- Lockout Tagout 1910.147
- Personal Protective Equipment 1910 Subpart I
- Hazard Communication 1910.1200



What OSHA violations, injury, and fatality statistics hit home for you today?

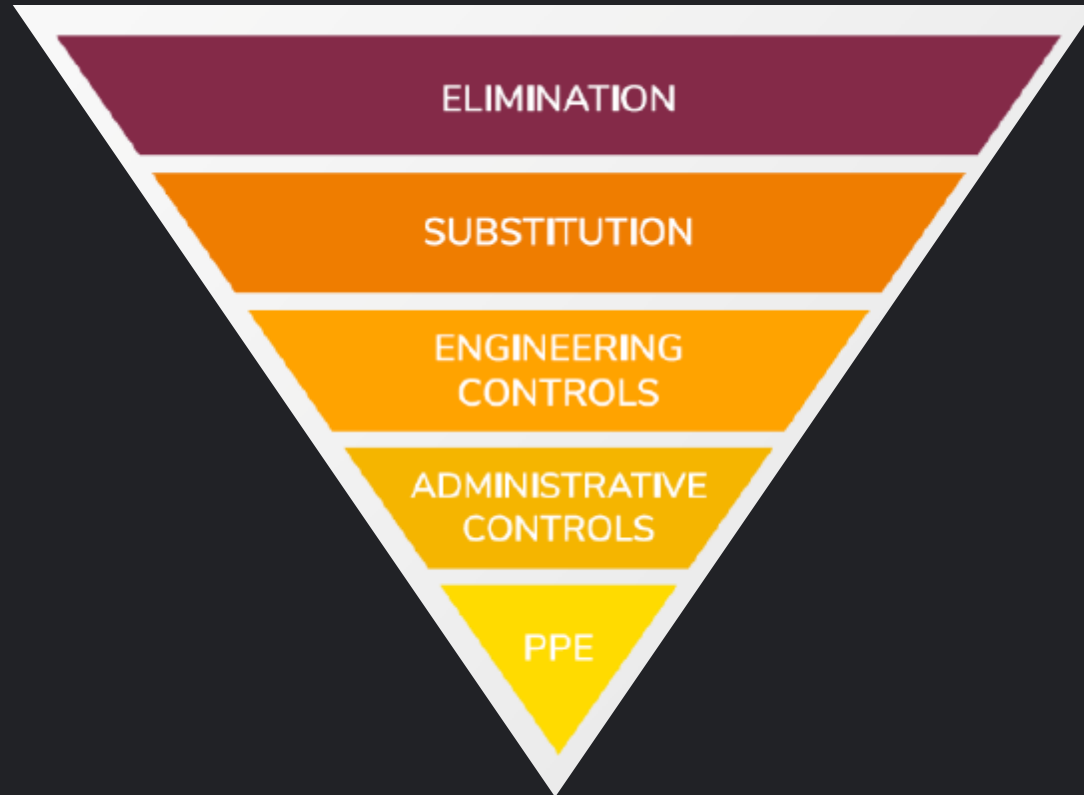
- Fall protection
- Struck-by incidents
- Electrocution
- Personal Protective Equipment
- Hazard Communication
- Strain, sprains, aches and pains?





SECTION 2: Prevention

PRIORITIZE HAZARD MITIGATION.



Prioritize how you mitigate hazards using the hierarchy of controls.

Some ways of controlling hazards are more effective than others.

Start with the most effective and go to the least effective.

This saves time, energy, and money.

▶ SECTION 2: Prevention

PUT IT INTO ACTION.



Safety isn't a one-person job.

Everyone needs to participate to make a safety program successful.

There are also needs to be clear leadership and owners of certain programs.



▶ SECTION 2: Prevention

There are two sides of safety. Delegate appropriately.



Policies, Procedures, Programs, and Records AKA Paperwork



Training, Planning, Preparing, and Coaching



▶ SECTION 2: Prevention

Gather resources.



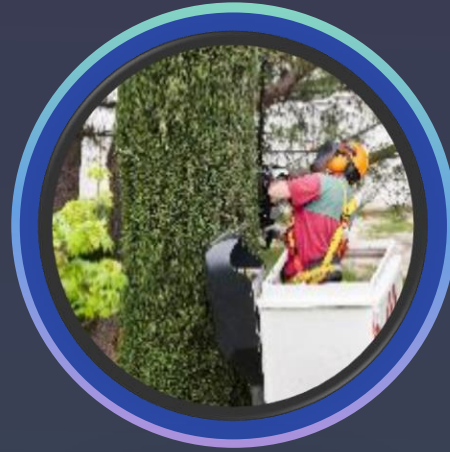
Don't re-invent the wheel.
Utilize resources.

- Learn from other, similar businesses that are further along the road than you.
- Get help from vendors for employee training.
- Consider the OSHA 10 or 30 courses, consider apps like Ving! Or OHSIFY.
- For written programs, consider templates that are available for free, for purchase, and often insurers will even help connect you with resources.
- What's new on the market?
- What's been shown to be effective?



▶ SECTION 3: Integrating Safety

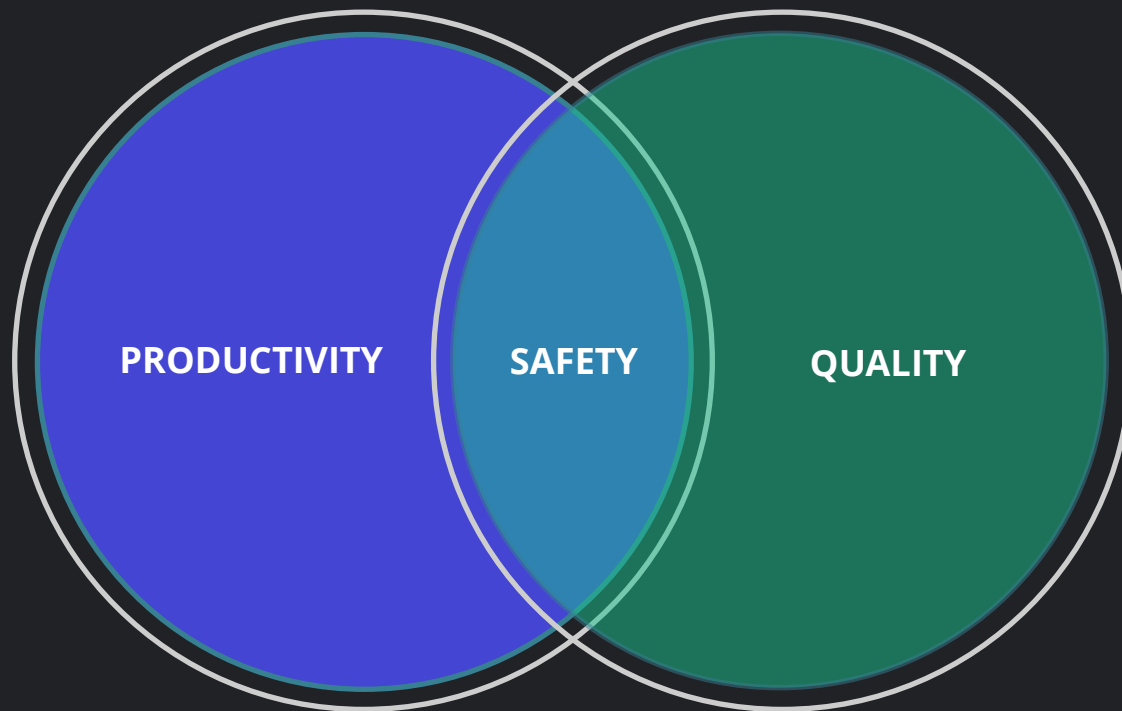
Can a good safety program improve other areas of your business?



Integrate safety practices to improve all areas of business.

▶ Where does safety belong?

Everywhere that efficiency, quality, and productivity belong.



Safety isn't first or third, it's integrated into the process.

Make it a habit, a routine, and part of work expectations.

This will not only improve safety performance, it will also improve quality and production.



Great tools to use.

Tools that can be integrated to reduce accidents, incidents, and property damage.



PRE-TASK PLANS

It's more than planning for safety, it's planning for efficiency.



HAZARD ASSESSMENTS

Have a simple process for thinking through hazards and how to reduce the risk.



TOOLBOX TALKS

Keep safety information fresh with reminders, discussions, and short easy refresher meetings.



INSPECTIONS

You get what you inspect, not what you expect.

There needs to be a verification process so employees know safety matters.



FALL PROTECTION PLANS

If we fail to plan, we plan to fail.

SECTION 3: Integrating Safety

Pre-task planning



Pre-task Checklist					
A good pre-task plan can be invaluable for safety, productivity, and morale. If everyone involved really understands what needs to be done it will likely get done more safely and more quickly. You will also reduce the number of misunderstandings which can lead to mistakes, delays, and increased costs.					
Item	Comments	Action	Yes	No	N/A
Task defined		☐	☐	☐	☐
Safety / hazard analysis done		☐	☐	☐	☐
Time estimate made		☐	☐	☐	☐
PPE required		☐	☐	☐	☐
Hard hat		☐	☐	☐	☐
Eye protection		☐	☐	☐	☐
Hearing protection		☐	☐	☐	☐
Respirators		☐	☐	☐	☐
Hand & foot protection		☐	☐	☐	☐
Safety requirements met		☐	☐	☐	☐
Company		☐	☐	☐	☐
Customer		☐	☐	☐	☐
Fall protection		☐	☐	☐	☐
Fire prevention		☐	☐	☐	☐
Emergency plan in place		☐	☐	☐	☐
Severe weather plan in place		☐	☐	☐	☐
Permits acquired		☐	☐	☐	☐
Company		☐	☐	☐	☐
Customer		☐	☐	☐	☐
City / county / state		☐	☐	☐	☐
Tool needs identified		☐	☐	☐	☐
Equipment needs identified		☐	☐	☐	☐
Personnel available		☐	☐	☐	☐
Correct skills		☐	☐	☐	☐
Proper equipment		☐	☐	☐	☐
Sufficient number for safety		☐	☐	☐	☐
Notes:		☐	☐	☐	☐

Safety is simple. It's mostly focused on thinking before you do things.

At the start of every day, have the crew spend 10 minutes at the shop writing out what they're going to do, the hazards they'll encounter and how to mitigate those hazards with things like equipment, PPE, and being prepared.

This sounds like time away from work, but if you take the time to think through the job first, it improves efficiency, reduces delays, and improves work quality.

SECTION 3: Integrating Safety

Hazard Assessments



What hazards are you going to encounter and how can you reduce risk?

Remember the facts about injuries and how few people who were injured were wearing PPE?

What if they would have looked at the hazards and decided on the right gear for the job that morning?

Better yet, what if they would have looked at the hazards and decided to do the job in a safer way like substituting a ladder for a boom lift.

Taking a moment to think about the hazards of the day and how to reduce risk can make a world of difference.



SECTION 3: Integrating Safety

Toolbox Talks

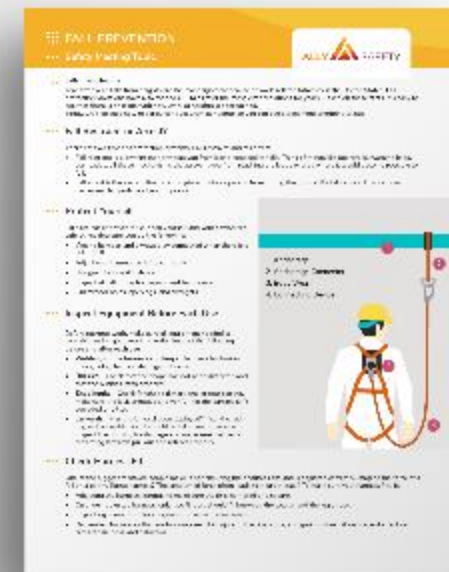


Safety can be a lot of information at once. It's best to pace it throughout the year.

Try a weekly toolbox talk. It's a good chance to remind everyone one the correct way to do things while also giving everyone a chance to communicate and coordinate.

Small bites of information tend to be remembered than massive trainings.

If you can encourage some discussion with the group, it makes the time even more effective.



SECTION 3: Integrating Safety

Inspections



You get what you inspect, not what you expect.

Multiple studies have shown that companies who verify if work is being done properly from a safety standpoint have much more effective safety programs.

This doesn't have to be a safety cop dynamic. It can be coaching, conversational, and a learning opportunity.

Develop a system or a schedule for inspections. This will demonstrate that safety is important and make it more likely that employees will adhere to the company policies.

SECTION 3: Integrating Safety

Fall Protection Plans



In many fatal falls, employees were either not wearing fall protection, or were wearing fall protection incorrectly.

If you don't plan your fall protection strategy correctly, it's quite likely you could wear a harness all day and if you fell, you'd still hit the ground.

Fall Protection Plan

Before Fall

After Fall

6 ft. (1.8m)
Length of Lanyard/
Self-Retracting Lifeline

3 1/2 ft. (1.1m)
Deceleration/Free Fall Distance

6 ft. (1.8m)
Height of Worker

3 ft. (.9m)
Safety Factor

Anchorage

Total
18 1/2 ft. (5.6m)
from
Anchorage

CALCULATIONS	
Height of structure above the fall surface	
Lanyard length	
Deceleration distance	35 feet
Height of worker	
Safety factor	0 feet
Calculations:	LANYARD LENGTH + DECELERATION DISTANCE + HEIGHT OF WORKER + SAFETY FACTOR = TOTAL CALCULATED FALL DISTANCE
Residual safety clearance	
Residual clearance:	
Clear - or No	IS THE SAFETY CLEARANCE GREATER THAN THE CALCULATED FALL DISTANCE?
Clear - or No	APPROVAL:
APPROVAL SIGNATURE:	

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▶ SECTION 3: Integrating Safety

Integrate safety



Build safety into your processes.

Safety is a hard sell to employees if it's just another thing to do. But if safety is integral to the way you do business, it becomes a normal part of how you work.

- ▶ **Create routines that support safety, productivity, and quality.**
- ▶ Improve communication throughout the organization.
- ▶ Reduce accidents, incidents and property damage while improving business.

Q & A

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