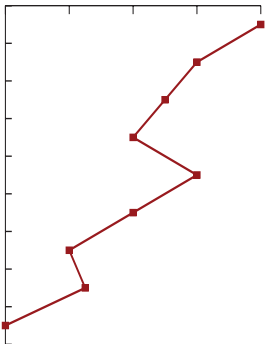


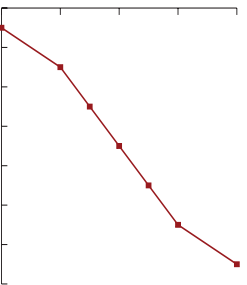
Did you know that just one preventable work related injury can cost a company up to \$29,000 in medical costs and lost wages?



Did you know that most work related injuries can be prevented or managed effectively before they become a chronic problem?



Did you know that a company can save thousands of dollars on insurance premiums alone by consulting with an ergonomics specialist?



Prevention of...

...injuries is the key to cost effectiveness.



For more information contact:

Betsy Donovan, P.T., owner or
Jeffrey S. Hanson P.T., CEAS

Mountain Center Physical Therapy
and Sports Rehab, Inc.

37 Main Street

PO Box 1828

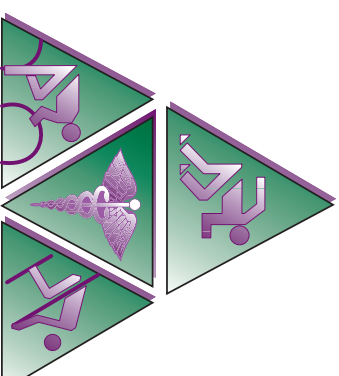
Conway, NH 03818

T 603.447.2533

F 603.447.2544

mtncptrpt@aol.com

Mountain Center
Physical Therapy
& Sports Rehab, Inc.



**Ergonomics Consulting
and Injury Prevention**

Programs

Do your employees ever complain of back, neck or joint pain from sitting at a desk all day?

Have more than one of your employees ever missed work or taken a leave of absence due to a **back strain, neck strain, shoulder tendonitis, carpal tunnel syndrome, thoracic outlet syndrome, or tennis elbow?**

Have any of your employees ever required **physical therapy** to address any of the above problems?

Do any of your employees work on a personal computer and/or laptop for more than four hours a day?

Do any of your employees complain of fatigue or discomfort while sitting in their desk chair?

If you answered “**yes**” to any of these questions, then you may want to consider reading further...

Mountain Center Physical Therapy and Sports Rehab, Inc. is pleased to announce that they now offer **on-site Ergonomics consultations and Injury Prevention Programs**. MCPT has a longstanding reputation in the Mount Washington Valley for providing quality health care in the fields of sports medicine, outpatient physical therapy, on-site athletic training at Kennett High School and Fryeburg Academy, on-site physical therapy in the Carroll County school system, and numerous wellness and prevention programs.



Our Certified Ergonomics Assessment Specialist,

Jeffrey Hanson, is also a Physical Therapist who has over 10 years of clinical experience with knowledge of musculoskeletal disorders and injuries as related to the workplace including back/neck injuries, carpal tunnel syndrome, tendonitis, thoracic outlet syndrome, postural disorders and joint injuries. Jeff has a Master's Degree in Physical Therapy from the Philadelphia College of Pharmacy and Science and has been trained in ergonomics at the Back School of Atlanta which utilizes the OSHA (Occupational Safety and Health Administration) Ergonomic Standard.

The purpose of this Ergonomic standard is to "reduce the number and severity of musculoskeletal disorders (MSDs) caused by exposure to risk factors in the workplace." It has been estimated that businesses and industries in the USA lose up to 20 billion dollars annually in costs associated with MSDs in the workplace.

Costs Associated With Work Related Musculoskeletal Disorders

Employer	Employee
<ul style="list-style-type: none"> Increased insurance premiums Medical expenses Legal expenses Wages paid to injured employees while not producing Overtime work necessary to make up for lost production Time required of administrative personnel while investigating the accident, processing forms, or settling claims Recruiting and training new employees to replace the injured worker either temporarily or permanently Reduced production of injured employee when first returning to work 	<ul style="list-style-type: none"> Permanent effects of the accident in the health or well-being of the injured worker Reduction of earnings while recuperating from an accident Reduction of the worker's productive work years Destruction of morale if the accident results in a long-term handicap Hardship on the worker's family Reduction of earnings if the injury or illness affects the worker's ability to perform at pre-accident level

It is important that the managers of organizations realize that the incorporation of an ergonomics program at all levels (design, training, management, medical aspects, etc.) is cost effective. Consulting with an ergonomics specialist can be financially beneficial to a company.

The table below indicates what this pay off can be in terms of real dollars. For example, if a self-insured company is operating at a 4% profit margin and incurs a carpal tunnel syndrome release surgery at a total cost of \$10,000 (surgical costs, time off from work, training replacements, etc.) the sales force would have to generate an additional \$250,000 in sales to offset the cost of injury ($\$250,000 \times 0.04 = \$10,000$).

*Injury costs	2%	4%	6%	8%	10%
\$10,000	500,000	250,000	167,000	125,000	100,000
\$20,000	1,000,000	500,000	333,000	250,000	200,000
\$50,000	2,500,000	1,250,000	833,000	625,000	500,000
\$75,000	3,750,000	1,875,000	1,250,000	938,000	750,000
\$100,000	5,000,000	2,500,000	1,667,000	1,250,000	1,000,000
\$500,000	25,000,000	12,500,000	8,333,000	6,250,000	5,000,000

At MCPT we can...

- Help employers identify hazards in the workplace
- Suggest specific approaches or options for solving a safety or health problem
- Provide employers with a written report summarizing our findings
- Assist in establishing or improving work-site injury prevention programs
- Work with employers to develop/ conduct safety and health training to employees or patients
- Develop warm-up, stretching, and strengthening exercises for specific tasks
- Identify kinds of help available to employers if further technical assistance is needed
- Reduce the cost of your insurance premiums
- Perform pre-employment screening.