

EAGA Business Builder

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Today's presentation was by Brock Carter - Safety Counseling



A lot of us knew Brock's father. Quite a fine gentleman. The elder Mr. Carter was a military man, and their family managed to travel a bit. Brock says that, prior to his father's retirement in 1970, the family had managed 33 different home addresses. At that point, Brock, being tired of always buying the small pack of return address labels, decided to buy the large pack, and he has been in Albuquerque for about 50 years now. There may be a couple of line outs on those labels though since Brock has been divorced twice. But he and his current partner of 13 years are probably needing a new pack anyway. Brock's father's military career involved nuclear safety, which made him someone to ask about the government's newly introduced OSHA program. In 1973, Springer Building Material encountered the regs and requirements of the new OSHA beast, and looked for someone to assist them in figuring it all out. They contacted the elder Mr. Carter, but he was not interested in a new career. He would, however assist them for a week, at a rate of \$250 per day. The younger Mr. Carter, at that time, was working as a commodity broker to put himself through classes at UNM, earning about \$235 a month. Now everyone knows that Brock is quite intelligent. Even in the 70s he was astute enough to do that math. Brock was trained by his father, and they formed Safety Counseling. The primary focus was on helping businesses understand, and navigate, the OSHA regulations. The company began growing and expanding. It was becoming one of the biggest operations of its kind in the region. Big and unwieldy often look exactly alike. Brock decided that being the biggest may not be the best for him and his company. He began trimming the footprint back a little. They are now at a more manageable and comfortable size, and are still one of the best at what they do. OSHA regulations are still an important concern for NM businesses; both from a potential risk perspective and from an employee safety perspective. But another matter has become an even more ominous issue for New Mexicans. Worker's bleeping Comp rates. In the last 12 months, premiums paid were nearly \$287 million... and claims paid out have exceeded \$315 million. There is that math again—the program has to continue, so one of two (or both) things must happen. Premiums rise (via rate modifier changes), or claims are reduced. Premiums will increase as the payouts increase, so reduction of the claims costs appears to be the key. NM's Work Comp program is a social program. If it is bad, everyone suffers; if it is working well, everyone benefits. How can you lessen the affect on your business? Make sure that you have a safe work area for your employees. Education and training is the best way to accomplish that. At this time there are 4 generations in the work force. It is difficult to establish a single training program that will benefit all the age groups. The youngsters just entering the work force need to be trained on equipment and procedures that were already known to the older generation. Things like operating hand tools and even changing a tire. There is not an app for that, so the newbees need a training program. If you would like some guidance in figuring out what you should do, give Brock a call. He and his folks can review your history and your current policies/procedures to provide you with suggestions for improvement. They can inspect your company's operations and facilities to help locate and correct potential problems before something serious occurs; they can develop training courses and/or directly provide the training for your staff; they are keenly aware of the differences between a well maintained ladder and an office chair with rollers, so if you need the advice, they will gladly tell you which is best for reaching high things, and which is best for putting your dumb a** in. Also be aware that the time between Thanksgiving and Christmas is historically the most dangerous for employee work injuries. Maybe it would be a good idea for your workplace safety folks to have special training or at least a more focused emphasis on awareness and concern for doing the right things in the right way so that all involved can enjoy a good holiday season. There are many more aspects to safe work areas; quickly returning injured employees to work; managing OSHA regs; etc. A little of your time in consultation, may save you big time later. For great advice, assistance or direction, give Brock a call at Safety Counseling 505-881-1112. Oh! Please don't forget to put down the cell phone while driving. Turning it off is even better. No matter how young; no matter how smart; now matter how multi-taskable you are, your blood works better inside you, and your body parts work better when they are properly attached where they belong. Do Not let a distracted moment cause a can-never-undo event. Brock's phone# again 505-881-1112

♦ **There will not be EAGA breakfast meetings on [November 24th](#), December 22nd and December 29th in order for members to celebrate the various holidays.**

♦ Board Member elections are coming up. In early December, we will be choosing two new members. If you are interested in nominating someone, or if you are interested in the position for yourself, please contact Mario or President Pat. Please submit any nominations as soon as possible.

Business Leads:

None written today !

Reciprocity:

Thank you to Garrett Hennessy for finding my son a job in New Mexico.

Thank you to Joe Kirkpatrick - AAA Auto Glass for great service fixing my windshield.

- Jack Zipper

- ♦ EAGA Holiday Party will be December 5th at Hyatt Regency - Downtown Albuquerque. 330 Tijeras, NW. The hotel's self-parking is complimentary, if available. Valet parking for a special \$10 rate. Cocktail hour will be from 5:00 to 6:00 PM. Two drink tickets will be given to each attendee, and there will also be a cash bar. Dinner at 6:00 PM. Entrée selection of beef or salmon - with wild rice and seasonal veggies; salad, desert and wine service. No charge for Member couples; guests \$30 each / \$50 per couple. Last opportunity to sign up will be at breakfast on December 1st. If you were not able to sign up by then, please call Mario with your reservations. His contact information is noted at the bottom of this page. Also better hurry if you want to reserve a room for the night—special rate of \$89+ tax. To make a room reservation go to: <https://resweb.passkey.com/go/EAGApartnership>
- ♦ Van White suffered a broken leg in a recent fall. He is out of the rehab facility now and is recovering at his daughter's home. Both agree that phone calls, or even a scheduled visit from Van's EAGA friends would be great. When calling, please use Samantha's land line (505-837-2121). It is easier to have a conversation when using that phone. The home address is 3417 Picard NE. Just south of Comanche; about 5 blocks east of Comanche and Louisiana.
- ♦ Remember that there will not be a meeting this coming Tuesday, November 24th. Have a good week, and we hope that you all have a great Thanksgiving holiday; that your favorite team wins the game; and that you are able to easily recall many things for which you are thankful. We are thankful that you are an EAGA member.
- ♦ We still have an empty speaker slot for the December 15th meeting. If you want to promote your business in front of 60 to 80 friendly folks, right before the Christmas holiday, here is your chance. Give Mario or President Pat a call to claim the opportunity.

Badge Board Greeters

Nov 24th	No Meeting - Thanksgiving Holiday
Dec 1st	Scott Peck - MP Group Inc
Dec 8th	Ken Easley - Empire Builders
Dec 15th	
Dec 22nd	No Meeting - Christmas Holiday
Dec 29th	No Meeting - New Year Holiday

Upcoming Speakers

Nov 24th	No Meeting - Thanksgiving Holiday
Dec 1st	Garrett Hennessy - TLC Plumbing
Dec 8th	Randy Baker - DRB Electric
Dec 15th	
Dec 22nd	No Meeting - Christmas Holiday
Dec 29th	No Meeting - New Year Holiday

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