**Bidding Safety in Your Project**



Budgeting safety into the job bid is vital to your success. If you don’t package safety costs into bids, and you haven’t spent big money after a safety incident yet, you’re lucky. Safety is just a cost of doing good business. The days are long gone when crews walked skyscraper beams not tied off and enjoyed a beer at lunch. Federal and state laws, a performance-based labor force and economy, as well as increased competitiveness among contractors, continue to close the gap on safety short cuts.

Let’s use falls, the biggest cause of construction fatalities, as an example. Of course, the worst part of a jobsite death is the loss of human life and the ripple effect on the worker’s family and friends. We know the contractor also suffers in the aftermath. Lost production due to deflated morale is almost impossible to measure in dollars. OSHA fines combined with legal costs can end up in the millions in the blink of an eye. What if all it took to prevent the fatality was retiring and replacing a damaged lanyard or harness?

The same dollar spent to address a safety hazard in the planning phase costs three to four dollars to fix once operations have begun. And of course, what you’ll spend in the aftermath of a fatality far exceeds what you’ll spend to plan for or to abate the hazards prior to starting the job. Safety professionals train diligently to conduct an effective accident investigation, but the best use of their time is to engage the hazards before the workers encounter them. Why not have someone in your corner to help maximize profits by managing risk before it hurts the company and its workers?

Would you like assistance evaluating safety hazards before work begins? Would it help you bid safety into your projects? For this or any other construction industry safety questions and concerns, please contact PGM Safety Services, an affiliate company of Pro Group Management, and we will be happy to assist. Visit us at www.pgmnv.com or call (800) 859-3177.