

OSHA FINE REDUCTION HOTLINE: (804) 310-6396

Authorized  
**OSHA**  
10 & 30 TRAINER

INSPECTION REPORT

Workplace Safety & Health Manual

Training

**SAFETY RESOURCE**

**ASSOCIATES**

VIRGINIA'S STRONGEST, MOST EFFECTIVE RISK, SAFETY & HEALTH CONSULTANTS SINCE 2006

## The Secret that OSHA Doesn't Want You To Know



**Superman has his** kryptonite. OSHA has ... Ed Boulanger.

**OSHA's maximum penalties for serious violations range from \$14,502 per violation to \$15,625 per violation. But don't push the panic button just yet.**

In recent years, OSHA has been even more receptive to vacating violations,

**IT NEVER HURTS TO HAVE A COMPANY SAFETY PLAN TO SHOW OSHA.**

Don't Have One?  
Need an Employee Safety & Health Manual?

re-classifying citations, and reducing proposed fines.

Surprised? What does a company need to do to help dig itself out from a stack of safety citations?

Ed Boulanger at Safety Resource Associates in Richmond does it every day -.because he knows how to cultivate relationships with VOSH and OSHA which help you avoid confrontations *altogether*.

But how?

By bringing to their attention, whether by phone or by written negotiations, relevant new information that Safety Resource Associates provides to OSHA on your behalf, based on our experience and a thorough investigation of the underlying violation issues.

As a matter of fact, **85% of SRA's clients get violations vacated and/or fines reduced** when Ed is brought in to help a company get up to speed with their safety program.

### **Meet Your Secret Weapon.**

Ed Boulanger, Principal Consultant for Safety Resource Associates LLC, (SRA) is a safety consultant with a lifetime of experience, and your secret weapon against overly aggressive enforcement actions by OSHA.

Working relationships developed with OSHA and VOSH are what allow SRA to help you reduce costs, prevent accidents, have safer employees with better morale, *and a better company bottom line.*

### **Yes, you have options.**

A stack of citations can send a business owner into a panic as they realize they face enormous fines but don't what to do next - or what their



**SRA can design a safety & health program for your company,**

**assess your jobsite for safety risks, and create employee safety manuals. We also provide safety & health training classes in English and Spanish. Contact us today!**



**We're here to help.  
(804) 310-6396**

**Virginia's Strongest, Most Effective Workplace Risk, Safety & Health Consultants:**

- Workplace Accident Expert Witnesses
- Company Safety Risk Assessment
- OSHA-Compliant Safety Plans
- Industrial Hygiene Training
- OSHA 10 & 30/EM-385 Training



options are. And yes, there are options!

There's nothing like having an experienced safety consultant negotiating with OSHA on your behalf, in a timely manner, (and timing counts!) as well as helping bullet-proof your business against costly future safety and health violations.

**"Oh, hello Ed, glad you are in on the call here."**

Believe it or not, OSHA isn't there to swell state and federal coffers with fines they assess, but to ensure a safe and healthy workplace for all employees - and that is no easy feat. Having someone familiar with the inner workings of government safety agencies to run interference on your behalf is actually recommended and supported by OSHA.

During negotiations, OSHA representatives have even expressed relief that SRA was participating in the negotiations phase, since they know this means the company wants to get in compliance and that SRA is there to see that they will succeed.

Indeed, if OSHA can see that safety deficiencies are being corrected, training is being implemented, and company safety plans are being developed and adhered to, they are much more amenable to reducing or even eliminating some of the penalties. That's what it's all about!

### **An Example of How SRA Helps:**

Here's an example of something all employers dread, but can be managed more skillfully since OSHA now relies more heavily on "Quick Response Inquiries" rather than on-site Inspections..

With this efficient method, OSHA

## OUR TEAM OF PROFESSIONALS



Dr. Leonard Vance



Chris Chapman, CIH



Michelle Thomason, PhD



Omar Lopez, CHST



Susan Wilcox, CIH, CSP



Alvin Pardo-Monell, MS, ME



Jason Brooks



Virginia's Strongest, Most Effective Workplace Risk, Safety & Health Consultants

## **DID YOU KNOW...**

85% of the time, we can get your OSHA fines reduced or citations removed.

### **LOOK AT THIS:**

- **OSHA's maximum penalties for serious violations range from \$14,502 per violation to \$15,625 per violation.**
- **The maximum penalty for willful or repeated violations ranges from \$145,027 per violation to \$156,259 per violation.**

**SRA can negotiate with OSHA on your behalf to have fines reduced or tossed out. Call Ed Boulanger, Principal Consultant, today at (804) 310-6396. We're here to help.**

sends a written "Rapid Response Inquiry" which requires the employer's response to an employee complaint – usually within 5 business days.

After the initial employer response, OSHA often requests additional information before they decide on the validity of the employee complaint.

Again, this is where having someone with experience like Ed can not only help you respond appropriately, but also set up guidelines so future employee complaints are minimized.

If OSHA is satisfied with that response, no follow-up site inspection is scheduled and the matter is resolved!

## **Compliance can be overwhelming.**

There are thousands of types of businesses, and thousands of safety rules, which OSHA must monitor.

**Proactive Safety Audit:** Compliance can be overwhelming -- especially to a new or growing company. An experienced Safety Consultant like SRA can help by auditing your workplace and evaluating your compliance BEFORE a surprise visit from OSHA. Consider this to be preventive maintenance; to manage and reduce future safety violations.

The SRA consultant will advise you of any potential safety or health deficiencies and how you can correct them to help bullet-proof your business. Forewarned is forearmed!

**Employee Safety Training.** If employee safety training is necessary, SRA's certified professional instructors train employees in proper PPE use, fall and rigging safety, chemical handling safety, driver training, first aid, and more, with classes

customized for your business.

**Written Safety Plan:** If you don't have a written safety plan SRA will develop a safety plan specifically for your business's needs - and it's very effective to have one for OSHA to review.

**Mock Inspections:** SRA will also conduct mock "OSHA inspections" so that if an inspector shows up unannounced you will already have:

- An inspection plan in place
- Designated management to accompany the inspector
- What to say and what not to say
- How to document everything and who will be responsible.

## **An Ounce of Prevention is worth a Pound of Cure**

SRA *will* go to bat for you with OSHA - but the best practice is to ensure that your company is bullet-proofed against accidents and violations by developing a culture of employee safety in your workplace. Investing in your employees' safety and health makes for happier employees, will minimize insurance premiums and, if you take the initiative, will cost far less than the punishing alternative.

Ed's put together a team of professional consultants with expertise in construction, electrical and mechanical engineering safety, industrial hygiene, and safety training to help companies just like yours be successful with their safety programs. SRA also provides expert witness service for litigation in these fields.

We're here to help. Call Ed Boulanger at (804) 310-6396 for a no-cost initial consultation, or [email us](#) at Safety Resource Associates. We are Virginia's strongest, most effective safety and health consultants since 2006.



Want to Ensure That Your Employees are Trained in OSHA-Compliant Safety?  
**Schedule a Safety Training Class for Your Team**  
Call (804) 310-6396 today.

**REDUCE JOBSITE ACCIDENTS and their high cost.**

Safety Resource Associates can come to your jobsite and assess your risk for job hazards:

**Company Safety Risk Assessment & Audits**

- Discover and Reduce Company Liabilities
- Gap & Opportunity Analysis Service
- Recordkeeping & Reporting
- Hazard Assessment Service
- Mock-OSHA Audits
- Site & Facility Audits

We're here to help. Don't wait - call today!  
Ed Boulanger, Principal Consultant  
(804) 310-6396

Safety Resource Associates, LLC  
*Virginia's strongest, most effective risk, safety & health consultant*  
[VaSafetyConsultants.com](http://VaSafetyConsultants.com)

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**Questions? We're here to help.  
Don't wait - Call us today at (804) 310-6396**





*You don't have to face OSHA alone...*

Download your **FREE** OSHA Inspection Toolkit [here](#).

Safety Resource Associates, LLC

*Virginia's strongest, most effective risk, safety & health consultant*

[VaSafetyConsultants.com](http://VaSafetyConsultants.com)

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**Highly-Credentialed, Experienced Consultants for Litigation Support**

**Focused on Safety, Industrial Hygiene, Construction, Mechanical Eng, & Electrical**

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**Safety Resource Associates LLC**



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