



Spring 2014

QMI NEWSLETTER

Quality Management, Inc. (QMI)

QMI® Aseptic Sampling System for Tanker Truck Sampling Can Significantly Lower Work Injury Claims Costs While Increasing Productivity and Profits

The trucking industry continues to have some of the highest work-related injury and illness costs of any industry. The milk tanker truck area is no exception. Even with the addition of railings to the truck ladders, one of the most common causes for trucking related claims continues to be falls, strains and sprains from an elevated position - i.e. climbing the ladder to obtain the milk sample from the top of the tanker.

So how can incorporating the QMI Tanker Truck Fitting lower your claim cost while increasing your productivity and profits? Let's first look at the possible financial impact to an organization from work related claims/injuries. According to the U.S. Bureau of Labor Statistics, the average number of days lost due to a work related claim in the trucking industry is 45 days. For a full-time driver making \$ 20/hour, a company would be paying about \$ 7,200 in lost wages related to a claim. Plus the average medical cost per claim for truck drivers is approximately \$ 7,000 (according to the U.S. Bureau of Labor Statistics). So businesses are looking at an average cost of \$ 14,200 per claim in total Direct Claim Costs as a result of a work related claim.

Add in the fact that some businesses will have drivers climbing their truck ladders hundreds of times per week and now the likelihood for claims to occur is significantly higher. Even with a conservative estimated number of 10 claims per year, the total Direct Claim Costs to a company are fairly significant: \$ 142,000. What's even more significant, and often overlooked, are the indirect costs of work related claims. According to OSHA, the indirect costs of work related claims is typically

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“These significant savings, along with the increased productivity, will ultimately increase a businesses profitability which can be reinvested into the business and their employees”.

Industry data for this article provided by Bradley J. Pint, ARM, Risk Manager, Moores Insurance Management, St. Paul Minnesota



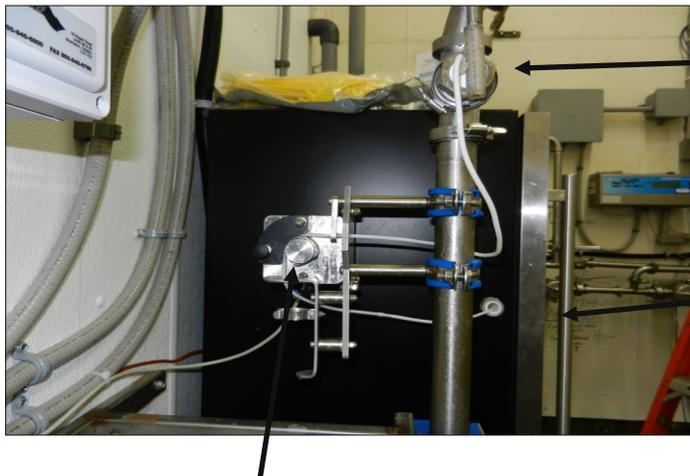
about 4.5 times more than the total Direct Costs of a claim (which means the average total cost per claim - direct and indirect would be \$ 64,000/claim). This means that the Total Claims Cost to an organization over a year, resulting from work related claims, could be a staggering \$ 640,000. If there is a serious injury or death claim, then these costs increase significantly.

Incorporating QMI's Tanker Truck Fitting into your current and future truck fleet is a strategic investment in the future profitability of your business. Eliminating the need for drivers to climb up and down the truck ladder on a daily basis will significantly reduce the risk of injury and loss, lowering the overall number and cost of work related claims. Driver productivity increases, not only because there are fewer claims but now drivers no longer need to climb the truck ladders to obtain their samples. Drivers simply walk to the side or back of the truck and obtain the sample through the QMI Tanker Truck Fitting. Assuming a business has a fleet of 20 tanker trucks and the one-time cost to incorporate the QMI Tanker Truck Fitting onto each truck is about \$ 1,500, the total one-time cost for that business is about \$ 30,000. Assuming the total number of annual claims are reduced by 50% by utilizing the Tanker Truck Fitting device, the savings per average claim, in Direct Claims Cost would be approximately \$ 7,000 per claim (or \$ 70,000 annually). The annual savings to an organization in their Total Claims Costs (direct and indirect) would be approximately \$ 320,000. These significant savings, along with the increased productivity, will ultimately increase a businesses profitability which can be reinvested into the business and their employees. A win-win for everyone!

QMI® Aseptic Sampling System for Farm Direct Load Sampling Installed with Conflow Technologies and Piper Systems Peristaltic Pump

Conflow Technologies, Inc. is a company based in Canada that developed the first National Type Evaluation Program (NTEP) approved for direct load systems. This approval means that their system is approved for custody transfer of milk by Weights and Measures throughout the United States. With an installed base throughout the Eastern U.S., they recently teamed up with Piper Systems, a manufacturer of a rugged stainless steel peristaltic pump, and QMI, manufacturer of the QMI® Aseptic Sampling System. The Conflow system integrates ratio based sampling to ensure a representative raw milk sample. The sample bags are stored in a refrigerator with automatic temperature monitoring.

Comment from Nancy Kane of Riverview Dairy Farms in Enosburg, Vermont: “Since the installation of the QMI sampler with The Conflow Direct Load System control, we have found our samples to be much more consistent.”



QMI® Sampler with Piper Peristaltic Pump.

QMI® Composite Sampling Bag Assembly (bag not shown) in refrigerator.

Piper Systems Peristaltic Pump

QMI Aseptic Sampler (7027) and QMI Tri-Clamp End Cap (2400) clamped onto a short T



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2014 Exhibitor Schedule for QMI

Society for Industrial Microbiology (SIMB) - Booth #: 21

July 20-24, 2014

St. Louis, MO

International Association of Food Professionals (IAFP) - Booth #: 550

August 3-6, 2014

Indianapolis, IN

The Water Expo - Booth #: 722

September 16-17, 2014

Miami, FL

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