

# CASE STUDY: **Coblaco Services**

Interview with **Steve Davis, President**

## Situation

Coblaco Services, Inc. is a Colorado-based industrial coating company that has accrued more than 10 million work hours over the past 30 years. Coblaco and its subsidiaries have completed more than 500 projects in the public and private sectors, including major league sports stadiums, power generation plants, food and beverage plants, bridges, and dams. Their facilities and operations are subject to government regulations and they are often required to produce safety credentials in order to bid on large projects.

**“With Hellman & Associates, I’m sure that my employees are safe and my site is compliant, which frees my managers up to focus on building our business and providing quality service to our customers.”**

## Challenge

Coblaco’s workers’ comp mod rate had been steadily increasing at a considerable expense to the company. As a small business, they lacked the budget for a full-time environmental, health and safety (EH&S) position, yet management did not have the time or qualifications to implement a comprehensive program.

**“Hellman & Associates is the only company we found that addresses safety issues before we have a problem – prior to authorities coming on site.”**

## Solution

Coblaco hired Hellman & Associates (H&A) to provide AssuredCompliance™ annual contract services to identify and remedy program gaps and manage their EH&S program. When Coblaco acquired a new company without a safety program, H&A performed an EHS and Department of Transportation (DOT) audit and onboarded new employees to the safety culture H&A has helped cultivate over the past 10 years. In addition, H&A has helped Coblaco compile the credentials and solid safety record required to apply for large-scale projects.

**“We identify companies we want to work with, and H&A helps us set goals and implement training that fulfills their requirements for contractors. We waited nearly four years to get into a major refinery, but with H&A’s help they are now a client.”**

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## Results

- Workers' comp mod rate dropped from 1.39 to 0.67, the lowest in the company's 30-year history.
- Colorado cost containment certification achieved and maintained.
- Reduced accidents in the workplace.
- Achieved buy-in at all levels of the organization with Zero-In on Safety program.
- Able to bid on more and larger projects.

**“H&A’s expertise has helped us reduce injuries, lower insurance premiums, and inculcate a strong safety culture at Coblaco. They’ve guaranteed our compliance and nearly eliminated the possibility of future citations. They also led us through two investigations where their regulatory knowledge proved to be invaluable. We’re a safer company for having them around, and that’s good for our employees and good for our business.”**