

**STAPLES® Advantage**



# Ergonomics

*The TOTAL Solution!*



# Agenda

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- Fellowes Overview
- What is Ergonomics
- Why Ergonomics
- Trends

# Fellowes: Company Overview

- In business for 95 years
- A market leader
  - Record Storage
  - Shredders
  - Binding & Laminating
  - Ergonomics
- Premier designer and manufacturer of affordable workstation ergonomic product solutions



**A FULL SERVICE Ergonomic Resource!**

## Superior Quality

- Designed and Tested for Quality



## Consumer Meaningful Innovation

- Ergonomic merit
- Microban® Antimicrobial Protection
- Wrist Supports with Health-V™
- Comfort Lift System



## Service & Support

- 1-800 Call Support, Web Support
- Field Sales



## Programs

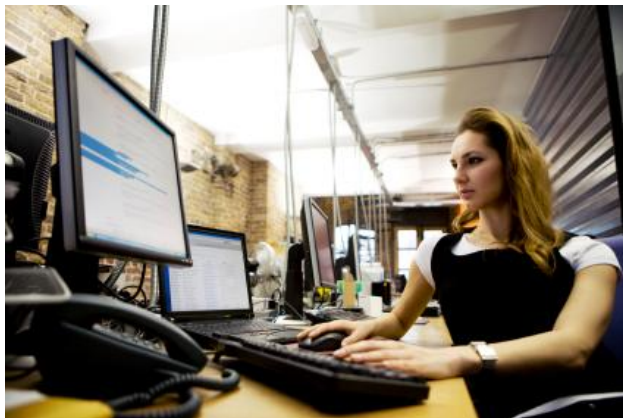
- Workanomics™
- Ergonomic Training



# What is ergonomics?

# What is Ergonomics

- Ergonomics is the science of designing the workplace environment to fit the user
- Make the work fit the person, not the person fit the work.
- Designing the workplace for what people do well, and designing against what people do not do well.
- Making the workplace safe and comfortable.





- Designing the workplace for what people do well, and designing against what people do not do well.

## Fitting The Work To The Person



# Why care about Office Ergonomics?

## **Healthcare Cost Trends:**

- Average lifetime cost of Carpal Tunnel Syndrome (CTS) diagnosis = \$30,000
- CTS cases resulted in the highest median number of lost workdays compared with all injuries and illness combined (27 days in 2006)
- Musculoskeletal disorders (MSDs) account for \$20 Billion in direct and \$100 Billion in indirect costs
  - ✓ MSDs represent 34% of all lost- workday injuries and costs
  - ✓ \$1 of every \$3 spent for worker's compensation
- A large study of office workers concluded that minor aches and pains cost U.S. businesses over \$61 Billion in lost productivity each year.



Source: US Department of Labor, Bureau of Labor Statistics, American Medical Association



# Why care about Office Ergonomics?

## **Employer Trends:**

- Employers pay almost \$1 Billion per WEEK in direct costs related to workers' compensation.\*
- Indirect costs surpass the \$1 billion to a tune of \$4 billion per WEEK!\*
- 45% of cases that required days away from work due to injury were office personnel.\*\*
- The effect of a bad economy and layoffs:
  - ✓ Staff reduction
  - ✓ Resource cut backs
  - ✓ Increase rate on workers' compensation (during high unemployment)

\*National Safety Council 1/2011

\*\* BLS – 2007

## Telecommuting / Hoteling:

- 45% of the US workforce holds a job that is compatible with at least part-time telework\*
- The typical telecommuter is a 49-year-old, college educated, salaried, non-union employee in a management or professional role, earning \$58,000 a year at a company with more than 100 employees.\*
- Based on current trends, regular telecommuters will total 4.9 million by 2016, a 69% increase from the current level.\*
- In larger companies 15% of workers work offsite, 72% of workers in small companies\*\*

\*<http://www.workshifting.com/downloads/downloads/Telework-Trends-US.pdf>, "The State of Telework in the U.S." June 2011.

\*\* Wall Street Journal April 2012

## **Successful Proactive Ergonomic Initiative Results:**

- Reduced Work-related Musculoskeletal Disorders (WMSD) by 80%
- WMSD rate down 79%
- Workers' compensation costs down 70%
- Incidence rated down 58%
- Productivity up 88%
- Recordable incidents and WMSD incidents down 100%

## Health and Wellness:

- Healthcare and social assistance topped the industry growth charts this year with second quarter revenue of **\$452.5 billion, up 3%** from the previous quarter.\*
- \$1 billion of the government's Recovery Act budget will be used specifically for prevention and wellness programs.\*\*
- 94% of ErgoExpo attendees reported that their company will be spending the same or more on ergonomics and safety products in 2012.\*\*\*
  - ✓ 30% indicated they will **increase** ergonomics spending.\*\*\*

\* "2010 Trends." *Entrepreneur*. Accessed 21 June, 2010.

\*\* "Prevention is Better Than Cure." *24-7 Press Release*. 1 Jan. 2009

\*\*\*"National Ergonomics Conference and Expo Reaches 96% Exhibitor Renewal Rate; New 2012 Dates Announced: Dec. 4 – 7", Marketwatch.com, March 2012..

# The Total Ergonomic Solution

	<b><u>Also Need...</u></b>
<b>Back Supports</b>	<b>Foot Support, Keyboard Tray with Microban® antimicrobial protection, Foot Support</b>
<b>Keyboard Trays</b>	<b>Foot Support, In Line Document Holder, Privacy Filter, Back Support</b>
<b>Foot Support</b>	<b>Back Support, Keyboard Tray with Microban® antimicrobial protection</b>
<b>Monitor Riser</b>	<b>Document Holder, Keyboard Tray with Microban® antimicrobial protection</b>
<b>Laptop Riser</b>	<b>Document Holder, Keyboard and Mouse with Microban® antimicrobial protection</b>
<b>Wrist Support w/Microban®</b>	<b>Keyboard and Mouse with Microban® antimicrobial protection</b>
<b>Mousepad</b>	<b>Mousepad/Wrist Rest with Microban® antimicrobial protection or Gliding Palm Support with Microban® antimicrobial protection</b>
<b>Keyboard</b>	<b>Keyboard Wrist Rest with Microban® antimicrobial protection</b>
<b>Mouse</b>	<b>Mousepad/Wrist Rest with Microban® antimicrobial protection</b>
<b>Monitor</b>	<b>Monitor Riser, Monitor Arm (single or dual), Keyboard and Mouse with Microban® antimicrobial protection</b>

# Ergonomic Standards List



## Recommended Ergonomic Products Standards List

Staples Item #	Fellowes Item #	Product Description	Notes	Staples Stocked	Staples Sell Price
Keyboard Trays					
690336	8035901	Professional Series Corner Executive Keyboard Tray	To position keyboard & mouse closer and lower to the body to insure neutral posture to minimize CTS.	x	
646404	8036101	Professional Series Executive Keyboard Tray		x	
Copyholders					
565353	8033201	Office Suites™ Desktop Copyholder With Memo Board	To avoid neck flexion, reduce extreme neck rotation, repetitive eye movement and trunk rotation.	x	
744196	8039401	Professional Series In-Line Document Holder		x	
Monitor Risers					
821440	8020101	Smart Suites™ Corner Monitor Riser	For monitor users to minimize neck flexion.	x	
690401	8037401	Professional Series Flat Panel Workstation		x	
Laptop Risers					
821441	8030401	Laptop GoRiser™	For laptop users to minimize neck flexion.	x	
644907	8036701	Office Suites™ Laptop Riser Plus		x	
Back Supports					
683665	8037601	Professional Series Back Support	To provide support for the back and minimize slouching.	x	
892412	9190001	Heat and Soothe Back Support		x	
Foot Supports					
900175	8024501	Foot Rocker with Microban® Protection	To eliminate dangling legs, keep knees above hips and increase circulation.	x	
810965	8030901	Climate Control Foot Rest		x	
810965	8032201	Office Suites™ Adjustable Footrest		x	
Machine Stands					
321036	91781	Premium CPU Stand		x	
565257	8032601	Office Suites™ Printer Stand		x	
Monitor Enhancers					
723037	4800301	17.0" Laptop/Flat Panel Privacy Filter	To reduce glare, enhance image quality, reduce eye strain and increase security with privacy filters which reduce the chance of unwanted viewing of information by nearby visitor's	x	
723044	4800501	19.0" Laptop/Flat Panel Privacy Filter		x	
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Wrist Support / Keyboard					
747842	9182801	Keyboard Palm Support with Microban® Protection - Fabric, Memory Foam	For use with keyboard & minimize contact stress	x	
821472	9183101	Keyboard Palm Support with Microban® Protection - Clear, Gel		x	
Wrist Support / Mousepad					
744189	9180301	Gliding Palm Support with Microban® Protection - Fabric, Memory Foam	For use with mouse & minimize contact stress	x	
821471	9180601	Gliding Palm Support with Microban® Protection - Clear, Gel		x	
744187	9180901	Mouse Pad / Wrist Support with Microban® Protection - Leatherette, Memory Foam		x	
744188	9181201	Mouse Pad / Wrist Support with Microban® Protection - Fabric, Memory Foam		x	
412140	9184001	Mouse Pad / Wrist Support with Microban® Protection - Fabric, Memory Foam			



# Ergonomics

*The TOTAL Solution!*

# Thank You!