

Efficient, Economical Employee Safety Monitoring

CUSTOMER SPOTLIGHT // CONSTRUCTION



**BAYSHORE CONCRETE
PRODUCTS**

SKANSKA

Early Morning Calls

It was 3 AM in the morning when Jim Gray's [Safety Director, Skanska USA Civil, Bayshore Concrete] phone rang, waking him up from a deep sleep. He reached over and answered,

"Mr. Gray, this is Tina from Loner 24/7 monitoring services. We have received an emergency alert from one of your employees at the Cape Charles worksite."

Mr. Gray proceeded to confirm the alarm and log onto his laptop. Within three minutes, he had located the employee using the Loner Portal web application and contacted him via cell phone. The planned drill was a complete success.

Customer Background

Facing uncertain economic times, the heavy precast, pre-stress concrete industry was challenged by a decline in market demand. Bayshore Concrete Products, unwilling to be overcome by external market forces, began looking for new and innovative ways to cut back on man power.

The obstacle Bayshore Concrete faced in its mission to optimize labor was how to permit a single employee to work the graveyard shift alone without creating a risk that he or she could become injured or incapacitated and not be discovered until the following day.

Spearheaded by Bayshore's Vice President of Finance, John Chandler, the search for a solution lead to a Canadian company called Blackline GPS, specializing in wireless location technology. Blackline's premier safety monitoring product, Loner GPS was a person-worn safety device that would monitor employee safety automatically and instantly transmit emergency alerts wirelessly to monitoring personnel or management via email, text message, or web interface.



Challenges

- » Employing a buddy system for safety monitoring for two or three shifts daily was not economical.
- » Bayshore Concrete's commitment to employee safety must not be compromised as a result of safety management optimizations.
- » Employees working alone in the plant or remote areas of the site may not be discovered until the next shift began.

Solution

- » Loner GPS was deployed to employees along with a cell phone.
- » Loner 24/7 Monitoring services were employed to respond to emergency alerts.
- » Additional comprehensive training was provided by Bayshore Concrete to ensure that employees had mastered the use of their Loner devices.
- » Employees with a safety alert are contacted immediately by monitoring personnel.
- » Verified alerts are escalated and quickly passed to plant supervisors who can quickly respond.

Benefits

- » Provides employees and supervisors with peace-of-mind.
- » Allows Bayshore Concrete to deploy lone employees while minimizing the risk that an emergency will go undetected.
- » Keeps employees in contact with responders even if they become incapacitated.

blacklinegps

Solution Loner GPS

Similar in size to a pager, Loner GPS can be clipped onto a belt. Employees using the device can manually signal an incident or duress by pressing the emergency button. Additionally, upon detecting lack-of-motion for a pre-determined amount of time, Loner GPS acts as a man-down alert, notifying responders that the user has become completely inactive.

To ensure that emergencies would receive the best possible response, Bayshore elected to implement Blackline GPS' Loner 24/7 monitoring service. All alerts signalled would be passed to Blackline monitoring personnel who would follow up immediately and escalate the alert to a supervisor or emergency responders if need be. With emergency personnel only a phone call away and responders close by we have given our employees and management greater peace-of-mind.

"Of all the solutions that we reviewed, Loner provided the functionality that we were looking for."

• *Jim Gray, Safety Director, Bayshore Concrete Products*

The Future: Loner SMD

Blackline GPS has released a new suite of employee safety monitoring products loaded with a variety of valuable features including automatic True Fall Detection®, silent duress alerting, configurable automated one-button check-in, and more.

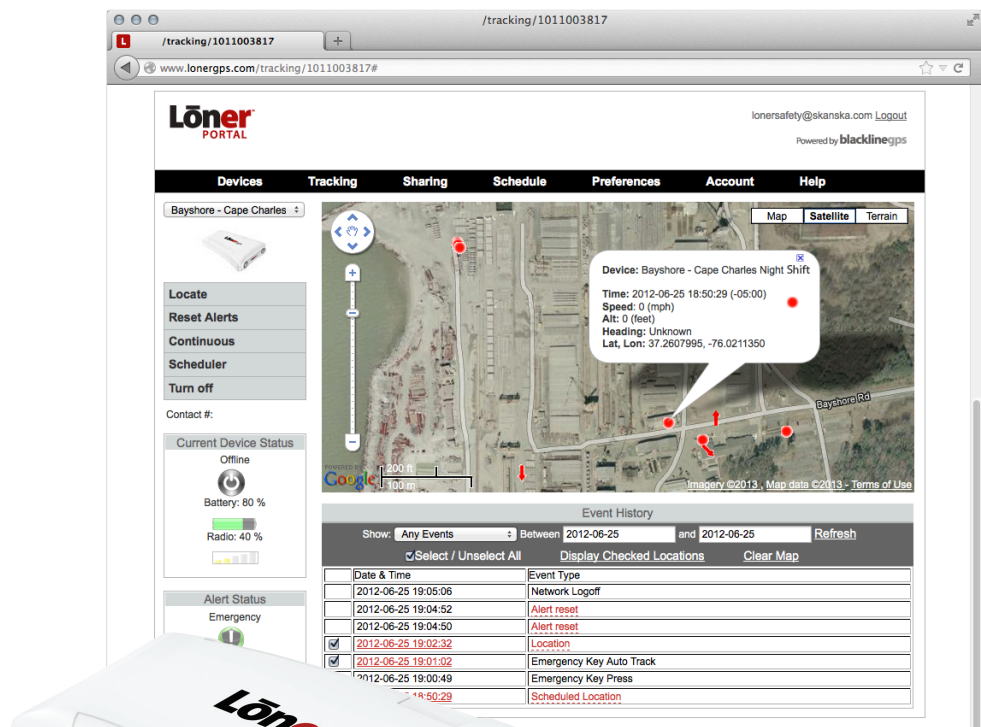
May 2013 will mark the newest Loner innovation called AntHill. Integrating with the Loner SMD, AntHill will provide sophisticated indoor location and safety monitoring anywhere within a facility.

"With Loner SMD and AntHill, employers will be able to respond faster and more effectively than ever to employees located within facilities. This technology is going to revolutionize workplace safety monitoring," said Yves Carrier, Regional Sales Manager at Blackline GPS.

"With Loner SMD and indoor safety monitoring, employers will be able to respond faster and more effectively than ever to personnel located within facilities. This technology is going to revolutionize workplace safety monitoring."

• *Yves Carrier*

Regional Sales Manager, Blackline GPS



A night shift at Bayshore Concrete



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