

## Why Buy My Books

I designed these books to be a convenient solution to two main problems – meeting OSHA requirements & meeting Operator Requirements. So far, many companies have agreed with me. If you are still considering the books think about this;

1. OSHA and the Workers Compensation laws expect that companies will provide a “**New Employee Orientation**” and that there will be a safety component to it. In fact, if you have a new employee who has an accident and he has not yet undergone safety training, the company could be facing some liability issues. There might also be some legal issues. This is why Oil & Gas Producers typically require a “New Employee Orientation”. These books would help you be in 100% of compliance with legal requirements.
2. **Meeting Compliance Obligations Cost-Effectively.** It is difficult to meet all of your compliance objectives in today’s over-regulated workplace. These books help you do that with minimal costs. Lets do the math;

3<sup>rd</sup> party safety training x 16 hours cost = @ \$2,400.00  
Employee wages x minimum 10 students = @ \$1,600.00 (est \$10 per hour each)  
Lost productivity for the company = @ \$2,400.00 (under-estimated)

**Total projected safety training costs = \$6,400.00**

Multiply that number x your turnover rate and you get a very large number. The ‘Oilfield Safety Training’ Workbook costs just about \$26.50 each. You can offer the OST Workbook to the employee to complete it **before** hiring him and base your decision to hire partly on his answers. He will be in compliance on his first day on the job and you paid a minimal amount for his safety training.

3. **Employee Boredom.** Most employees hate coming to 2 days of safety training. Because of this they avoid showing up. Some are disruptive in the class and if you don’t get every employee trained you must schedule another class to be 100% in compliance.
4. Use your regularly scheduled safety meetings to re-enforce the training provided in the OST Workbooks. **Spend your time being more effective** at pin-pointing problem areas this way.

Your company would greatly benefit by the use of the **RST** (Roughneck Safety Training) Workbook, or the **OST** (Oilfield Safety Training) Workbook. One added benefit is that employees who use these books report that they become engrossed in the reading & they like doing it at their own pace. The test answers I have seen so far have been well thought out.