



## OVERVIEW

# MARINE MANUFACTURING

### INDUSTRY CHALLENGES



360° protection where matting is not possible



Repetitive manual tasks or working in awkward positions



Obstruction in cart movement, due to matting



High movement area for foot impact

### COMPANY CHALLENGES



Aging workforce



Increasing healthcare costs due to MSD's & slips, trips and falls



Ineffective Anti-Fatigue Solution

### ASSESSING THE FACILITY

#### CONVERSATIONAL TRIGGERS - Gauge through discussions

- Absenteeism and injury claims: Back, knee or foot pain
- High maintenance cost due to risk of curling due to high movement of carts
- Matting is expensive to install and replace
- Slips, trips and fall incidents due to matting
- Unhappy with competing insole brands
- Increasing Healthcare Costs

#### VISUAL TRIGGERS - Gauge through inspection

- Total facility area vs protected by Anti-Fatigue Matting
- High movement areas causing intense foot impact - climbing ladders, stepping on and off platforms with heavy material
- Workers standing/walking on hard surface (i.e. Cement and Concrete) for long periods
- Worker doing repetitive task with awkward and static postures
- Cart movement obstruction, leading to increased matting wear & tear, thereby increasing risk of slips, trips & falls
- Highly mobile workforce with aging workers

## INTRODUCING MEGACOMFORT SOLUTIONS

### 1) Create Awareness

MEGAComfort Insoles and Orthotics provides protection from potential injuries and accidents, reducing absenteeism and healthcare costs

- Decreases safety hazards such as slips, trips, and falls that cause sprains, strains
  - Clinically proven and field tested to Reduce muscle fatigue and foot, knee and back pain
  - Implementation, maintenance, cleaning, and replacement is fast, simple, and affordable
  - 360-degree protection for employees across the entire facility
  - Available through vending machines, shoe mobiles, retail stores and online
- Collateral to be used: White Paper, Sell Sheet

### 2) Generate Interest

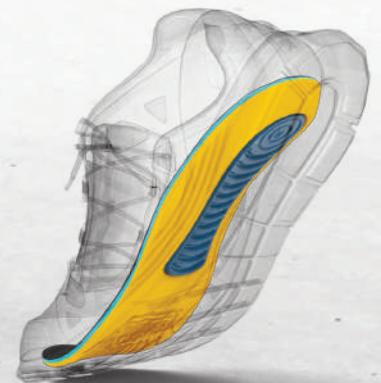
Once, the what is established, demonstrate the 'how'

- [Pain Calculator](#) to estimate potential injury cost vs cost savings for the facility,
- [MSD and Aging Workforce rates in U.S.A](#)
- Business Case Study
- 7 Ways MEGAComfort Fits in every Budget
- Wear Test Trial

### 3) Closing

Collateral to be used: Product Catalogue Sheet

Download Resources: [megacomfort.com/resources](https://megacomfort.com/resources)



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