Case Study: Price Chopper Distribution Center
Schenectady, NY
950 employees working 24/7

Despite having an impressive onsite medical clinic, the Price Chopper Distribution Center (PCDC) was still searching for help with their musculoskeletal disorders. That’s when they contacted The Industrial Athlete, Inc (TIA). After multiple discussions and meetings, a formal agreement was established for TIA to provide one full-time Industrial Medicine Specialist (IMS) at the PCDC with three primary goals:

1. Decrease DART rate.
2. Decrease off-site clinic visits.
3. Provide a Return on Investment (ROI).

TIA was able to make an immediate impact on all 3 goals by providing onsite services, such as
- Medical management
- Treatment & rehabilitation
- Annual safety/ergonomics training
- 3-year worksite ergonomics plan
- Job coaching
- Ergonomics
- Injury triage & treatment
- CPR/AED/1st Aid training & certification

The results based on the 3 goals listed above demonstrate significant accomplishments:
1. DART rate of 6.5, which represents a 64% decrease.
2. Cost avoidance over $300,000 per year (on average).
3. ROI of $6 for every $1 invested into the program.

*It’s important to note that within the 1st year the PCDC realized the TIA program to be so successful that the PCDC wanted a 2nd IMS and thereby eliminated the onsite medical facility – resulting in an immediate costs savings of $500,000! The PCDC realized that the onsite medical facility wasn’t focused on prevention or providing onsite treatment because in their model (the Traditional Health Care model) the healthcare system makes their money by billing insurance once an injury occurs, which is a reactive approach. With TIA, our true focus is on prevention, plus we will never bill insurance as we charge a flat-rate fee directly to the company and that fee covers all of the services our clients request.*

“The Industrial Athlete’s impact has been immeasurable! In addition to the many medical injuries that were prevented from turning into a worker’s comp claim, I believe you have also helped people feel better both physically and mentally at work.”

*HR Manager at PCDC*