

# Real Estate Journal

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## A.J. Martini leads the construction industry in safety

**WINCHESTER, MA** Effective July 2006, all construction workers on public projects in the Common-



**Steven Edsall**

wealth will have had to complete a 10-hour mandatory, OSHA approved safety-training program.

A.J. Martini, Inc. is not concerned. In 2004, the firm achieved OSHA's CHASE Blue Level Status for safety excellence becoming one of only three contractors in Massachusetts to receive the award, OSHA's highest. While working predominantly in the private sector, Martini undertook OSHA's challenge to meet their comprehensive and rigorous CHASE program requirements.

CHASE was founded in 1998 when the Associated General Contractors of America (AGC) and the Occupational Safety and Health Administration (OSHA) signed a partnership charter that mutually recognized the importance of providing a safe and healthful work environment. This partnership charter resulted in CHASE, Construction Health and Safety Excellence. The purpose was to increase



**Channel Center, South Boston**

and recognize the number of contractors who both implement effective safety and health programs and who provide effective training for management, supervisors and employees.

Specifically, CHASE seeks to reduce by 3% annually the number of injuries, illnesses, and fatalities affecting participant contractors with an emphasis on reducing injuries and fatalities resulting from those hazards that are the four leading causes of death on construction sites (falls, struck-by, caught in/between and electrocutions).

The top level, BLUE, is open to only those companies whose achievements in the area of worksite safety are outstanding. Acceptance into the BLUE level requires a comprehensive onsite

qualifying inspection on at least one active job site.

Applicants seeking BLUE Status must meet comprehensive written safety and health OSHA program standards while ensuring that written, site-specific, safety and health plans are used by all contractors on their projects. Participants must also agree to serve as mentor for subcontractors on their projects who have yet to achieve the same safety and health plan level. Finally, they must assign one individual with training equivalent to OSHA's 30-Hour Construction Outreach Course and 5 years construction experience to oversee the program.

Bill Aalerud, company president explained Martini's approach,

"Clearly, the safety of our personnel remains our first priority and we have had an excellent safety record for many years. But we work hard at it. Our Safety Manager, Steve Edsall, has been an industry leader in the creation of a rigorous program to educate and enforce safety on our job sites. We also recognize that a safe site is an efficient site, resulting in a better quality product. Our clients would demand nothing less."

Clearly safety was no small issue on Martini's largest project on record, the Channel Center, an award-winning \$53 million mixed-use development in South Boston. Martini's superior safety record and excellent insurance modification factor, effectively saved money for their client, Beacon Capital Partners, while meeting their high expectation for safety compliance.

With an annual volume of \$100 million in construction, A.J. Martini intends to continue to pursue the highest level of safety in the industry. Safety manager, Steven Edsall commented on his program's success, "We love the motto, 'Safety is no Accident' because in practice it requires vigilance, a quality program that is consistently enforced and a genuine commitment to our client's projects."