

# TSI Exterior Wall Systems, Inc.

**Award winning company-wide focus on a strong safety culture at work**

**"I am extremely proud of the safety culture and reputation for craftsmanship we have at TSI."**

Victor Cornellier, President, TSI Exterior Wall Systems, Inc.

**TSI's Safety Highlights:**

- Management commitment to safety
- Full-time safety supervisor
- Comprehensive drug testing program
- Formalized safety program
- Participates in the Alternative Dispute Resolution program (ADR)

TSI Exterior Wall Systems  
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It starts with their safety culture motto: "Do it safe, do it once, do it right." That simple message has served TSI Exterior Wall Systems, of Landover, Maryland, and its 125 employees well since it was established in 1977. TSI has grown to become one of the largest building envelope/glass and glazing companies in the Baltimore/Washington D.C. area. Local landmark TSI projects include: Gaylord Hotel and Convention Center, FedEx Field, Nationals Stadium and the Capitol One headquarters.

IWIF, and TSI's insurance agent partner Atlantic Risk Management were proud to recently present a 2010 "Safety Saves With IWIF Premier Partnership Award" to TSI. This prestigious award is based on the company's exceptional loss experience and its management and employees' commitment to workplace safety.

"IWIF strongly believes that all our customers benefit from workplace safety, and we are proud to recognize and celebrate some outstanding organizations for their efforts in providing a safe workplace," stated Joe Gillian, IWIF Director of Loss Control.

Robert Reigel, TSI's Safety Supervisor, highlights their commitment to safety this way: "Starting on their first day of work with comprehensive safety training for all our newly hired employees to ongoing training throughout the year, you had better believe we stress safety through all phases of our projects. It's the culture of safety and craftsmanship we have here at TSI."

Julie O'Connor, Vice President of Atlantic Risk Management Corp. and the agent for TSI, has also helped TSI promote the importance of safety. She has conducted employee training on the value of a low e-mod for TSI in regards to profitability and obtaining project contracts and work from larger general contractors.

TSI is a strong supporter of the Iron Worker International Union and the Iron Worker Management Progressive Action Cooperative Trust (IMPACT) program. In addition, TSI follows the Federal Acquisition Regulation, or "FAR" program, for business ethics certification based on a commitment to non-discriminatory employment, business ethics, and workplace safety. TSI also

participates in the Collectively Bargained Workers' Compensation and ADR program. This is a comprehensive benefits and advocate program that helps a union worker if he is injured on the job.

Victor Cornellier, founder and President of TSI, summed it up: "Relationships are the foundation for success and we take pride in standing behind our commitments. The clients of TSI receive an exceptional finished product and a resource for the future. And the employees of TSI are focused on working safely while doing a great job for our clients."

Pictured L-R:  
Julie O'Connor, CIC, Executive Vice President, Atlantic Risk Management Corp.

Victor Cornellier, President, TSI Exterior Wall Systems, Inc.

Robert Reigel, Safety Supervisor, TSI

Joe Gillian, Director of Loss Control, IWIF

Mary Ann Marbury, CIC, President, Atlantic Risk Management Corp.



**POLICYHOLDER**

**AGENT & IWIF**

3-Point Partnership Committed to Building a Successful Workers' Comp Savings and Safety Relationship