

## Independent IRS Study Findings

*This study, conducted independently by the IRS, confirmed what ergonomic experts and physical therapists have been saying for many years:*

- *Worker productivity decreases significantly as the workday progresses*
- *Ergonomic Seating can have a measurable impact on worker productivity*
- *BodyBilt Seating, an industry leader in ergonomic seating, offers ergonomic solutions to your diverse workforce, with an impressive ROI*



# BODYBILT®



## ergoGENESIS™

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# BODYBILT®

## Increased Productivity Documentation

Examining The Effects of BodyBilt Seating on Worker Output



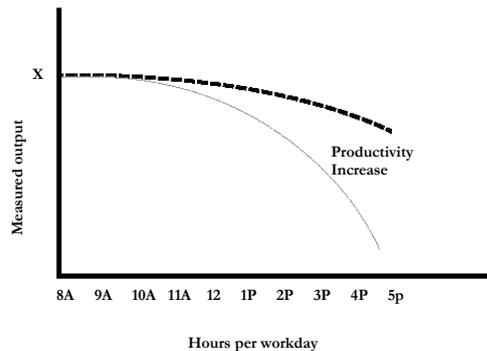
An Independent Study  
Conducted by the

Internal Revenue Service

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**FINDING ONE:  
As The Day Progresses,  
Productivity Falls**



This is a rough description of what happens as the workday progresses. The bottom line represents the worker's productivity using normal circumstances, while the top line represents the worker's productivity using ergonomic furniture and equipment. Whatever the worker's measured output is, it is at its peak at the beginning of the day (allowing for a certain amount of "getting started" momentum), when the employee has the most energy, etc.

As the day wears on, his or her productivity declines until they leave worn out at the end of the day. Ergonomic equipment enhances productivity by slowing that decline in productivity, which gives you an average increase in output throughout the day. Increased output usually translates to increased dollars, and the payback on the ergonomic equipment can be figured accordingly.

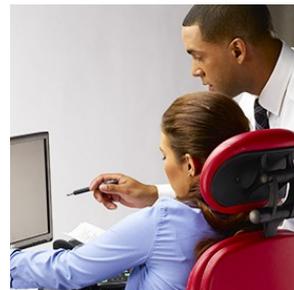
**FINDING TWO:  
Sitting In A BodyBilt Chair Reduces  
Fatigue, Increases Productivity**

As a means of proving [to the IRS] that a properly designed and adjusted ergonomic chair could make a substantial difference in worker productivity, a test was initiated by the Industrial Engineering Staff at the Internal Revenue Service's Austin Service Center. The operator in each case was a data entry operator on permanent staff, well-experienced in his/her job function. Production histories for each employee were available, measured in terms of documents per hour.

In two separate studies, only the chair was replaced in two distinct units, with all other production criteria remaining consistent. The test was to determine only the chair's contribution to production for a particular test week (40-hour week). Performance during the test week was compared to the average production from prior weeks.

**Productivity Increased 8%  
Using BodyBilt Chairs**

The test results showed an average increase in productivity of eight percent (8%).



**Data Source:**

**Increased Productivity Documentation,  
study conducted by the IRS**

**FINDING THREE:  
BodyBilt Chairs May Reduce  
Sick Leave**

While a portion of this improvement in production was possibly due to some increase in the production rate, each operator expressed the opinion that a good portion of the increase was due to the operator being more comfortable [in their seated posture], thereby being able to produce for longer periods without the need to move around, take a break, etc. Comfort and ease of adjustment to fit different anatomies were important contributions to increased production. Although an eight percent (8%) improvement in overall productivity is significant considering the number of employees that accomplish data entry, the actual increase may be higher yet.

**Sick Leave Reduction Expected**

In this career field, 5.21% of total direct hours are used as sick leave. Of that total, approximately forty percent (40%) of sick leave is attributable to neck, shoulder, and back discomfort. We expect sick leave for this type of ailment to be reduced during this next year [due to our purchase of the BodyBilt chair].

**For more information, contact:  
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