

# Midlands Business Journal

DECEMBER 1, 2006

THE WEEKLY BUSINESS PAPER OF GREATER OMAHA, LINCOLN AND COUNCIL BLUFFS

VOL. 33 NO. 48

## Occupational Testing and Performance Center adds locations as sales increase

by Ellen Grady

Sales have doubled each year since Chad Vacek opened the Occupational Testing and Performance Center in April 2004.

As sales have grown, with more insurance brokers recommending Vacek's services to clients, the business has expanded. In the past year, Vacek opened two additional testing centers in Omaha and Lincoln, added services with new testing equipment and hired a director of business development to handle new accounts.

"We've had slow, steady growth," Vacek said. "We're right where we want to be."

Utilizing medical, strength and fitness testing, OTPC determines whether new employees are physically capable of performing a job. Vacek said his tests save employers money.

"There's a financial benefit for companies to avoid injuring workers by starting with someone who can do the job," he said.

New hires are tested on 28 physical parameters, which include

body fat percentage, range of motion, strength in muscles, and joints and lifting capability. Employers receive a profile that helps them match a worker's physical abilities with job demands. That helps them sidestep harmful situations.

"It's much easier to prevent injuries than to try to fix someone once they severely hurt their body," Vacek said.

Vacek opened his first testing center two and a half years ago at 84th and F streets. In January of this year, he added testing facilities at two existing physical therapy clinics in Omaha and Lincoln. Around the same time, he purchased two large pieces of testing equipment that en-



**President Chad Vacek performs a test for arm strength on Kimberly Anderson, director of business development ... The insurance industry recommends clients to the company to test new hires, which decreases worker's compensation costs and helps match employees to the physical demands of specific jobs.**

abled him to offer more comprehensive services, including pulmonary and respiration fitness testing.

Because post-hire physical testing can decrease workers' compensation claims, a growing number of insurance brokers are recommending Vacek's services to their clients.

"The insurance industry is getting on the bandwagon to help us grow," he said. "We have brokers helping us educate companies on our services."

Vacek said one of the greatest challenges he faces is helping employers understand that if they spend money on preventative services, they will see a return on their investment.

"Most people feel there's nothing they can do on worker's compensation costs. We show them that in the long run, they'll see their insurance go down, because their injuries go down."

Employers who use OTPC's post-hire testing receive a detailed

analysis of their company's job requirements.

"We provide personalized service," Vacek said. "We help companies rewrite their policies and job descriptions."

Some employers write job descriptions without having a precise idea of the physical demands of a job, Vacek said. His team weighs the actual items that a worker must lift or carry, providing employers with an accurate figure they can include in their requirements.

Ever since Vacek opened his center, he and his staff have conducted over 20,000 post-hire tests for clients, such as Builders Supply Company, Certified Transmissions, the city of Bellevue and Papillion LaVista public schools. In addition to producing physical capacity profiles, OTPC offers hearing and drug test-

ing, as well as return-to-duty testing, which helps determine whether an injured worker is able to return to their job.

Employers are not the only ones who receive beneficial information from physical capacity profiling.

"We have a ton of people come out of the clinic with an idea of what they can and can't do," Vacek said, adding that test results can help steer potential employees toward the right career.

Both Vacek and his wife have degrees from Creighton University in occupational therapy. After college, Vacek ran a physical therapy and medical equipment company. After he met an orthopedic surgeon from Salina, Kan., who was developing physical capacity profile testing, he and his wife decided to open OTPC. Since opening the center, Vacek said one major difference has set his company apart from other physical and occupational therapy companies.

"Most clinics want to see employees after they're injured," Vacek said. "We want to see people before they're injured."

With his increase in services and new locations, Vacek believes he will once again double his sales over the next year. He plans to continue running physical capability tests and offer more fit for duty testing. The tests indicate the strength and weakness of employees, and helps employers develop health and wellness programs. Vacek remains committed to offering the most current and comprehensive occupational testing services.

"We're constantly looking at what we're going to do to update or upgrade," he said.

*Reprinted with permission  
from the publisher of MBJ Inc.  
from the December 1, 2006 issue of the  
Midlands Business Journal*

*This permission is for photo and article reproduction only. Under no circumstances, because of spamming and other issues, will permission be granted to transmit our stories by e-mail or post to a Web site.*