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James (Jamie) Orrange, OTR
BUFFALO ERGONOMICS &
REHAB SERVICES



 **DUNLOP**

A Partnership That Works

Three years ago, Jamie Orrange opened Buffalo Ergonomics & Rehab Services to serve industrial clients in the greater Buffalo, New York area. WorkWell Systems played an important role in Jamie's decision to start his own practice.

“I had exposure to WorkWell while working in a hospital-based clinic,” said Jamie. “I have always been impressed by the professionalism and support provided by the WorkWell staff.”

“So when I opened my practice, it was only natural that I continue the relationship established with WorkWell. When you're in business and on your own, you need professional clinical support that you can count on. You need people whose opinions you can trust. WorkWell Systems and its staff have always been there when I needed them.”

Today, Buffalo Ergonomics and Rehab has grown to employ 3 occupational therapists, 2 full-time and one part-time. An ergonomic engineer is also under contract. 60 percent of the clinical practice is engaged in industrial rehab, primarily conducting functional capacity evaluations (FCEs) and work conditioning. The balance of the practice is delivering education programs, providing functional job description consultation and ergonomic evaluations. The company serves six major local manufacturers as industrial clients. Billable services have increased by 32 percent over the past year and worksite services now account for 40 percent of the practice, up from 15 percent.

The WorkWell Systems approach to FCEs, Functional Job Descriptions and Prewrite Screening is an integral part of Jamie's practice that gives him a competitive advantage when talking with potential referring physicians, nurse case managers, and large employers in the area. One of Jamie's biggest industrial clients is the Dunlop-Goodyear plant in Buffalo, representing about 25 percent of his industrial client business.

“I've enjoyed a 5-year professional relationship with Dunlop-Goodyear” said Jamie. “The WorkWell FCE program helped me start this relationship and recently expanded to include WorkWell's Functional Job Descriptions and Prewrite Screening.”

Jamie's successful experience with Dunlop-Goodyear and WorkWell has also opened doors at five other major manufacturers in the Buffalo area, and he's received an invitation to be a featured speaker at The Greater Buffalo Industrial Event, July 2003. “When I decided to start my practice, I looked to the staff at WorkWell for guidance and support,” says Jamie. “I got that and a lot more -WorkWell really helped me build a successful practice. I couldn't have done it without them.”

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