

## NEW WEB ADDRESSES FOR SUMMIT SYSTEMS LTD

Would you kindly note that our web sites are: [ssl.esummit.co.nz](http://ssl.esummit.co.nz)

[www.esummit.co.nz](http://www.esummit.co.nz)

## SUMMIT SYSTEMS LTD MAY NOW OFFER THE SAFETY CO-ORDINATOR CERTIFICATE COURSE

The good news is that we may have a strategic relationship with NZITO that will allow us to have a key role in the development of Safety Co-ordinator Training. This could lead to some huge contracts with large organisations in the future. We will be responsible for developing high quality lesson plans and the ITO will be responsible for the assessment tools and for moderation.

## NEW STANDARD FOR WORKPLACE SAFETY MANAGEMENT

ACC Head Office has now issued a new standard for WSMP. Please note that it contains modifications compared to the former booklet ACC 754.

## LOOKING OUT INSURANCE FOR OSH FINES WILL NO LONGER BE LAWFUL JOB PROTECTION INSURANCE IS OK

The HSE Amendment Act 2001, which becomes law in September 2002, will outlaw the use of insurance for OSH fines. We are able to offer Clients a Health and Safety Protection Insurance (HASPI) that is designed to help employers plan for and meet the costs of getting expert advice, prepare high quality accident reports, complete draft affidavits and brief lawyers if necessary.



Consultant Name \_\_\_\_\_  
Telephone \_\_\_\_\_

All information in this newsletter is to the best of our knowledge true and accurate. No liability is assumed by the author, or publisher, for any losses suffered by any person relying directly or indirectly upon this newsletter. Please call our Head Office for specialist advice.

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*Business Qualifications and Risk Management*

## *News & views from Summit Autumn 2002*

### WE HAVE GOT IT ALL COVERED!

**Most employers** think that they "have got it all covered". They remind us of the Corporate Kings of the railroad business that lost all their wealth. They simply did not realise they were actually in transport. The following is a letter that we send to Managers to enlighten them.



### HIGHLY SPECIALISED SERVICES FROM SUMMIT SYSTEMS 10 STEPS TO PREVENT PROSECUTION AND SAVE MONEY

Thank you for the opportunity to visit with you recently. We can provide a range of highly specialised services for competitive advantage.

#### 1. Specialised audit of Management Systems.

This is similar to an International Safety Rating Systems audit. It takes about 3-4 hours and is designed to find gaps in systems measured against international standards. This work is available at an hourly rate of \$80. We require another hour to process the results in our office. There may be just two other companies in NZ that are competent and experienced in this.

#### 2. Specialised site safety audit for defects and non compliances.

It is normal for us to record 20 serious non compliances in respect to the range of environmental laws for a small site, immediately after a visit by an OSH inspector who found just one. Small sites take 1-2 hours to audit and very large sites could be more than one day. There are only a handful of people in New Zealand that are trained to audit against the full range of environmental law.

Several of the most important areas to cover are related to fire safety regulations and other regulations regarding hazardous goods, electricity and resource management laws. It is common for employers to pay at least twice the premium that they might otherwise pay.

3. Injury prevention training to help achieve major reductions in accidents.

The CEO of ACC recently reported that the best achievements of Accredited Employers were 70% reduction in serious accidents, but the average over all Accredited Employers was about 35%. In other words half of them achieved little or no improvement. Our average is 75% and we have a two hour training course and suggest that not more than 20 attend each session and that they be consecutive. We charge \$30 per person (hourly if for systems).



4. Safety Co-ordinator Certification.

We can offer the Occ Health and Safety Practice unit standards levels 1-4, plus Safety Co-ordinator Certificate of 65 credits. We believe that we are currently the only PTE with the necessary documentation and approvals from NZITO.

5. Safety Representative training and certification.

We have a standard fee of \$140 per person plus \$20 for marking. We can reduce the \$140 to \$120 for groups of two and \$100 for groups of four or more. You may be aware of pending legislation. It is found at [www.osh.dol.govt.nz](http://www.osh.dol.govt.nz) Look at a copy of the consolidated amendment act in draft. Go to section 19 and you will find the detail relating to Safety Rep courses. We have several "off the framework" safety supervisor courses that we have delivered for about 10 years.

6. Highly specialised accident reporting services.

This is for clients who want us to help them avoid prosecutions. We have an accident hotline that we monitor and it has after hour coverage. We give free advice to clients and their employees. This is a most valuable service as employees are now getting prosecutions as well as employers. It is no longer possible to insure against the cost of fines even though it is possible to insure for services and legal advice. We do all the things necessary to provide high level reporting to OSH. We produce a draft affidavit that is signed by all parties, making it extremely difficult for OSH to take a successful prosecution. We find that 90-95% of the time our reports are adopted by OSH.



7. Hazards formalised into detailed safety rules or site safety procedures.

Nearly all large employers have completed a basic hazard analysis, but are not aware that this does not meet legal requirements. It is necessary to complete a compendium (100-200 pages) of safety rules that cover all of the risks relating to each site. Every compendium will be different. It becomes the Safety Laws for the site, personalised and updated yearly. We know this from overseas practice. Most of our OSH and ACC officials do not know this, and are out of step with 150 other countries.

We have up to 100,000 pages of safety rules, about half of them from overseas, plus 1000 codes of practice that we have personally developed for 1000 NZ industries. We have a catalogue that is available and this makes it easy to select the appropriate ones for each site and then refine them.

8. Job task analysis is becoming much more important.

This means ensuring that jobs are analysed in terms of risks. Applicants are interviewed and their health and accident history analysed to ensure that they do not suffer further harm. Unsuitable candidates must be discriminated against to avoid putting them into unsuitable work. We can provide tools and train your staff in the appropriate procedures. This would be at an hourly rate.

9. Human Resource laws (32 Acts) are a huge cost on employers.

There are about 40,000 HR claims per annum and the average employer with five staff is beaten every five years. The normal pay out is \$4000 as it costs \$4000 to go to court plus legal fees. We have a comprehensive management system (\$750 for small sites). It covers the 10 steps in employment law. A top quality contract on its own, is almost guaranteed to fail in court.

10. Health and Safety Protection Insurance.

This is designed for employers who are adamant that they "have got everything covered" and do not want to be bothered about safety laws beyond what they consider to be the minimum. The premiums are structured in much the same way as Fire Safety Insurance with a range of 600% from the best to the worst cost. For low level standards the cover is \$120 per person p.a. and for the very best standards the cover is just \$20 per person p.a.

Would you kindly let us know which of the above you would like us to discuss with you further. We can help large organisations quality for AEP ACC discounts of up to 50%, and the smaller organisations get Workplace Safety Management ACC discounts of up to 20%.

## URGENT AUDITS FOR ALL CLIENTS ARE ESSENTIAL

We bring to your attention the fact that a Client in Ashburton was recently fined due to the fact that he let his system lapse for five years. Please do not pretend that disused safety systems are up to date. The inspector knew where the relevant sections were and the client could not find them.

## JMMIT BUYING GROUP

Now have about 60 members signed up. NB: all Summit members get on board free. Please ensure that you join in time for this year. Contact Summit Buying Ltd at 21 Hands Rd Christchurch.

