

DRUG TESTING FOR STAFF OF CLIENTS

We are now able to offer clients drug testing kits. They will be available in lots of 5 or 10 units. Each unit will be a 5 panel device with a free sterile specimen cup. The panels will test for THC (cannabis), COC (cocaine), OPI (opiates), MAMP (methamphetamines), AMP (amphetamines).

We will provide a staff policy to go on the notice board at no extra charge. It explains that in the event of a serious harm, testing may automatically follow.

The reason for our decision is that we now find that in the case of serious accidents, it appears to be common for the person/s involved to have been on drugs within 24 hours prior to the accident.

It is our recommendation, that in the event of a positive sample, there be an immediate second test at a medical centre or laboratory. If necessary, take the positive victim to a city testing station to reduce the risk of him or her avoiding the giving of evidence in a timely manner.

We have also become aware that it is common in some countries for users to carry specimens of urine from members of their family that do not use drugs. They then substitute the sample, if they can do so, without getting caught.

TRANSIT NZ – SUMMIT SYSTEMS ACCREDITATION APPLIED FOR

We have applied to Transit NZ for official recognition of our OHSIP system as a qualified system for Transit NZ contractors. We have received an interim response that our application appears to be positive and seems likely to get final approval. We had to remind Transit that we offer a number of quality systems and plant operator training. We have also advised Transit that we assist hundreds of contractors.

Consultant Name _____
Telephone/Fax _____
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HEAD OFFICE ADDRESS: 21 Hands Road, Riccarton, Christchurch. 8004
TELEPHONE (03) 338 8820, **AH** (03) 358 3726, **FACSIMILE** (03) 338 8353 **Email:**
 safetynz@xtra.co.nz **Web** www.esummit.co.nz **Mob** 021 257 4418
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Business Qualifications, Accreditation & Compliance Specialists

News & views from Summit Summer 2005

OSH IS NOW “THE WORKPLACE GROUP” BACK TO 1975?

As a measure of “about face”, the Dept of Labour enforcement division has selected the name “The Workplace Group”. We assume that the intention is to soften the image from one of prosecution to that of regulatory control. The other interesting aspect is that the OSH department is now merged back with Labour Relations and Traditional elements of DOL. The model appears to be that which was used prior to 1980.

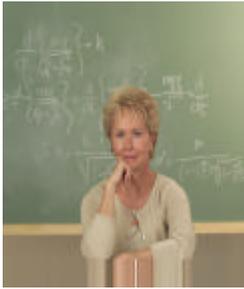


MORE NATIONAL CERTIFICATES APPLIED FOR

Summit has applied for approval to deliver two national certificates relating to Agricultural Contracting, two national certificates relating to Civil Contracting and one national certificate relating to Food Safety.

Since we recently completed our bi-annual external audit with NZQA, we do not expect major problems getting the necessary approvals.

We are also intending to offer a Diploma in Injury Prevention if we can develop a relationship with a local institute that is able to issue Diplomas. If we succeed,



this Diploma will be the only one of its type in the world.

2

OIL YOUR BODY – YOU OIL YOUR MOTORCAR DON'T YOU?

About ten years ago, I was starting to “seize up” with several joints causing me pain. I discussed this with Dr Cedric Hoskins a Summit Consultant and he advised me to take salmon omega 3. He said to study the label carefully and not to accept any ordinary type of omega 3 made from cold water fish. It had to be made from salmon. Fancy a doctor telling me to take fish oil! He told me to take it for about two weeks at a rate of three pills per day and then my pain would be gone. To my surprise it worked. More recently I had a major back injury and tore the cartilage in my hips, making it almost impossible to walk. After trying both conventional and unconventional medicine, I remembered to take a high dosage of omega 3. To my surprise it worked again. A recent news article on TV was about a scientific experiment by scientists of Oxford University involving retarded students at the local County Durham Primary School. The hypothesis was that the brain needs lubrication just the same way as the joints so that the separate parts of the brain can work in unison and communicate quickly. The students were required to take six pills per day for a few weeks. The “dunce” students then went to the top of the class. Believe it or not!

VERY VALUABLE – SUMMIT TENDERING TOOL PROBABLY WORTH THOUSANDS OF DOLLARS

We are offering a free tendering tool to all existing and new clients that agree to have quarterly or six-monthly work and payments.

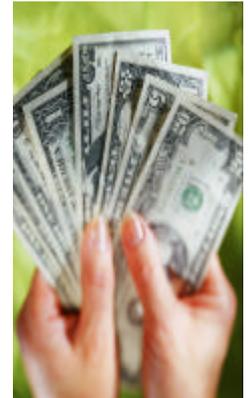
The tendering tool is designed to ensure that you get the best price with an accuracy ratio of approximately 1-2%. We will teach you two new methods to arrive at the correct price (which is usually not the lowest



price).

We cannot emphasise enough, that it is very unwise to make “time and tonnes” calculations or refer to an industry price schedule and then to simply decide on a figure. This is a recipe for failure in the long term as most people arrive at an estimate, then adjust the figure down – to compete. Strangely enough, this is the process that is used by nearly all businesses.

It appears that science and technology do not appear to have any importance in the mindset of many business people.



3

RACF – SPECIAL OFFER TO NEW CLIENTS (CONTRACTORS)

We are now offering contractors who become clients and who spend more than \$3,500 plus GST with us over the first twelve months, FREE first year membership subscription to the RACF. Typically, we offer four qualifications bundled together vis:

- OHSIP or OSHPA for protection against OSH
- TQM/TQS quality assurance system and training
- HR employment system for management of staff
- Platinum ticket for plant operators or construction supervisors.

The qualifications are valuable as they increase business opportunities, reduce risk and at the same time can produce savings in operating costs, compliance costs and ACC. We have letters from clients that confirm significant savings for those businesses that do the systems in a thorough manner. Usually, the savings outweigh the expenditure by approximately three times. Non clients usually find this impossible to believe. Membership with RACF is valuable as it leads to major fuel/oil discounts, significant savings in insurance premiums and special offers for tolls and tyres.

PLATINUM TICKET FOR CONSTRUCTION SUPERVISORS

We are now offering a platinum ticket for Construction Supervisors. This is designed to replace the old construction ticket that was offered by Dept of Labour about 20 years ago.

PLATINUM TICKET FOR PLANT OPERATORS

We are also offering a platinum ticket for Plant Operators. This is designed to help drivers and plant operators become much more proficient and to have an attitude of accident prevention and zero plant or vehicle accidents. We use the same principles and philosophy that we have used to teach workers to go for injury prevention and zero lost time accidents.



OUR NZ BRICKS ARE MUCH MORE VALUABLE?

The latest equity handbook from ABN AMRO Craigs provides a housing chart on page 7. House prices in NZ are now 380 from a base of 100 in 1990. Over the same period USA increased to 200 with both the UK and Aust rising to 250. House prices in NZ are clearly overvalued and this should ultimately prove to be unsustainable. Sales of US single-family homes slumped 11.3 percent in November. That was the largest one month decline since January 1994. Additionally, inventories of unsold homes jumped considerably with nearly 4.9 months of supply on hand.