

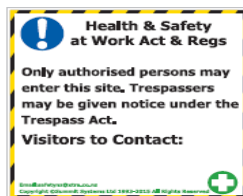
**SAFETY SIGNS SPECIALS FROM SUMMIT SYSTEMS LTD**

We often run into challenges from one or two of our Consultants that signs are much cheaper if you buy at your local store. So that you can work out the best deal we would like to make it clear that a team called something like Farmingsafe sells large signs that are similar to ours but perhaps not the unbreakable variety with a real money back guarantee. Their large signs are in the range of \$170 plus GST compared to our large sign which is \$59 plus GST. **We actually sell our whole set of 3 top quality signs for \$150 plus GST and this is including freight.** Height of our signs 550, 470 and 470 mm, all are 392 wide. 2mm thick.

Print Size:  
392mm x 550mm

Print Size:  
392mm x 470mm

Print Size:  
392mm x 400mm



We would like to make a similar offer for the Quell or Chubb Safe-Wise first aid kits. 3 large ones for \$179 plus GST inclusive of freight – if direct from our Head Office. 8 small ones for \$199 plus GST inclusive of freight – if direct from our Head Office.



Summit Manager Name \_\_\_\_\_

Telephone/Fax \_\_\_\_\_

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**Jer 31:31-34** . The days are coming," declares the LORD, "when I will make a new covenant with the people of Israel and with the people of Judah. "I will put my law in their inward parts, and write it in their hearts; and will be their God, and they shall be my people".

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Summit Systems  
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**EXCELLENCE IN THE FIELD – TOOLS THAT ACTUALLY WORK**

Many or most of our clients actually do field work or work away from their base.

**ADOBE APP FOR SITE WORK**

In a recent newsletter we discussed the Adobe App that can be used for interface and interaction with the base office.

There are two other items that we would recommend. One is called an Organiser which is a document case large enough to contain a few files and clipboard. We also consider this item suitable for protection of site specific plans for the project.

**TACTIX ORGANISER FROM BUNNINGS \$19-98 incl**

Designed for well organised storage of documents, stationary and tablet devices. This product will help keep all of your important documents together in a protective case. Perfect to carry with you on the work site or around the office.

- Hard case multi-organiser
- Compartments for safe storage
- Internal & external steel paper clip
- Ideal dimensions for holding A4 paper



**CHIP FOR FILES ON IPHONE**

For those clients who need to have field contact by iPhone on a regular basis with reporting back to home base then we can help as follows:

The chip is similar to a SIM card but about a third of the size and will fit into many iPhones or the more sophisticated mobiles. We can buy the chips for about \$30 each and then there is the cost of loading them with the files you select from our FORMS.

## 2.

### **SAFETY SYSTEMS THE ONES THAT WORK?**

In our previous newsletter we discussed the makeup or composition of the safety systems that will actually work.

FIRSTLY we covered the **ESSENTIAL** ITEMS in our April newsletter

SECONDLY we covered the **IMPORTANT** ITEMS in our April newsletter

#### **PART THREE (this part) is called THE VALUABLE SET**

k) Training files for average workers that have an average reading age of 14 and can have difficulty with complex lesson plans. We have what is called "10 steps for workers". The workers must be assessed and it is not enough to say that they were given the information.

l) Company Doctor forms are essential if you wish to reduce your ACC and get 10% to 20% discount - if it is once again introduced in October 2018 by ACC Managers. There is also the experience rating bonus of 10% for small sites and up to 50% for sites that pay over \$10,000 per annum and this is on top of the discount available. The forms must be properly introduced and signed off by Doctors.

m) Safety Officers must be appointed and trained and qualified for the site. They must be assessed. It is not enough to have a verbal or written recall of what they were told. There must be assessment of logic e.g. 50 to 100 questions. For example I recently required all staff to be assessed where the Safety Officers scored 50% which is very unsatisfactory.

n) Human Resource policies relating to a wide variety of conduct can save you thousands of dollars per annum. For example we have 20 different HR policies such as drugs, stress, bullying, anger, mobile phones, vehicles, rehabilitation, repatriation etc etc. The average site in NZ has a claim every 6 years costing \$7,000 and the worker is able to trade in his or her car for a later model. NZ is one of the most foolish countries in the world in terms of political correctness and dopey dancing to Sharia laws of the Medes & Persians. The simple employment agreements on the NZG website are very for people who are not wanting to protect their business.

o) There should be a six monthly review or site visit by a professional person to check on progress. This is usually available for a reasonable fee and it is worth several times the cost.

p) There should be an annual audit by an external provider that is qualified to International Standards such as ISO 19011, 17021 17024. We are privileged to say that we have several qualified people that can do this work. In some cases we need to have experienced people acting under our umbrella and we must keep close watch on them. There should be a professional audit log of up to 30 pages but a ten page one would be better than nothing.

q) There should be a six monthly review or site visit by a professional person to check on progress. This is usually available for a reasonable fee and it is worth several times the cost.

r) In addition, it is essential to have an external audit certificate. The certificate is required at least every 24 months under the International Standards and annually where good performance is expected or hazardous work prevails. The certificate must be designed so that it cannot easily be counterfeited

s) Also, you need to try and set up what is called a Health and Safety Resource Library and this needs to be adequate for what you do and how many workers etc. You need to get regular newsletters from us and other places as well. You need to check the Worksafe website from time to time for alerts and important releases such as new Regulations. You can get access to our libraries that have videos and files you will not find elsewhere.

t) Finally, you need to incentivise the workers to ensure that they are not just paid for years of service which is a bad idea. You can get a form from us that will allow you to convert some or all of your workers to an agreed pay scale plus a bonus scheme for performance. This would mean paying a few cents per day for certain things such as aa) no accidents bb) no damage to plant or vehicles cc) no customer complaints and dd) no drugs / no alcohol.

We have made this into a detailed report to help you understand. The Summit System is known as "The real safety system, the one that works". This memo is also designed for our own Consultants plus other stakeholders so that they can more clearly understand what systems are about, the ranking & relationship of the components.

### **DO YOU REALLY NEED SAFETY REPS?**

There are many sites in NZ (90% of them are not our clients) that have elected to appoint Safety Reps instead of Safety Officers and or Safety Committees for the purposes of Part 3. They failed to realise that the Safety Rep is traditional a Union Rep and it is not his or her job to fight for the best interests of an employer. Trade Union sites usually have Reps.

#### **Request removal of a Health and Safety Representative**

A business may want to remove an HSR if they believe that the HSR has not performed satisfactorily or exercised their functions or powers correctly.

For example, if the HSR: (a) Performed an HSR function or power for an improper purpose, for example, directing a worker to cease work for a reason other than health or safety. or (b) Used or disclosed personal information they acquired as an HSR without that person's consent or outside their role as an HSR.

A business may request that WorkSafe assist with removing an HSR, but for the regulator to remove an HSR there must be evidence that the HSR has not performed or exercised their functions or powers satisfactorily. Wherever possible, when a concern regarding an HSR arises, the business should attempt to resolve the issue directly with their HSR. Where attempts have been made and have failed to resolve an issue with an HSR, the business can request WorkSafe to assist.



## 3.