

WHAT ARE OUR DISTINCTIVE COMPETENCIES OR COMPETITIVE ADVANTAGES THAT MAKE OUR SYSTEMS SO VERY DIFFERENT

Firstly, we offer help to clients to go for and achieve significant savings via ACC experience rating bonus which can be 20% for small sites and upto or even over 50% for large sites. This is a complex matter and requires considerable technical knowledge which we possess. We even managed to persuade a recent Minister of ACC to introduce ACC ERB. It has 33 levers for maximum results and not even the ACC officials are able to tell you the best ones and besides they do not wish to refund any of their precious money.

Secondly we use a similar approach with material damage insurance. By way of international risk management standards and risk rating you can ascend to reductions of up to 80% but 40% is fairly common. Again you will probably have a first class broker who can assure you of reductions of 10 or 15% for good work plus exceptional claims history. This is quite common. The Broker will probably know nothing about highly protected risk through high quality risk management that is offered through the top international insurers and underwriters such as FM Global of USA that operates in 131 countries and partners with hundreds of the Fortune 1000 companies.

Thirdly but not least we have helped about 3000 sites with TQS1 2005 which is a high level standard for quality assurance. It means that you can qualify for the top prices for the best contracts and not just for hourly work for Corporates, Local Bodies and Government Depts. There are 11 methods of tendering but we do not train our competitors. If you wish to build your business you need to think about spending maybe \$4000 / \$9000 to win another \$100,000 per annum. One of our clients ended up with a backlog of \$7m. Another won 8 out of 8 tenders then wrote a blistering letter because he claimed that we did not warn him loud and long enough to lift his prices. Yet another got the largest annual contract at the top price and then had \$20K added for unspecified likely contingencies. We can offer dozens of examples of clients who have won big or very big. The important thing to understand is that our TQS1 is not just a quality system it is a ticket to gain preferred supplier status. It has a 20 page file of company profile with all of the essential data to ensure you get qualified. It also has a quality assurance plan example of 10 pages. It also discusses and details the 11 methods of tendering so what you can understand the process and you need to understand that of the 11 methods of tendering only 3 of them are based on lowest competitive price. The others involve attributes and proof of qualifications and certifications.

Fourthly – we often have the privilege of talking with companies that have ISO 9001, 14001 & 18001. They even have an external audit from a JASANZ so called auditor that is highly regarded but does not have qualifications to meet ISO 17021 and 17024. Unfortunately these sites often continue to have to compete for some internal surveyor group that is effectively a cartel. The main difference is that they cannot qualify for the best jobs and the best prices. They do not have a proper company profile designed to meet AS NZ ISO standards. They do not have a contract quality plan with associated forms, they do not have training in the 11 methods of tendering and nor do they get QA managers qualified for their internal audit role.

Summit Manager Name _____

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CHINA ABOUT TO ASCEND TO WORLD DOMINANCE

Most articles on this subject talk long and loud about the way in which China is increasing its global economic footprint and outpacing the USA/ This is course is true and China is making huge progress in this direction.

The Chinese have been trained in the arts of war and deception for thousands of years. One of their well known writers for an early dynasty has stated that “it is essential to deceive your enemy, show him your weaknesses and hide your strengths.”

China makes much noise about its concerns for the high level of corporate debt. In the USA the level of corporate debt to EBITDA is approximately 3. In China it is just **one**.

The increase of housing prices is another concern that they publicise. In fact the personal indebtedness of the Chinese citizen is far less than the average in the Western world. The Chinese house buyer is likely to front up with 70% compared to our 20%.

More importantly, the Chinese have been hoarding precious metals and oil. They have an outright ban on the export of silver. They are stockpiling copper and gold and zinc and nickel and to this they will add cobalt and lithium.

At the same time they are not stupid. They pretend to have a total of 1800 tonnes of gold when in fact they gather that amount from the West on an annual basis. They do not have an empty Fort Knox and they are not crazy enough to make enemies with Russia. They are rebuilding the Silk Road. They will have a high speed train to Moscow.

The Chinese now can resort to the BRICS banking and finance systems. They have built relationships with Brazil, SA, India plus the nations of Eastern Europe and Russia. They have set up trade with several oil producing nations. They are making off shore bases.

Last but not least, they have put together a global finance mechanism to compete with and beat the US Dollar as the world currency. This is by way of an arrangement with the Russians, the Arabs and Indians for the Yuan (Renminbi) to become the world currency. At the same time, they are clever enough to ensure that USA is totally distracted with North Korea so that it cannot see the dangers looming. We need to remember the Chinese proverb or generational curse - “May you live in interesting times.”



COMPLIANCE AND RISK AUDITS FOR NZ AND AUSTRALIA

Most people think that audits are something that belongs in the Accountancy Office. This of course is true but only Financial Audits belong in the Accounting world. The other 20 belong in the compliance world. We think that clients should be made aware of the range of audits as they probably think that we only do Health and Safety Audits. So that the audits can be put into true perspective and value, we have made a table for evaluation purposes.

Audit Name / Title	How long to do?	Cycle 1-3 years	Scope ie Nr items/ questions	Actual Purpose Value or Real Benefit
HSAWA annual	2-3 hrs	1 yr	60-100	Avoid prosecution
Basic HSAW annual	1-2 hrs	1 yr	50-60	Assess compliance
Risk Management	3 hrs	2 yrs	150	Reduce insurance 30-70%
Basic HSAW Simple / Baro / Thermo Meter	0.5 hrs	1 yr	50-60	Assess compliance
Fire Safety Regulations	1.5 hrs	2 yrs	50	Reduce fire levies 10-20%
ACC NZS 4801 small	1.5 hrs	1 yr	50	Reduce ACC by 10%
ACC NZS 4801 large	2 hrs	1 yr	50-80	Reduce ACC by 20%
ACC Experience Rating	2-3 hrs	2 yrs	80	Reduce ACC 30-50%
ISO 14001	2-3 hrs	1 yr	70	Vastly improve eligibility RMA
ISO 9001	2-3 hrs	1 yr	90	Expand large client base
C A R analysis	2 hrs	2 yrs	30 topics	Test range of compliance
TQS1 2005	2 hrs	1 yr	80	Quality assurance eligibility
Self audit HSAW;	0.5hr	3 yrs	100	Test against new laws
Business Performance	3 hrs	3 yrs	30 pages	Assess performance – large sites gain up to \$200k
Occupational Hygiene / Occupational Health	2 hrs	3 yrs	30 pages	Assess Occ Hygiene Health for all large corporates
HSNO compliance	1.5 hrs	2 yrs	50	All HSNO sites
Food Safety	1.5 hrs	1 yr	50	All food service sites
BWOF Buildings	1.5 hrs	1 yr	60	All BWOF sites
Human Resources laws 32 Acts for NZ	1.5 hrs	1 yr	60	Remove risk of regular claims - PG staff issues etc
Site / workplace audit	0.5 hrs	1 yr	100 items	To reduce risk of harms
Work stations OOS	1.5 hrs	3 yrs	75 items	To reduce OOS / work pain
Prof Driver & Operator	2.5 hrs	2 yrs	75 items	To reduce accidents/damage

NB: when an audit is done it can take 3 weeks for processing of the professional report.



SAFETY SYSTEMS REAL OR UNREAL, LOVED OR UNLOVED?

We have a list of things that are not to be found in the ordinary "we are ok" system. It is normal for the average site in New Zealand to have First Aiders. However the normal site is seriously lacking in Health and Safety documentation. The typical site has collected some files from the internet or from information received in the mail. Or they have designed what they think will be acceptable / adequate. It will usually comprise 30 pages of policies, 10 pages of forms and some support information from a wide variety of internet sources. The problem is that most of the essential files are usually missing or are quite inferior.

For those who wish to find out what DoL MBIE has to say about systems it would be useful to have a look at the following link. The majority of Officials will say that systems are not required. But wait a moment, before you jump to the conclusion that the DoL absolutely hates systems, you need to be aware that there is a joint task force between ACC and MBIE for the purpose of developing performance measures.

A helpful systems starter kit is available on MBIE site (written for the old HSE Act). <https://worksafe.govt.nz/topic-and-industry/agriculture/a-guide-to-developing-safety-management-systems/> If you would like to read a much simpler version then read this. <file:///C:/Users/HP-TempAccount/Downloads/WKS-4-Guide-to-Writing-health-and-safety-docs.PDF>

If you still wish to debate the issue of systems you need to search for Safety Star Rating Systems and Safe + which are other standards promoted but do not meet ISO.

WHAT 99% OF ALL HOME BUILT AND INTERNET SYSTEMS FAIL TO PROVIDE

- No job task analysis or safe operating procedures JTA SOP (20 pages)
- No page/s with 20 goals and objectives to be implemented and measured
- No annual calendar to ensure regular attention to meetings and other matters (4 pages)
- No qualified internal auditor (training course of 50 pages)
- No internal audit function for system being operated but there may be site checklist
- No company doctor scheme that is implemented and documented (6-7 pages)
- No rehabilitation policies and back to work scheme documented (6-7 pages)
- No Injury Prevention training for all staff (50 page course)
- No monthly checklists (6 pages) but there may be some basic checking
- No training needs analysis for all staff to measure adequacy of training (2 pages)
- No employment policies for 20-30 Human Resource laws (20 types needed)
- No Safety Officers qualified/certificated for each group of staff (90 page course)
- No Safe work method statements SWMS (20 sets likely need)
- No Health and Safety rules for all significant hazards (100 pages is normal)
- No performance agreement to measure and motivate staff (2 pages)
- No contract for sub contractors to ensure they have procedures (20 pages)
- No proper visitor information (2-10 pages)
- No Site Specific Safety Plan for operation at other sites (20 pages)
- No fire wardens trained and certificated (70 page course)
- No measure of risk management and no suitable matrices (5 pages)

SUMMARY

Lack of a sufficient range of formats will ensure that the client is likely to suffer a significant fine in the event of a serious harm that leads to probable prosecution. In addition, the site will also fail to qualify for ACC discounts. Brokers and underwriters/ insurers will not be impressed and you may be restricted to the standard premium even if you insist on preferential fees.