

4.

### **ARROW NUMBER SEVEN QUALITY ASSURANCE**

We believe that we hold the NZ record for the provision of TQS1 management systems to NZ Contractors that do work for NZTA and other Government Departments. We believe that our total of 1450 has never been beaten.

Our clients have been able to get the best jobs at the best price for the best work. We have a list of about 40 major agencies that require quality assurance certification and we are pleased to say that our clients have been able to get pre-qual status with many of them and have been able to retain that status.



### **ARROW NUMBER EIGHT INJURY PREVENTION**

For almost 30 years we have been known for the delivery of injury prevention training and the ability to get workers to agree to go for a goal of zero workplace accidents.

Most Officials have not understand the value of this approach and nor have they rewarded our clients in a satisfactory manner to encourage the philosophy of continual improvement in the matters of injury prevention and zero harm.



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

Telephone/Email \_\_\_\_\_

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Isa 53 kjv. <sup>10</sup> Yet it pleased the LORD to bruise him; he hath put him to grief: when thou shalt make his soul an offering for sin, he shall see his seed, he shall prolong his days, and the pleasure of the LORD shall prosper in his hand. <sup>11</sup> He shall see of the travail of his soul, and shall be satisfied: by his knowledge shall my righteous servant justify many; for he shall bear their iniquities. <sup>12</sup> Therefore will I divide him a portion with the great, and he shall divide the spoil with the strong; because he hath poured out his soul unto death: and he was numbered with the transgressors; and he bare the sin of many, and made intercession for the transgressors.

NZ HEAD OFFICE ADDRESS, 77 Tarewa Road, Morningside, Whangarei NZ0110  
TEL 09 438 7555/7550/7554, MOB 021 070 9141 CEO gpcarson40@yahoo.com  
EMAIL [safetynz@xtra.co.nz](mailto:safetynz@xtra.co.nz) web [www.summitsystems.co.nz](http://www.summitsystems.co.nz) Skype Andrews\_herb  
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### **SAFETY LADDERS FOR SCAFFOLD AND CONSTRUCTION AND BUILDING AND MAYBE ORCHARDS AND DAIRY SHEDS**

Steel Step Staircase Ringlock Ladder Frame Scaffolding Ladder for High Building Construction. We are investigating the supply and availability of special ladders that can be used as a staircase for scaffold, construction and maybe other work where people have to change levels on a regular basis.

You may be interested to know that the global standard for ladders is very unsafe and they are made to a much narrower specification than is actually safe. Probably only the fire truck ladders can be called safe.

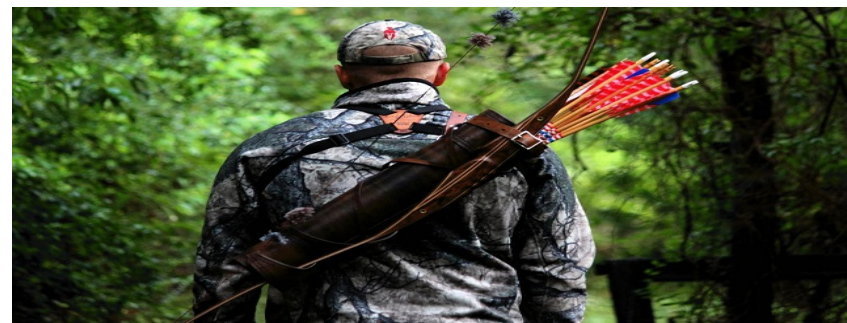
### **COVID MAY BE OVER THE PEAK**

We think that we may be over the top of the Omicron B peak and recent totals have been 25000, 23000 and 20000 and if we get under 20000 tomorrow Sunday 6<sup>th</sup> March we should be over the top and going down hill.

This will be a relief for many parts of NZ that have been “under the plough” for many months.

### **REAL GENUINE COST BENEFITS FROM SUMMIT QUIVER OF ARROWS DESIGNED TO PROTECT CLIENTS**

This edition will be dedicated to discussion of the benefits, blessings, bastions and bulwarks that we provide for clients to build their business.



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### **ARROW NUMBER ONE** **ACC PREMIUM DISCOUNTS**

ACC has traditionally offered 10% discount to clients that happen to have zero claims for year in which accidents have been carefully controlled. Most Accountants are aware of this scheme and claim exclusive knowledge of how the ACC works and in fact they do not know how it works and cannot name more than a token number of the 30 levers that exist for experience rating. Accountants should “stick to their knitting”. We have applied for the 10% to be lifted to 15% for our clients.



### **ARROW NUMBER TWO** **ACC EXPERIENCE RATING BONUS**

ACC kindly agreed to our request for our clients to get acceptance to experience rating regime and become eligible for up to 50% off their annual fees and this has been very well received by many clients who now enjoy substantial rebates. The refunds can also become available for workers as part on the Xmas bonus that is traditionally allocated for good workers.



### **ARROW NUMBER THREE** **MATERIAL DAMAGE INSURANCE**

Many valued clients have agreed to our advice but others pay about 2% ie 6 times the minimum premium. Clever ones pay 1% or 3 times the minimum.

We have an international expert who is Director of two global firms. For your information the insurance premiums can range from 10% of insured value (Rent-a-Dent NZ) down to 0.33 for highly protected risk (Defence force) that is available from the top Insurers such as FMG. This is not FMG NZ, it is Factories Mutual Global of USA and is very well regarded in 131 countries.



3.

### **ARROW NUMBER FOUR** **HELP WITH COVID SUBSIDY**

We have been able to help clients make successful applications for NZ Government subsidy under the Covid 19 grant schemes. There is a further scheme at the present time and it is called CSP or Covid Support Programme and it will probably have three tranches of about \$5,000-10,000 per typical business. It is not limited to Tourism and Hospitality.





### **ARROW NUMBER FIVE** **STOP HSAW PROSECUTIONS**

We are extremely proud to report and claim that we have saved clients dozens or hundreds of prosecutions.

We have assisted some 45,000 sites over nearly 30 years and we can claim that we are only aware of 6 actual prosecutions that succeeded. In all of the six cases, the clients failed to follow our instructions. For Safety Officers, we have trained about 45,000. We believe that not even one of them has been prosecuted.

### **ARROW NUMBER SIX** **STOP WORKER PG CLAIMS**

The lawyers call it “the killing field” and there are about 45,000 personal grievances annually for NZ and the average site with 8 people will get one claim every five years, like clockwork.

The claims are generally frivolous and vexatious and often used to upgrade the current motor vehicle of the claimant. We now have a top quality list of Human Resource Policies that are able to stop nearly all potential PG claims.

