

# SITESAFE

## and the

# NZDF

## NZDF in a Safe Environment

Commander Rob Skinner RNZN



# Topics

- The background to the NZDF.
  - The Military Factor
- Safe Construction in the NZDF.
- Contractor management for a safe working environment.
- Tips for successful contracting with the NZDF

# Military & Property?

- Uniform?
- Background?
- The Military factor

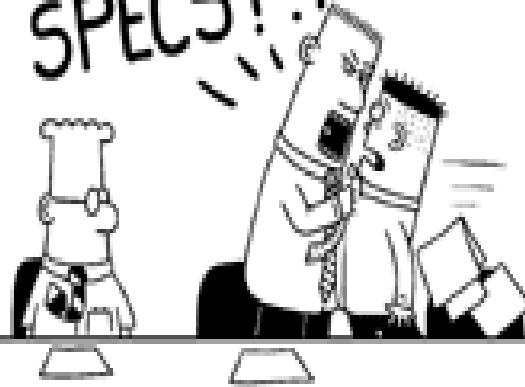
# Working for the NZDF

IS IT DIFFICULT TO  
TRANSITION FROM  
LEADING TROOPS IN  
COMBAT TO THE  
CORPORATE LIFE?



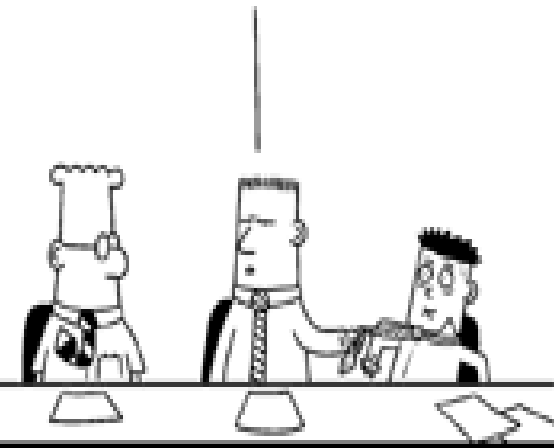
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WHERE ARE  
THE PRODUCT  
SPECS?!!



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THE MAIN DIFFERENCE  
IS THAT IT'S HARDER  
TO GET GOOD INTEL.



# NZDF Property

- Structure
- Property value - \$2.25b
  - 5119 property assets
  - 87,000ha
- NZDF OPEX Budget - \$83M
- NZDF CAPEX Budget - \$154M.



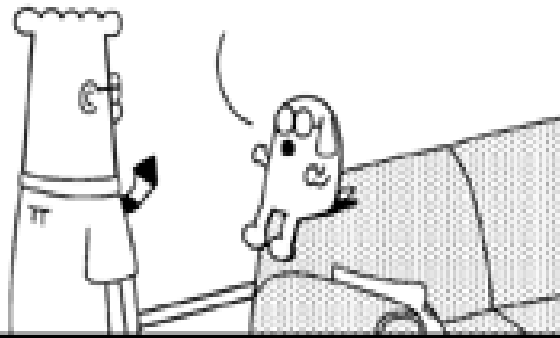
# Contracting to the NZDF

OUR SALES GUY VASTLY UNDERBID A JOB. NOW IT'S MY PROJECT TO INSTALL THE SYSTEM IN A WAY THAT'S PROFITABLE.



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BLAME YOUR CUSTOMER FOR UNDERSPECIFYING THE FEATURES THEN CHARGE THROUGH THE NOSE FOR CHANGE ORDERS.



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THREE MILLION DOLLARS FOR AN ELECTRICAL PLUG?



THE BASE MODEL USES A POTATO BATTERY.



# Contracting to NZDF, safely

- Typical Contractor (is there one?)
- 2000/01
  - Injuries
  - Near misses
  - Reportable occurrences





# Contracting to NZDF, safely

- Introduction to Site Safe
- Staff training and responsibilities
- Opportunities





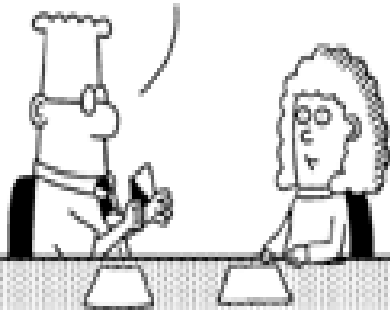
# Contracting to NZDF, safely

- Contractor requirements
- Compliance
- Results



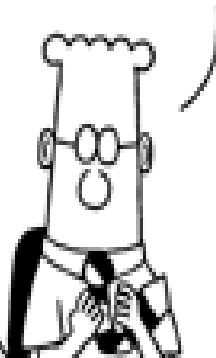
# Contracting to the NZDF

HERE'S THE PROBLEM:  
OUR SALESMAN, LYIN'  
JOHN, SOLD YOU A  
SYSTEM THAT WE  
CAN'T INSTALL WITH-  
OUT LOSING MONEY.



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I PROPOSE THAT YOU  
PAY US 40% MORE THAN  
WE QUOTED YOU IN  
THE CONTRACT, AND  
EVERYONE WINS.



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HER BODY  
LANGUAGE  
SAYS SHE'S  
THINKING  
ABOUT IT.



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# Contractor Management for a Safe Environment

- Contractor panels
- Limits to panels
- Obligation on performance
- Partnering?

Governmental relationship



# Contracting to the NZDF

PER YOUR SUGGESTION,  
I ASKED OUR CUSTOMER  
TO VOLUNTARILY PAY  
US MORE MONEY TO  
COVER OUR BIDDING  
ERROR.



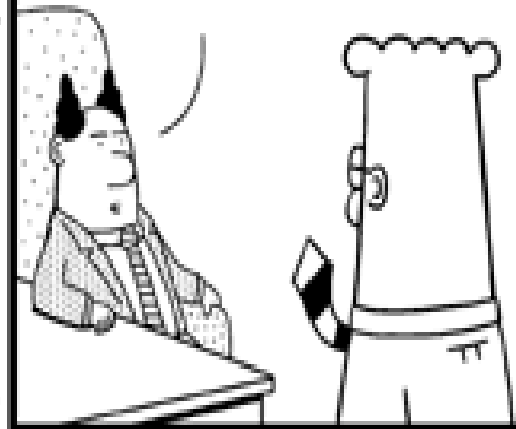
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IT MIGHT SURPRISE  
YOU TO LEARN THAT  
OUR CUSTOMER DOESN'T  
LIKE THAT IDEA.



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YOU PROBABLY  
MADE IT SOUND  
LIKE A BAD THING.



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# Tips

- Lowest Price?
- “Simon Says” principle of tendering.
- Departures from S<sup>td</sup>.
- Agreement to Site Safe practices.
- Self enforcement.
- Principles of partnering.
- Standards recorded.

QUESTIONS?

SITESAFE  
and the  
NZDF

# SAFETY PRECAUTIONS

1-48771-01-212-7600


FOR YOUR PROTECTION DURING AN

## ATOMIC ATTACK

### BEFORE THE ATOM-BOMB BURST:

1. ALL PERSONNEL, WHO ARE SO DIRECTED, TAKE COVER WITHIN THE SKIN OF THE SHIP.
2. IF YOUR DUTY STATION IS SUCH THAT YOU CANNOT TAKE COVER WITHIN THE SKIN OF THE SHIP, REMEMBER THE FOLLOWING:
  - (A) DO NOT LOOK DIRECTLY AT THE BOMB BURST.
  - (B) TAKE COVER BEHIND SOME STURDY PORTION OF THE SHIP.
  - (C) COVER ALL EXPOSED PORTIONS OF YOUR BODY.

### AFTER THE ATOM-BOMB BURST:

3. REMAIN BEHIND COVER AT LEAST 90 SECONDS.
  4. DO NOT ENTER ANY CONTAMINATED AREA THAT IS DESIGNATED BY THIS SIGN—OR INDICATED OTHERWISE.
- 
5. DO NOT EAT, DRINK, OR SMOKE DURING AN ATOMIC ATTACK.
  6. DECONTAMINATION STATIONS ARE PROVIDED FOR YOUR PROTECTION. IF YOU HAVE BEEN EXPOSED TO RADIO-ACTIVITY, YOU WILL BE DIRECTED TO PROCEED TO ONE OF THESE STATIONS FOR DECONTAMINATION.