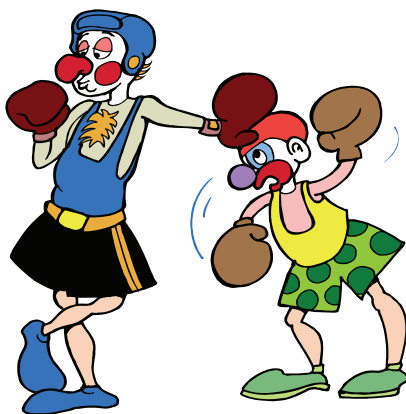


Tern Associates is now operating from Wroxton Business Centre

Thanks to a recent advertisement in the Drayton Emporium!

Alan Ian & June are looking forward to developing a strong working partnership with Wroxton and the local business community. Working together to provide a professional service and friendly support to likeminded local businesses.

To coincide with this move and after 4 successful years Tern have recently launched their new look website developed by Uptonaway Media Development – Have a look for yourself visit www.ternassociates.com



Adversarial -vs- Conciliatory

When correcting a child who has committed a misdemeanor do you utilise chastisement or encouragement in an attempt to correct them?

Both of course have their respective places but which one achieves the more positive response?

By adopting the more conciliatory approach of nurturing before penalising you will achieve a blossoming relationship rather than grudging resentment.

Adopting this common sense approach to Health & Safety utilises life skills available to each and everyone of us. Cultivating an understanding between individuals that will deliver reward, recognition and benefits enabling business and communities to flourish!

People, Places and Production are the three essential elements to any dynamic entity. Their inter relationships influences the overall success of any enterprise.

The simple acrostic ICE; representing Involvement, Commitment and Enhancement, aids recollection of these elements by recognising Involving People and securing their Commitment will achieve Enhanced business performance.

Instigating an integrated holistic approach is the first step to achieving a culture change creating a positive ambience within an organisation. Engendering a positive atmosphere where individual involvement, recognition and reward assist in developing a continuous improvement and sustainable ethos resulting in a new dawn for your enterprise.

Tern Associates Ltd can assist you to introduce such a philosophy! We provide Safety, Health, Environment and Facilities Management Services. Our experience recognises that working together in partnership with large and small enterprises developing close working relationships based on shared interests and mutual support, drives success!

Are you an SME in need of a Health & Safety check? Pick up our leaflet and enrol

USEFUL WEBSITES

- www.ternassociates.com
- www.wroxtonbusinesscentre.com
- www.villageemporium.co.uk
- www.uptonaway.co.uk
- www.hse.gov.uk
- www.rosपा.com
- www.dft.gov.uk
- www.rha.net
- www.hsebooks.co.uk
- www.hsedirect.com
- www.environment-agency.gov.uk



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Registered Office: 45 Firsview Drive, Northampton NN5 6RG

A partnership more than a contract ...

Securing a return on investment and improving profitability are key to your success. Organisations requiring enhanced and efficient performance are using Tern Associates to audit and review their equipment, people and systems. Objective advice, guidance and training are provided to secure effective improvements.

Rejuvenating client's operating systems to reflect best practical principles is right up Tern's street! Maximising on your investment, we aim to evolve and continuously develop your organisation to enable you to survive and prosper. Tern Associates offer a comprehensive and competitive service, to help, advise and guide today's businesses through the myriad of legislation associated with;

Health & Safety
Environment
Facilities Management
Metallurgy and Heat Treatment

Developing and implementing bespoke initiatives using our extensive knowledge and experience aids your legal compliance and improves your competitiveness, providing you with commercial advantage.

Interested, call June now on 0871 223 9800 for an informal chat or site review!

We're on the web!

www.ternassociates.com

... making a world of difference

Cashing in on Safety, Health & Environment

Is Safety, Health & Environment (SHE) important to your individual organization, do investment costs outweigh the benefits integration brings? A question you have to address!

The law imposes duties and responsibilities on you. *Apparently you all know this?* You might say these are too tough, a straight jacket so to speak, that imposes restrictions on your operations and ultimately your survival. I have some empathy with this viewpoint however, I have first hand experience of the benefits, that a truly integrated focus brings.

The costs of accidents, ill-health and environmental incidents to an organisation are considered by some to be either incalculable or insignificant! If you consider the consequences of such a serious event, however, it may disrupt your supply chain and that of your clients, and result in jeopardising the profitability, sustainability and the survival of your business.

Printed on chlorine free recycled paper



Accident and incident costs fall into two broad categories; Direct & indirect costs, which includes such items as; insurance premiums, overtime, training,

morale, loss of business, pain and suffering, litigation and much more!

Records illustrate that workers in SME's are exposed to a much higher degree of risk than those from larger organisations.

Director Responsibility and Corporate Social Accountability are terms that today have ever increasing implications to you and business. The importance of developing a continuous improvement philosophy with measurable performance indicators is key to demonstrating your SHE commitment.

This isn't to say that you forget everything else and plough lots of money into SHE. Investment has to be well balanced and governed by the test of reasonably practicable and foreseeability!

In 1999 the government Revitalising Health & Safety initiative set targets, over a 10 year timeframe, to reduce the impacts of health & safety on business, whilst waste minimisation clubs have reduced environmental impact and ploughed thousands back into UK business.



Focusing on the synergies SHE provides helps to harness employee involvement & commitment and can realise substantial benefits through minimising duplication of effort, improved morale, enhance individual understanding and appreciation, etc. A win-win situation results: providing bottom line benefits for the business, and generating a sense of wellbeing for employees their families and the community.

Alan Cash
Tern Associates Ltd



Nobody made a greater mistake than he who did nothing because he could only do a little ... Are you doing your bit?