



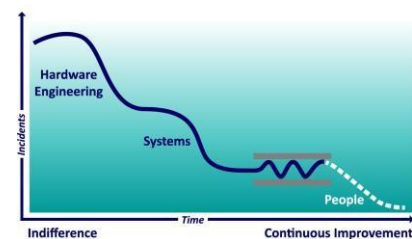
78% reduction in Lost Time Incidents in 18 months

The Client.

The Terex Corporation is a large multinational organization manufacturing heavy plant equipment for a wide range of industries, under brands including; Genie, Fuchs Cranes, DeMag Cranes and Power Screen.

The Situation.

Terex were a very client where the global LTI rate had hit a glass floor despite everything structural being in place. (Many, many clients report figures that fit the infamous 'safety wave' as described in Tim's book "Affective Safety Management").



A Culture Based Approach

Terex and (then Ryder-Marsh) tailored a culture and behaviour-based approach with the first work undertaken at the Motherwell site in Scotland UK (Which at the time was their worst performing site in terms of LTI's). The Motherwell site turned around to become one of Terex best performers and from averaging 2-3 LTI's a month went well over a year LTI free.

Following this initial success we then worked with Terex on sites in the following countries:

- Australia
- China
- France
- Germany
- Ireland
- Many sites across the USA

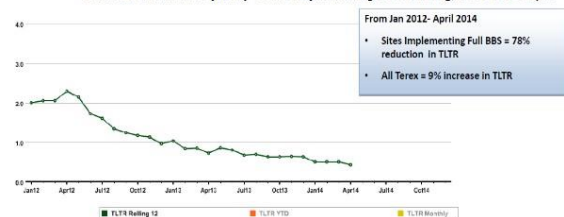
Outcome:

The sites that we worked with on the cultural improvement programme with us averaged a **78% reduction** in LTI's. An in-house graph is reproduced here.

What has BBS helped to deliver?



Terex Lost Time Rate (TLTR) - Sites Implementing BBS Training, LSOP & HOTspot



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