



**Good Morning  
"Buna Dimineata"**

**Our Romanian experience...**

Presented by Shane Moore, Managing Director  
Quality Safety Consultants Ltd



## About our business



- **Established** company working in the Health and Safety sector since 1993
- **Employed** Safety Managers and Trainers: fifteen full time
- **Qualified**, knowledgeable staff, motivated to make a difference
- **Experienced** in many commercial and non-commercial sectors
- **Trusted** by an extensive 'blue chip' client base



## A selection of our clients



### Automotive



JAGUAR



### Food & Drink Processing



### Aviation



### Retail



### Public Sector



defence

home of the UK Ministry of Defence

## Our reasons for exploring overseas

- **Changing market condition**
  - A reduction in UK manufacturing
  - Established UK companies moving production overseas
  - Demand for Health and Safety support from global organisations moving into new EU markets
- **A personal desire for growth**
  - To grow QSC into a global company
  - To take on the challenge of new and exciting markets
  - Advised a client (Ford) were looking to invest in Craiova



## Our first steps

- **Research:** Fact finding meetings with UKTI, Business Link, Emita, local businesses in Romania and international organisations to build relationships and understand the market.
- **Local knowledge:** Sourced the assistance of a Romanian speaking Health and Safety Manager based in Craiova
- **Training:** QSC staff that would be required to work overseas



## Our approach

- **Took guidance** from UKTI and Emita
- **Appointed a local agent:** An English speaking Romanian based company (Profex Associates srl)
- **Paid several visits** to the chambers of commerce in both London and Bucharest
- **Gained knowledge** of the market
- **Embraced the language**, asking a local university to assist with translation of our induction, presentations and documentation



## Our approach



- **Used existing connections** within Ford, Durr UK/Germany, PPG and INDEC having worked closely with all organisations for some time
- **Adapted to the market:** We assumed that Health and Safety would be lost in translation so explored appropriate translations
- **Influenced culture:** We set about creating a safety culture and initiatives
- **Made friends:** The Romanian workforce have really embraced us



## Our thoughts



- Health and Safety is required and has standard rules, EU regulations and requirements
- The secret was to engage senior management using existing local cultures, local facilities, knowledge and experience
- Establish early on skills and training needs.
- Tailored training and induction packages to suit the local environment



## Findings



- **Our experience** of working with 90% of the UK automotive plants helped
- **Knowledge** of the local Health and Safety Manager helped us quickly introduced and establish links with Romanian Trade and Industry
- **Our Safety Managers** Richard and Laviniu introduced new practices, new procedures and operate a 24/7 open door policy



## Our first Romanian project



- Induction 1678
- Man hours 194.000
- Accident Statistics 3 minor
- Tons of steel removed 1300
- Decommissioned Tankers 300 tons Chemical and 360 tons Asbestos



## What would we do differently?



- There is already knowledge and progress towards good Health and Safety practices in Romania but a lot of management support is required. We look forward to being part of the progression process in the years ahead, and only wish we had started working overseas sooner.



# Why aren't you working in Romania?



**Thank you  
“Multumesc”**

**Questions?**





## My contact details

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***Think Safety: Think QSC***