



Atlantic Alliance Symposium

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The Volvo Group Mission

- By creating value for our customers we create value for our shareholders.
- We use our expertise to create transport-related hard and soft products of superior quality, safety and environmental care for demanding customers in selected segments.
- We work with energy, passion and respect for the individual.



Corporate Values

These values have a long tradition and permeate our organization, our products and our way of working.

- **Safety**
- **Environmental Care**
- **Quality**



BUSINESS AREAS



Mack Trucks



Renault Trucks



Volvo Trucks



Buses



Construction Equipment



Volvo Penta



Volvo Aero

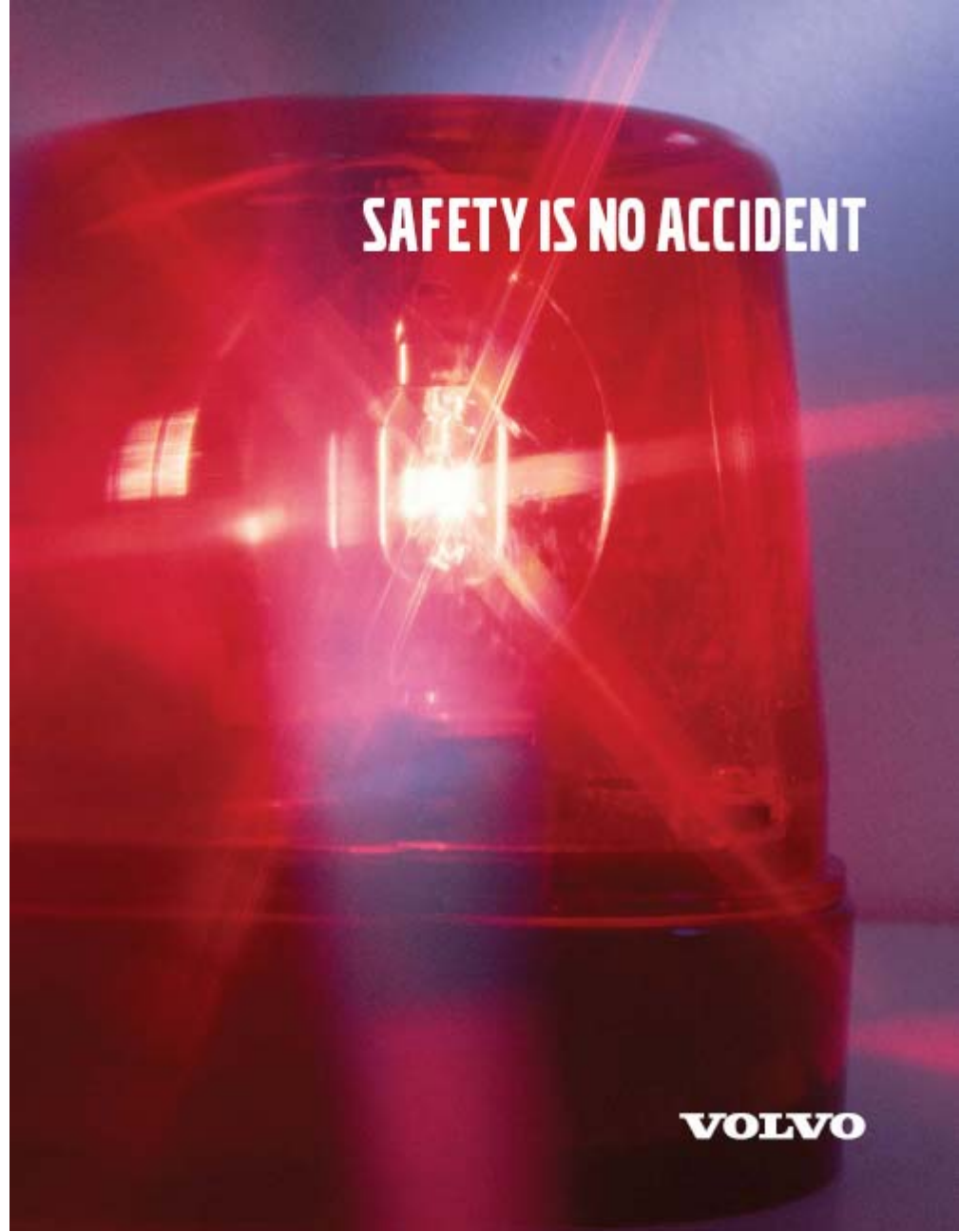


Financial Services



Volvo Construction Equipment







Industry situation



- The Quarry equipment market is global
- Increased competition from low cost producing nations where safety is questionable
- Need for reduction of product development costs and time
- Trending toward a shorter product life cycle
- Technique to comply with legislation is getting more complex and costly
- Implementation of new and more stringent safety requirements and environmental requirements at shorter intervals
- Lack of harmonization rarely supports general safety goals in society



Consequences of lack of harmonization and poor legislation:

- Unpredictable legal situation
- No value added costs to safety
- Administrative burden
- Tests has to be officially repeated
- Time consuming
- Resource demanding activities which drains product development org
- Delay introduction of new and improved products and features





The Good News!



- ISO standards are the most accepted global standard
- European and ISO standards are a presumption of conformity within the framework of most Health and Safety Requirements
- European and ISO standards are a presumption of conformity with "State of the Art" quite positive implications

Industry requirements for product related safety legislation/standards



- Lead time for implementation of legislation
- One worldwide standard
- One test globally accepted
- One product accepted globally
- After market surveillance (audit process)



Impact when safety requirements built on international standardization

- Reduce costs for all stake holders
- Safety requirements can be built into the product at an earlier stage
- No unpredictable costs
- All Manufacturers can focus on improving safety
- All stakeholders (Authorities, users, manufacturers, trade associations, experts, universities...) have an obligation to participate in the standardization process
- Compliance with standards manufacturer's responsibility
- Need for After Market surveillance ?????





Adapt to Local Traditions





Industry requirements on international harmonization

- Industry is global – Development of standards must be made on a global scale – ISO
- Development of new safety features – Industry must take the lead supported by all Stakeholders
- Closer co-operation between Government bodies and industry
- Standards must add value, be technically valid and market relevant
- Standards must meet the needs for the society
- Government bodies and industry must make resources available for standardization



The **Safety** Chain

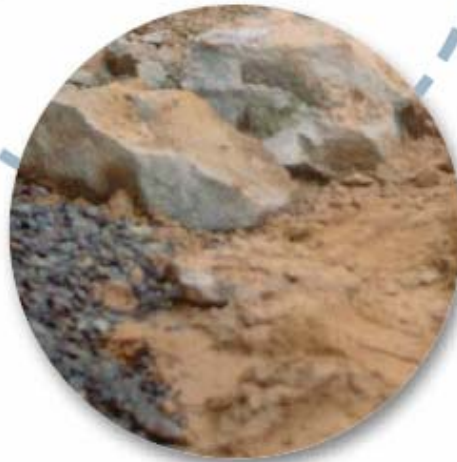
Machines



People



Worksite





Risky Business





Mine Worksite

- Proper Site Evaluation
- Map out RISKS
- 60% of all fatalities can be attributed to choices made before work on site began

ASK YOURSELF.....

1. What could go wrong?
2. How bad could it be?
3. How likely is it to happen?
4. What do we need to do about it?





Man & machine

The foundation of creating safer work sites is effectively coordinating the movement of people, materials and machinery around the site.

- Traffic Management Plan
- Proper Personal Safety Protection
- Communication



Traffic Management Plan

- Design routes that give the safest passage between places where vehicles and people operate.
 - Avoid having traffic routes which pass close to vulnerable things (like fuel tanks or pipes) or anything that might collapse if hit.
 - Good signage is important, particularly at hazards such as sharp bends, junctions, blind corners or steep gradients.
 - The quality of the roads should be suitable for the vehicles intending to use them.





Personal Safety Protection

- Pedestrian walkways should be protected by screens where they pass close to vehicle routes, to protect people from anything that might fall from a vehicle.
- Proper protective and reflective clothing
- Keep site free of foreign objects



Communication



- Suggestions for making sites safer will prove ultimately ineffective if the rules are not enforced and adhered to by those on site.
- A 'no blame/no fault' culture should be encouraged whereby everyone on site feels able to contribute good ideas on how to improve safety — rather than hush up minor accidents or 'near misses'.
- 'Toolbox' meetings with operators and tradesmen on ways to improve site safety invariably produce good ideas



People

- Safety training is a good thing. But the training should be an ongoing process rather than a single event. It should also be conducted in a number of ways. We learn best by experience and therefore sitting solely in classrooms listening to lectures is unlikely to be as effective as active safety training where operatives use the equipment. Manufacturers need to have a responsibility for safety training.



People (continued)



Tips for safer site working





Machines





Safety is **NO** Accident



Care Cab II





Safety is **NO** Accident

In order to exit the cab safety lever needs to be lowered: doing this locks out the controls to prevent accidental operation





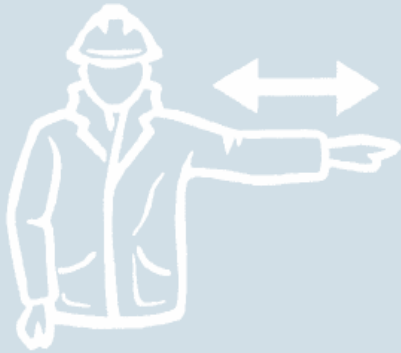
Safety is **NO** Accident

Keeping his feet on the ground. Even on larger machines, most maintenance points are easily accessible from ground level.





Safety is **NO** Accident

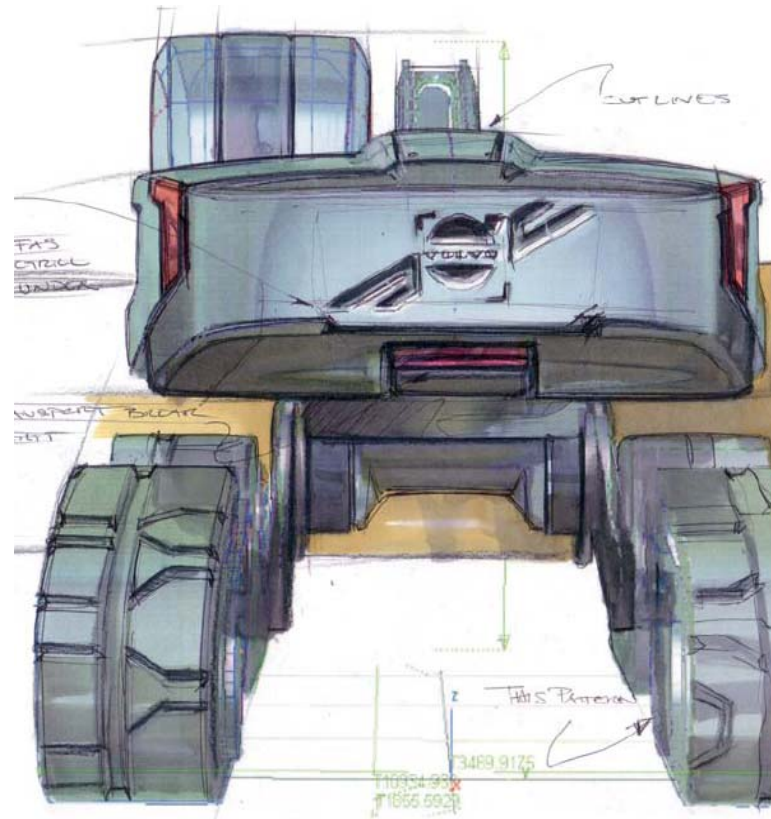


Safety: at the core
of the design process

Safety is no longer an optional extra when it comes to construction equipment design.



Safety is **NO** Accident



The SfinX. Excavator of the future?



Safety is **NO** Accident

Concern for **safety** can never be far removed from **environmental care** — and both are core



Making it safer for everyone



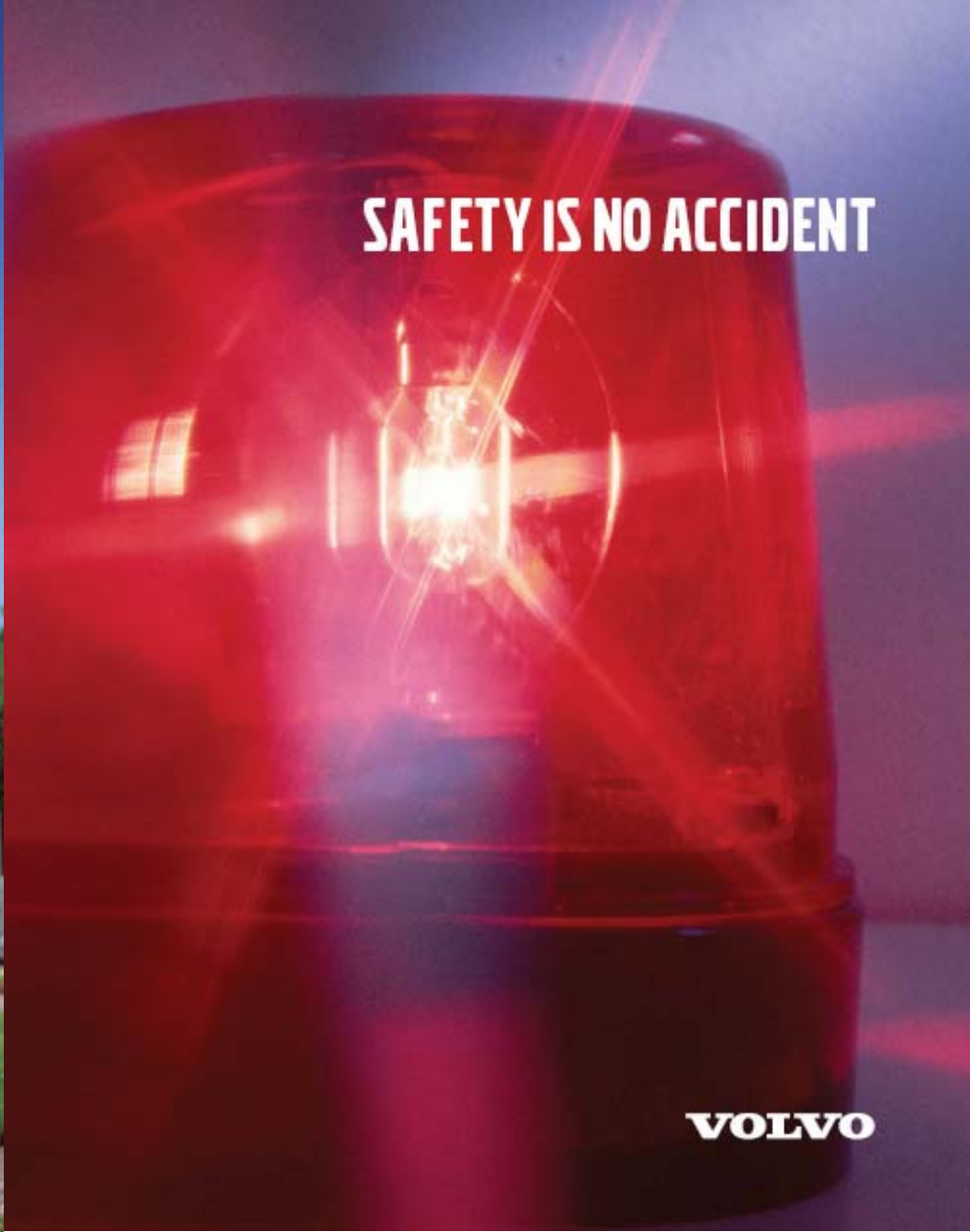
Safety is **NO** Accident



- **Safety**
- **Environmental Care**
- **Quality**

Safety: at the heart
of all Volvo equipment

A safe product in a safe environment provides the best overall solution.



Volvo Construction Equipment
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NSSGA
Atlantic Alliance





Safety is **NO** Accident

