

Business: Ceed Ltd

Client name

Nathan Waites

A little about what you do

Ceed Ltd provides full orchard management services specialising in apple orchard management. My role is General Manager.

Client Insights

“Before you started working with Health & Safety Tailored For You what was your biggest reservation, scepticism or objection about working with us/investing in H&S services?”

No real reservations, always open to new ideas and ways of doing things. Only concern was not to be too disruptive to the day-to-day operations.

“What had you go ahead anyway?”

Our expertise is engineering and hydraulic hoses, Brad brings the level of expertise we need.

“Now that we have completed the work together how has your perception changed of what we do?”

Not really sure that I had a preconceived perception leading into the work. I have learned a lot through the process about the HOP way of thinking with H&S though which was a new concept for me at the start.

“What is one specific benefit you have taken away from working with Health & Safety Tailored For You?”

The acceptance that people will always adapt and there will be drift from H&S systems, Brad helped with the “how” to create visibility of WAD vs WAI though pulse check systems to capture this early. Prior to working with Brad, we would have just done as we’ve always done and not noticed the drift early.

“What impact will the work we have done together on your business have in the next 12 months?”

I would like to think this will be the start of a journey to shift our team culture towards a HOP mind set. I am looking forward to creating ownership throughout the team with this.

“What would you say to someone right now who was on the fence about working with us?”

At times this was very confronting, but I have learned a lot through what was a “warts and all review”. Brad is friendly and easy to work with, and things were always coming from a positive/opportunity mindset even when conversations were difficult.

“Speaking from the heart, is there anything you would like to say or add to anyone reading this right now?”

Would just like to thank Brad for his support, there were a few difficult conversations at times, but he handled himself very professionally. I never felt attacked or under the microscope through his work, any gaps or improvement opportunities were always raised and discussed openly and positively.