



# PASSIONATE ABOUT REDUCING RISK IN THE WORKPLACE

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Rich Robillard, President SIX Safety Systems

What do you offer your clients?

SIX Safety Systems offers comprehensive worker “fit for duty” risk mitigation solutions that address the safety hazards and business liabilities associated to drugs, alcohol and fatigue in the workplace. We are a team of experienced risk, safety and human factor professionals who leverage leading edge monitoring technologies within customized strategies. We are passionate about reducing risk in the workplace and positively impacting our client's bottom line.

Please describe a typical consulting job.

Our job always begins with understanding a client's assessed risk. SIX Safety is called upon in many different situations, but a proper risk assessment, as well as knowledge of a client's objectives and culture, drive any successful risk mitigation strategy. With this understanding, we can develop and implement the appropriate policies and programs together with our clients. The measures are always seamlessly integrated with already existing policies like QHSE (quality, health, safety, environment).

Another critical element for success is the training and education plan, targeted at all levels of an organization. This plan not only addresses technology, but the cultural, physical and mental aspects of drugs, alcohol and fatigue in the workplace. With the help of monitoring technologies such as the DrugTest® 5000, we can evaluate the performance of the implemented policies, programs and training. The results can also shed light on other risks not previously assessed. We then give recommendations to further risk reduction, which starts the cycle of continuous improvement, reducing risk and increasing productivity.

What are your experiences with our products?

Dräger's drug and alcohol products are the best designed and most reliable that SIX Safety has worked with so far. The technical support is also exceptional. Furthermore, we have found that the Dräger namesake immediately presents confidence in our mining clientele.

In which industries is it especially common to use the testing systems?

We are based in Calgary, Alberta, the heart of the Canadian energy industry. Thus, the majority of our relationships are with energy and resource companies. They tend to be mature multinationals that understand the safety implications and business liabilities associated with drug and alcohol use in the workplace.



As more organizations become aware and understand the risks associated with unfit workers – both safety and lost productivity – we are seeing rapid expansion into new sectors: forestry, transportation, construction, and even more traditionally white-collared industries, such as insurance, finance and government.

What clients are you working for?

We work for the major multinationals, including Royal Dutch Shell and Imperial Oil (ExxonMobil) in Canada.

We have a number of international mining companies that also use our technologies and services.

Are you working for them on a national or international basis, and do their policies apply nationally or internationally?

Currently, our client base is primarily in North America with only a few exceptions. However, the work that these energy and resource companies are doing with SIX Safety has the potential to expand globally. This is especially true with oil and gas companies, because they tend to implement systematic policies globally when they have found the "best" solution or practice.

The reason is: generally multinationals adapt their policies and "best practices" to meet local regulatory bodies. However, many locations around the globe do not have prescriptive (if any) legislation regarding drugs, alcohol and fatigue in the workplace. Thus, they simply apply their corporate policies and "best practices" locally.

In your opinion: What is the benefit of devices like a Dräger Alcotest® or for example a DrugTest® 5000?

The DrugTest® 5000 simply sets the standard for an oral fluid screening device. Beyond all the benefits of the method in general, this test presents tremendous sensitivity for THC – the agent in marijuana. Furthermore, the device offers results without interpretation and complete data management, thus introducing confidence in both the administrator and donor.

The Alcotest® is simple, fast, reliable and has excellent recalibration timeframes.

What is more common for your clients, alcohol tests or drug tests?

Historically, SIX Safety sells about 3 drug tests for every alcohol test. There are a number of reasons for this. The main one: most companies conduct pre-employment tests for drugs, but not for alcohol – and pre-employment testing is still the biggest field for SIX Safety's sales. But as oral fluid testing becomes more mainstream for all workplace testing, this ratio should tighten.