



Cal-Coast Machinery
Oxnard dealership
– one of three locations.

Safety and Environment Come First for Agricultural Equipment Dealer Group

There are unique safety challenges in servicing agricultural equipment – it’s heavy and large, and it frequently requires the technicians to use hoists or lifts. Repairs are often done offsite, on muddy fields and uneven terrain.

Cal-Coast Machinery has achieved an outstanding safety and environmental compliance record in this challenging industry by developing and following a set of best practices.

The company grew very rapidly, adding pressure on safety and compliance policies. KPA has been a partner to Cal-Coast Machinery for the last two decades, serving as its inspector, trainer and compliance expert.

During the past few years the company has added a corporate focus to its safety and environmental practices, developing consistent policies and sharing information among the three locations.

KPA recognizes Cal-Coast Machinery as a “Best Practices” company.

Cal-Coast Machinery, established in 1968, is the premier John Deere dealer on California’s Central Coast.

The company was founded by local farmers, and serves California farmers from its headquarters in Santa Maria and additional dealerships in Oxnard and Paso Robles. Rentals make up a large part of the business.

Cal-Coast Machinery was selected by KPA as a “Best Practices” company because of its long commitment to environmental health and safety (EHS). It has been a KPA EHS client for over 20 years.

<http://www.jddealer.deere.com/cal-coast/>



“In our business –agriculture – keeping the environment safe is very important. We are willing to invest in best practices.”

Terry Iavicoli
corporate

Terry Iavicoli (left) is the corporate Human Resources manager and safety coordinator. Don Snell (right) is service manager for the Oxnard location.

Cal-Coast Machinery Best Practices for Environmental Health and Safety

1 Support for safety from the top of the company.

The company mission statement includes a commitment to safety and environment. Don Snell, Oxnard service manager: “The company is very proud of its excellent reputation; we don’t want to have anything happen to take away from it. That makes it very easy to step in and do what’s right.”

2 NEW – Corporate coordination of environmental health and safety. In 2008 the company created a headquarters position for supporting and overseeing the EHS function. MyKPAonline allows Corporate to review all findings and open items at each facility.

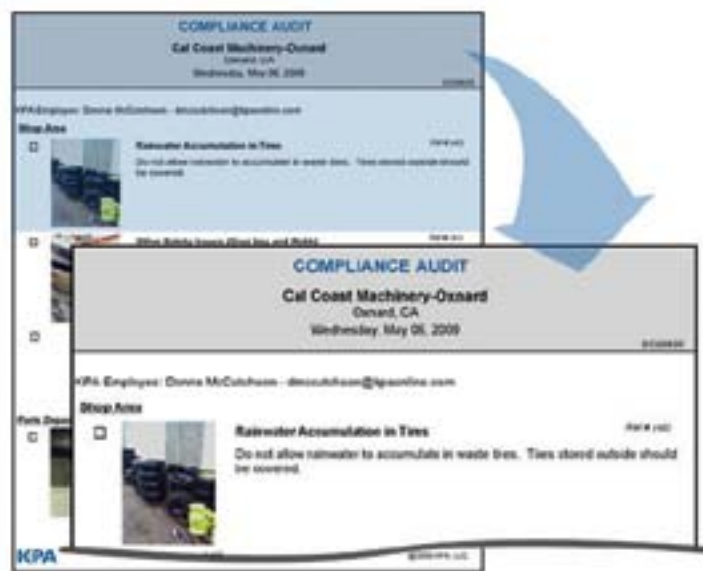
3 A fresh pair of eyes to spot areas for improvement, and to keep on top of changing regulations. Eddie Rich, Santa Maria service manager and 29-year employee of Cal-Coast Machinery: “I don’t have the time to research all the rules and still do my job. It’s easy to come in every day and have tunnel vision, to overlook things. I rely on KPA to stay on top of things for us, and also to teach the team something at every site visit.”

4 Delegation and quick action. Don Snell, Oxnard service manager: “In this company the service managers have free rein to make a decision or invest in a corrective action. When we needed to fix a sump pump at the bottom of a loading dock, we changed schedules around and got it done.”

5 Team safety. Paul Reutter, Oxnard General Manager: “We have a team atmosphere where everyone looks out for potential hazards; our employees genuinely care about the welfare and safety of others.”

6 Safety focus on handling of weight. Don Snell: “Weight is the #1 safety issue with ag equipment. We get a lot of technicians from other industries, so we have to bring them up to speed on a lot of things. KPA’s constant inspections and training on load capacity, lifting, hoist safety and fall protection is a big help.”

7 Safety training for offsite work. Don Snell: “Unlike automotive, a lot of our work is done offsite. We need to train the guys before they go out in the field to check for safety considerations—for example, if a field was recently fumigated.”



The KPA engineer uses myKPAonline to photograph and document findings from the periodic onsite safety inspection. All findings and recommendations can be viewed online by local or corporate staff, and corrections can be tracked.

“myKPAonline™ is a great tool. The photos the KPA engineer adds are top notch. I can see exactly what the KPA engineer means and where the item is located, so it saves a lot of time.”

Eddie Rich, service manager, Santa Maria

About KPA

KPA is the nation’s compliance expert on safety, environmental and human resources issues, serving more than 3,000 clients in 43 states since 1986.

KPA’s onsite, on-call, and online environmental and safety services reduce accidents and associated costs while ensuring the highest level of compliance with EPA and OSHA regulations.

HotlinkHR™ is an online system that cuts legal and administrative costs, forces compliance with state and federal regulations, and increases protection against employee lawsuits.

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