

PSSA hold AGM at the London Chamber of Commerce

The PSSA held their Annual General Meeting supplemented by a members' conference on 26th November at the London Chamber of Commerce.

The event was well attended by founder, full and associate members. Chaired by **Laurence Goode**, who gave a brief talk on the challenges to the PSSA as a trade organisation, the day included presentations from a spectrum of industry speakers including:

Simon Everest from the UK Trade & Investment Defence and Security Organisation gave a talk on the role of UKTI within the Security sector and the aspirations for exports following the positives achieved during the London 2012 Olympics.

There was an update on the progress of the Verification Schemes covering HVM products, fencing and also installation from **Steve Munden** and a summary of this is included in this newsletter.

Our Vice Chair **Gavin Hepburn** gave an overview of the work ATG have been doing with Number 10 on the impact of EU



PSSA Members at the AGM Conference (left to right): Laurence Goode, Steve Gaffer, Alastair Henman, Rob Simmons, John Wood and Gerry Cowan (Photo taken by Mark Rowe, Editor of Professional Security Magazine.)

Regulations from the point of view of a successful SME.

And finally **CPNI** were able to discuss the work they are currently doing and the perceived challenges to the security industry.

The overall feeling from the day was one of potential transition of the PSSA from a fledging trade organisation developed on the back of the Verification Scheme to one with significant respect from the security industry around the world. We are now seeing consultants starting to specify verified products to be used on security projects which is great to hear.

There is now the desire to push on with the PSSA, collect more members and get more products and companies through verification schemes to allow the PSSA to grow in stature.

PSSA Members at the AGM Conference



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04 PSSA Member News

Heald's new Fixed Raptor bollard



07 60 Second interview

Interview with Rob Oliver



New Impact Test Standards

BSI has recently published updates of PAS 68 and PAS 69. The new standards came into effect on 31 August 2013.

The new standards: **BSI PAS 68:2013 – Impact test specifications for vehicle security barriers' systems** and **BSI PAS 69:2013 – Guidance for the selection, installation and use of vehicle security barriers' systems** replaced their respective 2010 versions, which have been superseded and withdrawn. Several significant changes have been introduced, including revision of VSB system classification types.

Although not listed by BSI at the time of writing, ISO also has two International Workshop Agreements now available:

IWA 14-1 – Vehicle security barriers – Part 1: Performance requirement, vehicle impact test method and performance rating. **IWA 14-1:2013** specifies the essential impact performance requirement for a vehicle security barrier (VSB) and a test method for rating its performance when subjected to a single impact by a test vehicle not driven by a human being.

IWA 14-2:2013 – Vehicle security barriers – Part 2: Application. **IWA 14-2:2013** provides guidance for the selection, installation and use of vehicle security barriers (VSBs) and describes the process of producing operational requirements (ORs). It also gives guidance on a design method for assessing the performance of a VSB.

A key element of the IWAs is the recognition of American requirements, in addition to European.

The new IWA's are expected to become the 'standards of choice' preferred by purchasers and government agencies.

Although the new IWA's may be purchased directly from ISO, members may wish to hang on until BSI supply the documents, which may attract BSI member discount and avoid currency conversion fees. Note also that test houses will need to become accredited to the new IWA's before a full service can be provided.



Above: The 'Blockout-Kerb' test

PSSA *Member News.*

Securiscape Ltd have designed and developed and successfully tested to BSI PAS68 a surface mounted Manual operation rise and fall Kerb called the "Blockout-Kerb". It is easy to install as either a surface-mounted unit or as a cassette and is ideal for isolated locations where there is no electricity supply.

NEWS *in brief*

HS2 - Keeping Track

With continuing controversy, the hybrid bill required to progress HS2 is now published. Titled "High Speed Rail (London - West Midlands)" it had its first reading at the end of November. The promoters predict that the first shovels will hit the ground in 2017 and the first high speed trains should be speeding along the tracks between Birmingham and London by 2026. Those opposed to the project have other ideas.

To keep track of the HS2 timetable see <http://www.hs2.org.uk/>.

Security Policy Framework

Latest updates under HMG's Security Policy Framework are available - [click here](#).

The documents set out the standards, best practice guidelines

and approaches that are required to protect UK government assets. It focuses on the outcomes that are required to achieve a proportionate and risk managed approach to security that enables government business to function effectively, safely and securely.

Construction Strategy 2025

HMG have sponsored a number of sector strategies this year of relevance to PSSA members. The Construction Strategy 2025 sets out a number of environmental, cost and trade targets to be hit in a little over 10 years. The full document can be seen [here](#).

PSSA Member News.

Broughton move beyond ISO9001, replacing traditional auditing with on line behavioral assessment system

On an annual basis, Broughton's management team re-launch an ongoing project to find the next step forward to further raise customer outcomes, satisfaction, and business efficiency.

Wanting to build on existing ISO 9001 quality systems, but very aware of the short-comings of most ISO9001 systems, the team were determined to not just add further endless tick- box checking associated with the methodology of traditional auditing. Recent huge failures at for instance Stafford Hospital, Deepwater Horizon, and across the whole financial sector indicated that continually extending conventional systems gives no guarantee of improvement and in fact can give false confidence while catastrophic failures develop unseen. The challenge was to find a simple system that reliably and solidly indicates where the current risks to the delivery of high quality business, and customer outcomes really lie.

From work with the PSSA; the High Security Industry's Association (Broughton's MD is also chairman of the PSSA), and being the first Company through the PSSA's Product Verification Scheme, Broughton had first-hand experience of some innovative work Pioneered by an outfit called the High Performance Organisation (HPO).

Following an in depth assessment Broughton adopted a completely different direction for their well-established ISO9001 system, entirely replacing the existing audit regime with an innovative behavioural assessment system. This system employs 3rd party certification by HPO's UKAS accredited certification body; HPA.

The system includes a number of fairly radical ideas, but the features that really interested and inspired the Broughton team were:

- The system uses a clever process to regularly gather the perceptions of employees, customers, suppliers and stakeholders, then process this information through some unique algorithms. This process pin-points any potential weaknesses in the organisation's systems and procedures. Unlike traditional ISO9001 systems which spread focus over the entire organisation on a sequential rota basis, and regardless of whether this adds any value, this allows the focus of all energy and resource just on the current risk areas.
- From these algorithms the system provides a continuous scoring across all the organisation's processes. This allows targets to be set and monitored for improvement, and efforts/resources to be used most effectively i.e. to be increased or reallocated to different areas depending on improvement rates.
- By focusing on business and customer outcomes this system recognises that customer service delivery is the result of many departments and processes and not any one in isolation; it looks at an entire delivery system. Traditional methods can perfect one or several specific areas yet still let customers down or produce poor output in total.
- The system recognises that it is people's behaviour that delivers customers' results and products, not bits of paper and documents. By focusing just on the current risk areas, this applies resource to improvement, rather than trying to define everything that takes place before it happens and tying everyone up in ever increasing amounts of detail that divert attention from real problems and don't really control anything.
- The management team were very happy with the initial overall results, indicating a good general satisfaction of customer requirements, but were also surprised by others. A number of areas were shown to have potential risks and improvements are already being made; improvements the team are sure would not even have been identified by a traditional ISO9001 system, regardless of the amount of resources used!



Perkins Review of Engineering Skills

The challenge of finding the right skill set in recruiting staff, particularly engineers, affects security industry manufacturers and is recognised right across industry.

The latest report to suggest how this problem can be addressed has been produced by Professor John Perkins and was published by BIS in November. The report makes 22 main recommendations – including more support for the Tomorrow's Engineers programme in schools. To read the report - [Click Here](#).

DID YOU KNOW?

TRL make exclusive testing offer for PSSA Verification Scheme members.

TRL are exclusively offering all PSSA members who are putting a product through the Verification Scheme, a reduced full impact test fee of £9,000 (excluding VAT, vehicle and civil works). Jennie Lowe, Full Scale Impact Testing Group Manager at TRL said "This is a saving of 10% against our standard test fee for the PAS 68 impact testing of security barriers and bollards, which normally includes a Test Managers fee, and is in recognition of the credibility of the PSSA Product Verification Scheme".

PSSA Member News.

The last few months have been an exciting time for Heald, with both an award nomination and an exciting new product on the market.

After attending the Security Excellence Awards in London where the revolutionary surface mount Matador automatic sliding bollard system, (the only solution of its type currently available) was selected as one of the finalists in the Counter-Terrorism solution of the year category. Heald has also been nominated for the Exporter of the Year awards in the Hull Daily Mail Business Awards.

This prestigious award is open to businesses of all sizes based in Hull and the surrounding area, and for Heald to have received a nomination is

PSSA Verification Scheme Press Release brings enquiries



As part of a new wave of PSSA marketing activities, a News Release was issued informing journalists attending Transport Security Expo last month of the forthcoming introduction of the Installation module of the PSSA Verification Scheme. The release attracted several journalists to the PSSA stand and was subsequently included in several online and hard copy security-related publications.

This module of the Scheme was introduced to address "the vast variation in quality of installations", which was again pointed out at a recent CPNI Industry Day.

The Installation Specification was developed by a Working Group of PSSA Members, security consultants and others and includes a range of criteria including installation specification, performance, service design and delivery, testing and activation and handover.

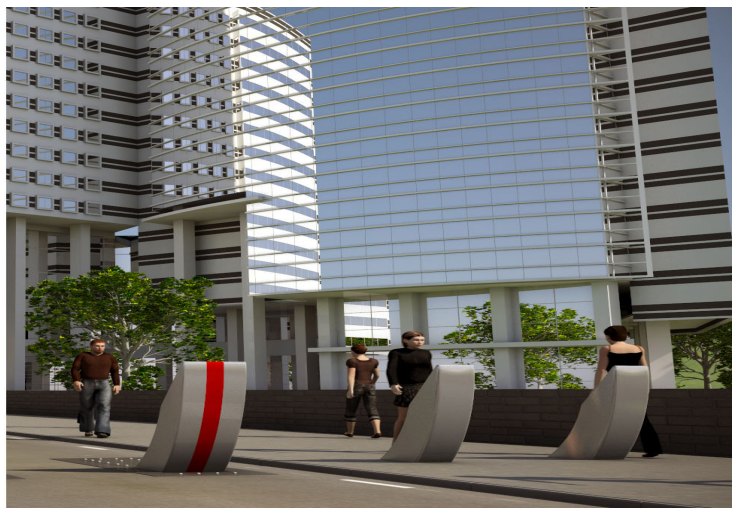
PSSA Council Member and Installation Project Leader, Rob Simmons and Scheme Manager, Steve Munden have already held positive talks with other industry associations interested in collaborating on the initiative.

A meeting is planned in January 2014 to brief Members who will be taking part in piloting the new module. The group includes both product suppliers and installation companies. Please contact Steve Munden (stephen.munden@pssaverification.com) if you would like your company to be one of the first verified under this new module.

testament not only to the dedication and hard work of the Heald team but also to the quality and innovation of the products that are in demand all over the world.

Never a company to rest on its laurels, Heald's latest innovation is the shallow mount Static Raptor bollard, fresh from its recent PAS68 tests where it was proven to stop a 7.5 tonne truck travelling at 48kph with zero penetration and zero dispersion. Orders are already coming in for the Static Raptor, which can be used individually or as part of an array to secure an aperture of virtually unlimited size.

Below: Heald's new Fixed Raptor bollard provides a flexible high security solution which integrates well into any environment



PSSA Member News.

SSSB Bison Crash Rated Shallow Mounted Blocker 50mph

Security Solutions have a new addition to their popular crash rated product range - The mighty - "Bison Road Blocker"

The newly designed road-blocker has been developed for shallow mounted applications where modern utilities make deep excavation problematic.

Brian Wilkinson, Senior Operations & Quality Assurance Manager commented: "The Bison, manufactured under strict quality control is an impressive piece of kit, not only is it formidable in size and intimidating in appearance. Like its animal counterpart the Bison Blocker is a keystone species in our crash rated range, it has been developed and designed to play a critical role in maintaining and protecting the structure of a high-quality defensive security system from hostile vehicle predators".

Patrick Ngongang, Lead Design Engineer on the Bison project development team added: "Having conducted several Dynamic Finite Element Analysis on the 3D model of the product, we made sure all possible areas subjected to failure were strengthened during the multiple simulations to obtain and manufacture the finish product ready for the field test. We were very overwhelmed with the performance of the Bison blocker during the test. All the kinetic energy resulting from the 7.5tonnes N3 impact object travelling at 50mph was transferred through the Bison Blocker and directly to the ground, bringing the attacking hostile vehicle to a complete stop".

The Bison Blocker is fully manufactured in the UK at the Security Solutions Fabrications Workshop in Bolton. Using RSJ British steel beams as the main support of the device; the Bison is robust, strong and made to deal with any situation it is presented with. The linking arm system has been specially designed to protect the hydraulic drive during a crash situation. When successfully tested at a speed of 50mph the Bison blocker was fully operational following the impact.

Should you want a site survey conducted to see how the Bison Road Blocker could improve your current security arrangements call 0843 290 9250



Above: The mighty 'Bison Road Blocker'

PSSA Member News.

Frontier Pitts Exporting Around the World

With a growing customer portfolio across the world, Frontier Pitts have identified the potential growth for our range of perimeter security equipment within the most remote markets of the world.

Our engineering expertise and ability to develop bespoke product designs attest to the need of bringing a quality British manufactured product to the developing market.

With recent installations in countries such as Madagascar, Haiti and Trinidad, Frontier Pitts Ltd now has equipment operating in over 90 countries. The export market continues to grow steadily, and with assistance and funding from organisations such as UKTI and BSIA.

As the distribution network continues to diversify internationally, Frontier Pitts continues to develop overseas relationships. We believe it is critical to educate our clients and train our agents to empower them with the knowledge of our equipment throughout the World. Indeed, as more and more overseas hostile vehicle mitigation specifications are influenced by the British PAS 68 criteria, we have become ambassadors of the Vehicle Security Barriers Crash Test program.

As illustrated by Frontier Pitts over the years by our numerous awards and accreditations, including ISO9001 Quality Management for over 20 years, LPCB 1175 for our Terra Diamond Turnstile and the most PSSA Verified awards of any HVM Manufacturer, we are committed to providing the highest level quality of products and services to all of our customers, no matter where in the world their security needs may be.

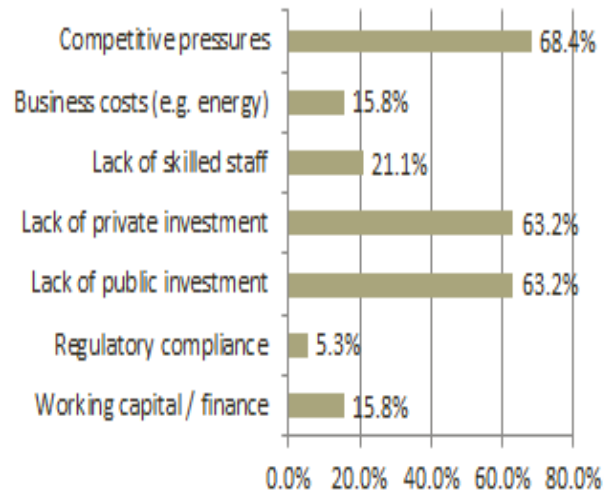
Business Barometer

Results from the Perimeter Security Business Barometer reported to the PSSA conference showed that UK sales have taken a dip in 2013 for 55% of respondents whilst 28% have seen growth.

The main challenges to sales performance were reported as continued fierce competition and the lack of public and private investment in new projects – this was described as “the Olympic hangover” by respondents. Overseas markets fared a little better with 40% experiencing an increase in sales. The vast majority of participants expressed more confidence in the home market for 2014 – a third forecast level business in the coming year but half opted for a probable increase. For overseas business, all respondents predict that next year will be at least as good as 2013.



Profitability constraints - 2014



PSSA Member News.

Baku 2015: European Games, June 2015

The European Games will be a multi-sport event for athletes from all of the National Olympic Committees in Europe and will be held every four years.

The Games are owned, co-organized, and regulated by the European Olympic Committees (EOC). The European Games were created at the General Assembly of the European Olympic Committees on December 8, 2012 in Rome, Italy, when an overwhelming majority of the National Olympic Committee of Europe voted for the creation of the European Games. At this General Assembly the right to host the Games was awarded to the City of Baku, Azerbaijan.

The Organizing Committee responsible for the inaugural European Games in Baku was established by decree of the President of the Republic of Azerbaijan. The Committee is chaired by the First Lady Mehriban Aliyeva, the President of the Heydar Aliyev Foundation, member of the Executive Committee of the National Olympic Committee of the Republic of Azerbaijan, UNESCO Goodwill Ambassador.

Baku 2015 European Games Operation Committee (BEGOC) was established under the direction of the Chairperson of the Organizing Committee.

As with all major events security is of great importance. To this end, planning for security has commenced with particular reference to security infrastructure. During 2013 the security overlay will be developed to ensure a practical security overlay at all sport and non-sport venues. More information relating to sports and venues can be obtained by visiting www.baku2015.com.

As of 1st October 2013, Jurek Tolloczko will be Head of Security Infrastructure at BEGOC, based in Baku.

If any PSSA members are interested in obtaining more information about the games please contact Jurek by e-mail at Jurek.tolloczko@copeseccom.

60SECOND INTERVIEW

Rob Oliver

Secretary to the Council



What does your role in the PSSA involve?

I lead the administration of the PSSA, together with my long term colleague, Claire Kelly. That means working with members of the PSSA Council, organising meetings and conferences, making sure the bills are paid etc. I was also able to help set up the PSSA when we started a little over three years ago.

What's your vision for PSSA over the next year/ 3 years/ 5 years?

Now we have the Verification Scheme up and running, with the installation part of the programme close to implementation, our big task for next year is to add some further activities to our offering. We have just arranged for our friends at Counter Terror Business magazine to help promote us at a large number of security related events next year, so that will get the PSSA name out there. I'm also keen to get some project and factory visits organised for members – and we are starting to develop our relationship with UKTI to benefit members who have an interest in overseas markets. Longer term I think our relationship with more government departments and agencies will be important. The CPNI were the catalysts for getting the PSSA started but there are other organisations that we need to get closer to. In 5 years I would expect PSSA membership to be well over the 100 mark.

Where have you previously worked?

I started training as a chartered accountant but then went into the trade

association management business and have stuck with it. The job has involved working with lots of different industries. I was a director of a photographic association when somebody came along to a meeting and asked "what's this digital imaging thing?". Within five years the imaging sector had been revolutionised and traditional silver halide photography and business models had been trashed. I've also done a lot of work in the construction equipment sector. Highlights there have included managing a lean manufacturing-related programme on behalf of the industry – and starting a new trade show from scratch.

What would people be surprised to learn about you?

Variouly over the years I've been the manager of an R&B band, founder member of a boxing appreciation society, member of a national committee of a political party (those with blue rosettes) and treasurer of an African wildlife conservation charity. Today I'm committed to growing chilli plants in North Yorkshire (not an easy task) and American country music. My company also sponsors a bear, Elizabeth Rose, who now lives comfortably in a wildlife refuge in Florida.

What's the first thing you would do if you were prime minister?

I would broadcast to the British people and explain that government can't solve all their problems. People tend to vote for the politicians that tell them what they want to hear, and then complain afterwards that they lied. But if politicians tell it like it is, no one votes for them(!).

Who would you most like to meet and why?

Alan Devonshire. He was one of the great players I saw when I was a regular at the Boleyn Ground, Upton Park, in the 1980s. Not sure what I would say to him, I met the equally great Phil Parkes once and was tongue tied.

What 3 things would you take to a desert island?

A copy of One Hundred Years of Solitude by Gabriel Garcia Marquez, a packet of scotch bonnet seeds and a teddy bear.

PSSA

Members:

Allens Total Perimeter Security
 APT Security Systems
 ATG Access Ltd
 Avon Barrier Company
 Barkers Fencing Ltd
 Bavak Security Group
 Betafence
 Bridgeway Pro-Barriers
 Bristorm, Hill & Smith Ltd
 Broughton Controls Ltd
 Cova Security Gates
 Darfen Durafencing
 Hardstaff Traffic Barrier Services Ltd
 J&S Franklin Ltd
 DM+ Security
 Eagle Automation Systems Ltd
 The Expanded Metal Company
 Extrudakerb (Maltby Engineering) Ltd
 The Fencing Partnership Ltd
 Fensec Ltd
 Frontier Pitts Ltd
 Heald Ltd
 Hesco Bastion Ltd
 Highway Care
 J B Corrie & Co Ltd
 Marshalls
 Mira Ltd
 Securiscape Ltd
 Security Solutions Ltd
 Tata Steel Projects
 Tescon
 TRL
 Vale
 Volker Fitzpatrick
 Zaun Ltd

Current *List of Products*

| Manufacturer/Distributor | Product |
|--------------------------|---------------------------------|
| ATG Access | SP400 Bollards |
| Broughton Controls | Defender 941 Barrier |
| Broughton Controls | Defender 942 Barrier |
| Cova Security Gates | Miti Gate 10930 |
| Cova Security Gates | Miti Gate 10940 |
| Cova Security Gates | Full Depth Rising Bollard 11840 |
| Cova Security Gates | Shallow Pit Road Blocker 10506 |
| Frontier Pitts | Terra V Gate |
| Frontier Pitts | Terra Sliding Cantilevered Gate |
| Frontier Pitts | Terra Ultimate Barrier |
| Frontier Pitts | Compact Terra Barrier |
| Frontier Pitts | Terra Blocker |
| Frontier Pitts | Terra Shallow Blocker |
| Frontier Pitts | Surface Mount Blocker |

PSSA Contact Details:

Secretary to the Council
Rob Oliver

Executive Administrator
Claire Kelly

PSSA's website
www.pssasecurity.org

PSSA General Email
admin@pssasecurity.org

Tel No: +44 (0) 20 8253 4509

Fax No: +44 (0) 20 8253 4510



DIARY DATES

UK

Security & Policing 2014

11th - 13th March 2014
Farnborough, Hampshire
<http://www.securityandpolicing.co.uk>

Counter Terror Expo 2014

29th - 30th April 2014
Olympia, London
<http://www.counterterrorexp.com>

Infosecurity Europe

29th April - 1st May 2014
<http://www.infosec.co.uk>

Overseas

Intersec (Security, Safety, Protection)

19 - 21st January 2014
Dubai, UAE
<http://www.intersecexpo.com>

ASIS Middle East Security Conference & Exhibition 2014

16-18th February 2014
Dubai, UAE
<http://www.asisonline.org>

KIPS 2014

4th - 6th March 2014
Kiev, Ukraine
<http://en.kips.com.ua>

ISNR Abu Dhabi 2014

1st - 3rd April 2014
Abu Dhabi, UAE
<http://www.isnrabudhabi.com/portal/home.aspx>

ASIS International 13th European Security Conference & Exhibition

1st - 3rd April 2014
The Hague, Netherlands
<http://www.asisonline.org>

LAAD Defence & Security

8th - 10th April 2014
Rio de Janeiro, Brazil
www.laadexpo.com.br

SOURCE Security Conference and Training

8th - 10th April 2014
Boston, USA
<http://www.sourceconference.com/boston/>

Season's Greetings and best wishes for 2014 from us all at PSSA



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