

## Heald Ltd celebrates 30th anniversary and export award win

A manufacturing company, whose products protect high-profile venues worldwide, is celebrating 30 years in business. The firm also recently learnt they had been crowned Export Business of the Year in the Hull & Humber regional heat in this year's Chamber Business Awards.

Counter-terror product manufacturer, Heald Ltd originally operated as an agricultural engineering company before recognising the need for specialised security equipment.

In 1994, Heald repositioned itself as an international counter-terror product manufacturer whose products now secure many vulnerable properties worldwide.

Known to those in the industry as hostile vehicle mitigation systems, Heald's award-winning products consist mainly of innovative bollards, barriers and road-blockers that aim to protect a number of prominent clients worldwide.

Approximately 80% of Heald's products are exported overseas and installed at military sites, presidential buildings, airports stadia, banks, shopping malls and many more locations that require protection against criminal activity and terrorist threat.

With a consistent approach to innovation and the aim of creating at least one new security product each year, Heald recently invented the Hydra, an intelligent monitoring system which offers clients the opportunity to operate multiple security units remotely. The development was a response to extensive market research and customer demands, particularly in the USA.

In the firm's 30th year, Heald has collected a myriad of award wins and shortlistings including an award win with the Northern Power Women and the Yorkshire Business Leaders. Most recently, the firm was shortlisted in three categories in The Yorkshire Post's Excellence in Business Awards.

Alongside this, the firm has also received recognition for its commitment to intellectual property in the Metis Partner's IP100 League Table, where it was listed in 6th place.

Commenting on a very successful 30 years in business, managing director, Debbie Heald stated: "The Heald team is delighted to celebrate our 30th anniversary this year and we look forward to another 30 years in business. With plans to expand our partner networks globally and a number of new projects in the pipeline, Heald can look forward to an exciting future."

Heald Ltd will join other security experts exhibiting at the UK Security Expo in London later this year – an event attracting government, law enforcement, intelligence and defense audiences, who will gain the opportunity to experience the full potential of anti-terror measures. ■



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**UK SECURITY EXPO 2016** THE GLOBAL SECURITY SHOWCASE  
DESIGN | SECURE | RESPOND  
30 NOV – 1 DEC 2016, OLYMPIA LONDON

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# PSSA Member News

## PSSA developments

My column in the July newsletter was dominated by information about the new PSSA website that we were building at the time and was promising to have the site ready and live by the end of summer. To the relief of those of us involved in its development the site finally went live in mid September. We hope you like it and consider it a good step forward for the PSSA. I would like to offer a huge thank you to all the members who contributed to the development of the new website plus, once launched, to Zaun, Cova, and Frontier Pitts who have helped with a press release campaign which should generate further PSSA press coverage in the coming weeks.

There is a clear message via the website that PSSA members are quality companies with quality products and services, many of which are independently tested to give maximum confidence to end clients. This is a message that we intend to continue to bring to the end users of high security external perimeter protection and to this end we have developed a full marketing plan for the next twelve months that was ratified in October by your management council and the implementation of which will commence immediately. Our aim is to significantly raise the profile of PSSA, its members, and

its values in the coming period.

Having now got the bulk of the website development work behind us we have begun taking action on other fronts and elsewhere in this edition you will find information on a review of the verification scheme, preparations for the upcoming AGM (which we have turned into more of a conference format this year with a number of excellent speakers including representatives from CPNI and JSaRC), and our exciting involvement with JSaRC which is a newly launched government initiative to bring government and the security industry closer together. For those of you attending UK Security Expo 2016 at Olympia at the end of November please note that also that we have a PSSA stand at the exhibition and would be delighted to welcome you onto it.

In summary, we continue to make progress on various fronts and I look forward to meeting as many of you as possible at the AGM on 8th December to discuss our progress this year and our plans for 2017. ■

**Simon Towers, Chairman PSSA**



## Terra Diamond Turnstile Achieves Government Forcibility Rating



Frontier Pitts is proud to announce our Terra Diamond Turnstile has successfully passed CPNI's recent independent MFES Forced Entry Testing. This testing proves the Terra Diamond Turnstiles performance and durability, and approves the pedestrian access control for applications that protect the UK Government and National Infrastructure.

The latest Manual Forced Entry Standard replaces the Physical Barriers Attack Standard (PBAS) reflecting the changes in current threats. ■

## New route to government contracts

PSSA representatives have been briefed on the new Home Office initiative – the Joint Security and Resilience Centre (JSaRC). The Home Office have committed £11m over the next four years to establish JSaRC. JSaRC is introduced as, “A flexible capability where HMG and the security sector (industry and academia) can work in partnership to respond to both urgent and longer term threats to UK national security and can seize opportunities to support the growth of the security sector. JSaRC will act as the front door for the security sector to access the complex security machinery of Government. It will be the Government’s primary means of co-ordinating industry support, refining requirements, understanding the industry offer and sharing strategic priorities.”

The initiative has the backing of Ben Wallace MP, the Minister of State for Security, who is a former overseas director of QinetiQ. QinetiQ hosted the 2015 AGM of the PSSA.

JSaRC is being launched in partnership with the UK’s Security and Resilience Industry

Suppliers Community (RISC). The PSSA is a member of RISC which acts as the principal channel of communication between the Home Office (Office for Security and Counter Terrorism (OSCT)) and the security sector and national security and resilience issues. See [www.riscuk.org](http://www.riscuk.org)

### JSaRC will have 3 main objectives.

1. Deliver a joint response to the UK’s national security challenges.
2. Drive the delivery of the right solutions.
3. Support the growth of the security sector.

### Government challenge to PSSA members

The introduction of JSaRC, in partnership with RISC (see article), opens up an opportunity for PSSA members to give their views on how Government can best respond to some of the frustrations experienced in selling into taxpayer supported security-related projects. This will be part of the discussion at the forthcoming AGM Conference on 8th December, hosted by Horiba MIRA.

The PSSA’s Rob Oliver explains, “The support

of the Home Office to develop a better supplier experience is crucial, but better practice won’t just happen. We need both case studies and ideas from members on how things can be improved which we can support. We know that the adoption of innovative products and techniques is encouraged in principle but it can be more difficult to get acceptance in practice”. ■

**Home Office JSaRC Joint Security and Resilience Centre**

**RISC**

**What previous visitors thought:**

- 95% "Praised the quality of service provided and their expertise"
- 89% "Professionalism"
- 96% "Very happy to recommend security services to a colleague"
- 68% "Very happy to recommend products or services to a friend or family"



## PSSA Member News

# Product Conformity in Brexit-land - update from Red Folder

Talk of Brexit has created considerable uncertainty for business but until new changes are notified the existing Regulations and Standards continue to apply. Regarding Product Conformity the UK has been closely involved in harmonising standards with our trading partners for the past 40 years. For the next 3 or more years, regardless of Brexit, the Regulations and Standards that PSSA members need to comply with will continue to be updated and evolve to take account of new technology and other factors as before.

To keep members up to date with all the latest developments and changes Red Folder provides bulletins and fuller information online. For specific enquiries a telephone helpline and specialist advice is available to members who have registered for this free service. Areas covered include changes to European EMC Directive 2008/108/EC next year.

### **IMPORTANT new Product Conformity changes include recasting of European Directive 2008/108/EC. Applies from 20th April 2016 renumbered as 2014/30/EU.**

The "Essential Requirements" of the Directive are the same but the format and scope will change.

- Some product types not previously covered by the EMC Directive now do
- Other product types are excluded and are covered by alternative legislation
- Products delivered after 20th April 2016 will need to comply with the new EC Directive
- Products complying with 2004/108/EC delivered by 20th April 2016 will still be considered compliant
- Any changes to existing equipment/ installations may need an updated Declaration of Conformity

The recast Directive requires the following key changes:

- marking on the product gives a single address
- identify new Directive 2014/30/EU on the rating plate
- updated O&M and Instruction Manuals to reference the new Directive
- Other changes included:
  - Content of the Technical File
  - Layout changes to Declarations of Conformity
  - Continuous updates when modifications are made to the equipment or product
  - New penalties for Non-conformity against this and other Directives within the EU community

Compliance with the EMC Directive is not new and this is not a raft of new obligations but it does define a different scope of products and explains your obligations in clearer language. It is more explicit about how you communicate with your customers, the supply chain and the authorities.



Compliance is compulsory. For devices covered by the new Directive it will be policed and non-conformity carries serious penalties. You must also meet "other" appropriate EU Directives before placing the CE Mark on your equipment. Due diligence in becoming more important when reporting and recording test results as part of your Management System regime.

**NEW LOW VOLTAGE DIRECTIVE 2014/35/EU** effective from 20th April 2016 and replaces 2006/95/EU. For all manufacturers, suppliers, exporters, panel builders and switchgear manufacturers this applies to electrical equipment operating between 50v ac to 1000v ac or 75v dc to 1500v dc.

Key changes include:

- Performance of a risk analysis and assessment
- Additional labelling of products and references to potential dangers in processing, use and operation
- Documentation must be in the official languages of EU Member States where the product is marketed

General and specific information on these and other ongoing product conformity changes is available to all PSSA members. To find out more contact Nicholas Harvey ([nicholas.harvey@red-folder.co.uk](mailto:nicholas.harvey@red-folder.co.uk)). ■

## Frontier Pitts' HVM Terra Quantum Bollard Shortlisted

Frontier Pitts are pleased to announce their HVM Terra Quantum Bollard has been selected as a Finalist in the Security Excellence Awards for Counter Terrorist Innovation of the Year. Previously known as the Terra Hubble Bollard.

The World's first BSi PAS 68 side folding bollard; the **ULTIMATE BREAKTHROUGH INNOVATION** for Hostile Vehicle Mitigation.

The **UNIQUE** Terra Quantum Bollard is a Shallow Depth, Side Folding Retractable HVM Terra Bollard which has been successfully PAS 68 impact tested stopping a 7.5t vehicle travelling at 30mph (48kph), which equates to 667kJ, with **ZERO PENETRATION**.

The Quantum Bollard Innovative Direction of Travel – Side Folding Bollard uniquely raises and lowers – with a small footprint and encroachment of foundation. ■



## PSSA Member News

# Cova Security Gates installed on London Building of the Year 2016!

Announced recently in many UK architect publications was 'The City of London Building of the Year 2016' which consists of two buildings located at 'New Ludgate' in the heart of St Paul's London, and adjacent to England's most famous court, the Old Bailey.

Cova Security Gates who have this year achieved certification of ISO 9001: 2015 Quality Management Standard were delighted to receive this latest announcement as the building was commissioned with the installation of their popular CSG 10601 bi-fold speed gate at the rear of the building, for which it offers security for its delivery goods area – which is in operation 24 hours a day, 365 days a year.

Designed in the UK, this first generation bi-fold automated speed gate is the perfect solution where height and span of opening are critical factors. The client specifically required the gates to blend in with the aesthetics of the building.

Standing at 4.75m high and over 10.5m wide – that's a lot of gate and one of their largest Speed Gates built to date!

The CSG10601 Bi-Folding Speed Gate consists of two posts, onto each post a bi-folding leaf is attached by hinges. The posts are connected by an overhead operator box which is cleated to and supported by an adjacent external structure, generally integral to a building. The bi-folding leaf utilises an overhead guide track within the underside of the operator box assembly, there is no requirement for ground guides or track.

The post hung section of the bi-folding leaf is driven by 3-phase/50Hz drive motor, output speed 33rpm driving through 18:95 ratio spur drive gear, locking in both the open and closed positions, leaf movement can be accommodated to open either inwards or outwards. Gate leaf sections are fully welded assemblies, constructed of RHS steel section, vertical infill bars at 100mm spacing as standard although additional / alternative materials can be accommodated to suit.

Typically a gate will consist of a pair of bi folding leaves, capable of spans up to 15000mm W x 5000m H clear aperture, single bi-folding leaf gates can be produced if required. Gate leaves can be operated by a single drive unit simultaneously, or individual drives for larger spans or where individual leaf control is required. Drives are located within the operator box and are controlled by a Programmable Logic Controller (PLC) located within the associated control cabinet. All gate systems come complete with a safety photocell system between the gate posts.

What makes these London buildings of the year unique is that they have over 35,210 square meters of retail, restaurant and commercial office space over 9 floors and a roof terrace with stunning views over London, with building designs that make them stand out from most others in the area.

You can view the actual gate in a time lapse video in their factory being built and tested prior to being installed. Cova factory test EVERY gate from their UK manufacturing site in Crawley, near Gatwick prior to being sent out for installation. ■

See the time lapse video here:  
[www.youtube.com/watch?v=a4KobQDDQIO](http://www.youtube.com/watch?v=a4KobQDDQIO)

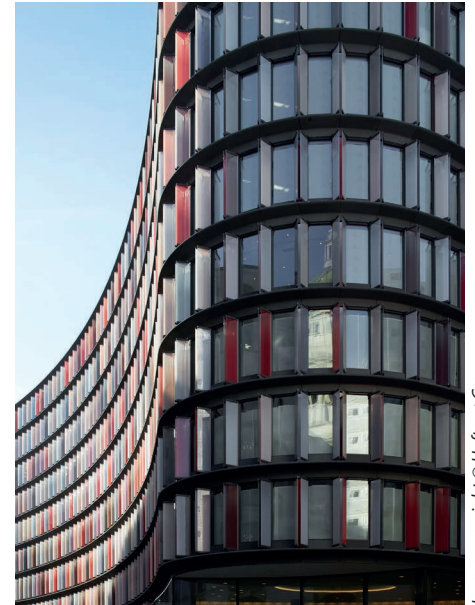


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## PSSA Member News

# AGM & Conference

## “PATHS TO BETTER BUSINESS IN HIGH SECURITY PRODUCTS”

Thursday 8 December 2016  
hosted by HORIBA MIRA  
Watling Street, Nuneaton, Warwickshire CV10 0TU

Programme:

### PSSA 2016 ANNUAL GENERAL MEETING

10.00 hrs – 11.00 hrs

Chairman's Report – Adoption of Accounts – Election of Officers  
PSSA Members Only

### CONFERENCE

Featuring key presentations from the CPNI, Horiba Mira, Red Folder and more.  
11.15 hrs – 15.30 hrs

**Limited places available, confirm your company attendees ASAP by email to  
Lisa Bainbridge on [admin@pssasecurity.org](mailto:admin@pssasecurity.org)**

## PSSA Website's Live

The Perimeter Security Suppliers Association's (PSSA) members can now reap added benefits following the recent launch of the Association's new website. Over the last few months the PSSA has introduced a number of new services for members and the new website provides information on these as well as raising awareness of member product ranges and bolstering the Association's general presence to a wider audience.

Simon Towers, PSSA Chairman, comments 'We are pleased to have launched the new website, which is a key building block to further developing awareness of the PSSA and its key objective, encouraging the use of professionally manufactured, installed and independently tested, high performance external perimeter protection products.'

To gain access to the member section and benefits of the website, you must register on this link <https://www.pssasecurity.org/register/pssa-member/> ■



# PSSA Member News

## DATES FOR THE DIARY

### UNITED KINGDOM

#### National Security & Resilience Conference

8 – 9 November 2016  
Fieldfisher, Riverbank House, London  
[www.nsr-conference.co.uk](http://www.nsr-conference.co.uk)

#### UK Security Expo 2016

30 November – 1 December 2016  
Olympia, London  
[www.uksecurityexpo.com](http://www.uksecurityexpo.com)

#### WHAT THE ORGANISERS SAY...

**Fresh and unique in its offering UK SECURITY EXPO is a first to truly showcase 'end-to-end' security. Through a series of conferences, workshops and immersive demonstrators, visitors will explore considerations of security from initial Design through to technologies to Secure, and in the event of an attack, capabilities deployed to Respond.**

#### Security and Policing

7 – 9 March 2017  
Farnborough International Exhibition & Conference Centre, Hampshire  
[www.securityandpolicing.co.uk](http://www.securityandpolicing.co.uk)

#### Security & Counter Terror Expo 2017

3 – 4 May 2017  
Olympia, London  
[www.counterterrorexp.com](http://www.counterterrorexp.com)

#### InfoSecurity Europe

6 – 8 June 2017  
Olympia, London  
[www.infosecurityeurope.com](http://www.infosecurityeurope.com)

#### IFSEC International

20th - 22nd June 2017  
ExCeL, London  
[www.ifsec.co.uk](http://www.ifsec.co.uk)

#### SDW 2017

26th - 28th June 2017  
Queen Elizabeth II Conference Centre, Westminster, London  
[www.sdw2016.com](http://www.sdw2016.com)

### INTERNATIONAL

#### Homeland Security Expo

7 – 8 December 2016  
International Center for Exhibition (ICE Hanoi) Vietnam  
[www.vietseceexpo.com](http://www.vietseceexpo.com)

#### SecProTec East Africa 2017

18 – 20 July 2017  
KICC Nairobi, Kenya  
[www.secprteceastafrica.com](http://www.secprteceastafrica.com)

#### Security Exhibition & Conference

26 – 28 July 2017  
ICC Sydney Darling Harbour  
[www.securityexpo.com.au](http://www.securityexpo.com.au)

#### Bahrain International Defence Exhibition & Conference (BIDEC)

16th - 18th October 2017  
Bahrain International Exhibition & Convention Centre  
[www.bahraindefence.com/welcome](http://www.bahraindefence.com/welcome)

#### Security-World Forum for Security and Fire Prevention

25 – 28 September 2018  
Messe Essen  
[www.security-essen.de](http://www.security-essen.de)

## SUDOKU

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## PSSA/Build UK Helplines

|   |               |
|---|---------------|
| Employment .....                              | 0844 249 9873 |
| Health & Safety .....                         | 0844 249 9874 |
| Legal & Contractual helpline (England) .....  | 0844 249 9871 |
| Legal & Contractual helpline (Scotland) ..... | 0844 249 9872 |
| Tax & Business .....                          | 0844 249 9875 |
| Training .....                                | 0844 249 5908 |
| Retention Bonds .....                         | 0844 249 5903 |

Members seeking advice or assistance will need to provide their company name and confirm that they are members of the PSSA.



#### CHAIRMAN

Simon Towers

#### SECRETARY TO THE COUNCIL

Rob Oliver

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## WE WANT YOUR NEWS & VIEWS!

We welcome suggestions and feedback on this newsletter and encourage any stories or news that you have.

Please send your feedback to **Lisa Bainbridge** at [admin@pssasecurity.org](mailto:admin@pssasecurity.org)