

Message from the Chairman



2017 is steaming ahead and we have a busy programme planned for PSSA promotion. I hope you all have a successful year.

2016 saw a lot of progress for PSSA with a strategic review early in the year leading to a new website, increased personnel resources, a number of new membership services and benefits, successful stands at two security industry exhibitions, and a well attended end of year conference enriched by speakers from, amongst others, CPNI and the Home

Office. All of the above, plus the establishment of closer ties with other relevant industry bodies and the addition of new PSSA members, have helped to significantly raise the profile of PSSA and what it stands for in many relevant areas.

In 2017 we will seek to build upon that awareness momentum with further marketing and exhibition attendances as well as looking to introduce new initiatives to help move our industry forward as a whole. Work on such initiatives is underway now following initial discussion of possibilities from our AGM in December and we hope to be in position to give more specific update this in our next newsletter. ■

Simon Towers, Chairman PSSA

BOARD UPDATE

PSSA welcome Jon Trott, Compliance Manager – Tech IOSH, from Cova Security Ltd to the board.



CPNI Education Day

SOLD OUT

The PSSA in conjunction with CPNI are offering a Career Professional Development (CPD) day covering the role of Hostile Vehicle Mitigation in modern day anti terror strategy.

Date: 1st March 2017

Arrival: 9.00am for 9.30 start

Venue: Horiba MIRA, Watling Street, Nuneaton, Warwickshire, CV10 0TU

Provisional Programme

- An introduction to the Centre for the Protection of National Infrastructure (CPNI)
- Threat briefing: espionage and industry, terrorism (international and domestic), changes in threat and targets
- CPNI's terrorism mitigation work
- CPNI's Hostile Vehicle Mitigation work
- The direction of HVM
- Open discussion

Cost: Members £75 (ex VAT) per person
Non-members £100 (ex VAT) per person

It is expected that this event will be oversubscribed and so applications will be dealt with on a first come first served basis.

Applications to attend should be made by email to Lisa Bainbridge at admin@pssasecurity.org

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COUNTER TERROR EXPO

PROTECT | PREVENT | PREPARE

3 – 4 May 2017, Olympia, London

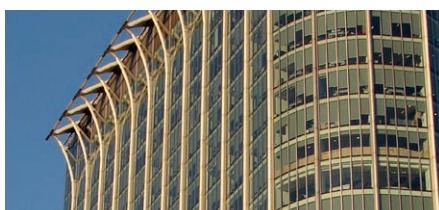
CounterTerrorExpo.com

SEE US AT COUNTER TERROR EXPO

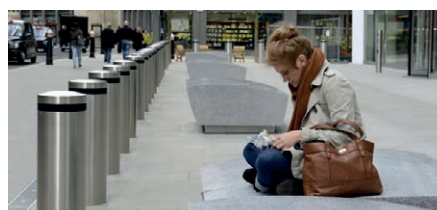
Come and visit the PSSA stand and find out more about us and our verification scheme.

We look forward to seeing you all there.

[CLICK HERE TO REGISTER](#)



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PSSA Member News

New Member: Lochrin Bain



William Bain Fencing Ltd.
EST. 1859

Palisade Fencing... A product seen by many Security consultants, Designers and Architects as an ineffective and dated security solution is making a comeback thanks to the innovative thinking taking place at Scotland's last remaining high security fencing manufacturer. The team at Lochrin Bain, PSSA's newest member have taken the traditional manufacturing process and design to new levels, upgrading it for 21st century threats. By adding a unique, patented V slot and counter bore design, faith is being restored

in a product first manufactured by Bain's over 100 years ago. The company founded in 1859 introduced its second generation of security palisade back in the early 1990's after having issues with the security offered by generic front fix palisade. This Classic™ design allowed pales to pass through horizontal rails rather than the traditional method of riveting to the front face. This unique 'rivetless' design made a massive impact to sites that required a higher level of security, most notably across the UK's expanding rail network, with thousands of metres being installed across the UK annually. The next stage for the company was to gain accreditation for its designs, and while working in conjunction with the Home Office, the High Security Combi™ system was developed, eventually becoming the first palisade design to achieve CPNI rating. Fast forward to 2017 and Lochrin Bain continue to invest in a modernisation programme which keeps them at the forefront of securing CPNI sites for various clients Nationwide. With



this continued growth, and the countries ever increasing security requirements in mind, the Management team lead by Gary MacGregor, and Stephen Russell took the decision to become actively involved with a trade association that share similar values and goals. After attending PSSA's High Security conference back in December, and meeting with existing members as well as talking to the PSSA team, the decision was made to start 2017 in a positive manner by signing up. ■

AGM & Conference

Paths to better business in High Security Products

On 8th December 2016, PSSA held our annual AGM and conference hosted by HORIBA MIRA in their purpose-built conference facilities at Nuneaton. The backdrop of the global provider for pioneering engineering, research and test services to the automotive, defence, aerospace and rail sectors which provided quite an outlook for the day.

Members gathered in the third floor pavilion overlooking the substantial acreage of MIRA's testing facilities for the general meeting, reviewing PSSA's undertakings for 2016 and focusing on Chairman, Simon Towers recommendations for 2017, encompassing an update on the strategic review, new website launch, general PSSA marketing, member benefit changes, association links, verification scheme update, finances and forward plans.

Following the AGM, members moved into the main conference facilities on the first floor joining further guests and industry associates. A welcome and comprehensive introduction to the HORIBA MIRA facilities was outlined first by Alastair Crooks, Head of High Energy Facilities.

One of the key speakers Nick Smith of Security Industry Engagement, Office for Security and Counter Terrorism – Home Office presented on the new JSaRC (Joint Security and

Resilience Centre) initiative. The Home office has committed £11M over the next 4 years to establish JSaRC, which is 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 seize opportunities to support the growth of the sector.

Prior to the lunch break, Nicholas Harvey and Mike Webb presented on Product Compliance in the UK and International markets, with emphasis on Market access and acceptance, outlining a compliance plan. See Mike's piece in the newsletter on page 7.

The next presentation was from Cova Security Gates, Compliance Manager - Jon Trott who updated on PSSA building a social media presence using three key platforms, that of LinkedIn, Twitter and Facebook. By focusing on these we are aiming to grow the audience and increase PSSA exposure in the wider market. By using social media engagement, we are hoping to educate, convince and inspire.

Our next key speakers of the day were from the Centre for the Protection of National Infrastructure (CPNI), delivering the latest on protective security policy and practice tailored to inform members on the high security sector



products and services. The other message they emphasised was the use and abuse of the CPNI logo giving guidance to members' marketing specialists.

Then Chairman, Simon Tower's did a roundup for the day, outlining the proposed PSSA plan for 2017.

The powerpoint presentations are available to download from the members' area on the website. Visit www.pssasecurity.com ■

PSSA Member News

Oman Convention and Exhibition Centre

Frontier Pitts latest installation in the Middle East saw nine Terra Blockers and nineteen Rising Automatic Barriers provide a high security defense to the new Oman Convention and Exhibition Centre. Architecturally advanced in design and capability, this world class venue provides functionality and flexibility with a wide array of meeting and exhibition spaces, and the very latest in communications and audio-visual technology to meet the demands of the most discerning global event organisers.

Oman's new Hub for Business events and its surrounding Precinct featuring a five star, two four star and a three star hotel and serviced apartments (totalling 1,000 rooms), lush parklands with the added convenience of a shopping mall and business park, are protected and secured by our Terra Blockers and FBX Automatic Barriers.

The Blockers and Barriers were installed by directly trained engineers from our Head Office in the UK. Our Overseas Project

Team supervised the complete installation and then returned to site at time of commissioning to ensure the solution met the stringent installation specifications

of IWA 14-2 and PAS 69. An ongoing maintenance service will provide ongoing support and training directly from Frontier Pitts HQ in the UK and our local partners. ■



SharpView heralds decade of securing City

A software security expert is celebrating a decade of protecting the City of London 10 years after its iconic video recording and management software was first installed.

Jay Patel, founder of the SharpView system, first installed the Multi-MegaPixel CCTV solution at CityPoint, 1 Ropemaker Street in November 2006. This is recognised as the world's first deployment of multi-megapixel cameras in a live CCTV application.

CityPoint was the first building in the City of London to exceed the height of St Paul's Cathedral when it was built in 1967 as a 122m 35-storey headquarters for British Petroleum.

SharpView was further developed into a full-blown VMS platform when chief executive officer Patel and Francisco Feijoo restructured the company and formed EyeLynx Limited in July 2012.

Since then, current generations of EyeLynx

systems have gone in to The Shard and Broadgate Towers to provide City buildings with state-of-the-art CCTV and video analytics in response to a continuing severe threat level from international terrorism.

EyeLynx is now part of the integrated perimeter protection group Zaun, a PSSA member, with offices in Chessington, Surrey,

and Zaragoza in Spain. Built-in capabilities for video content analysis and integration of numerous detection technologies including RADAR mean that SharpView remains the highest performance HD, MegaPixel CCTV recording and management system in the security industry.

Patel said: "While construction and other markets have been subdued for much of the 10 years since we created SharpView, terrorism and other threats have driven the demand for ever more innovative security measures, which has enabled us to keep ahead, stay busy and grow."

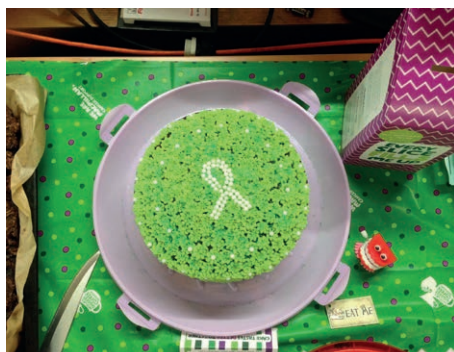
EyeLynx recently launched the EPR-100 and EPR-500 RADARs to enhance security protection at large sites. The management software works seamlessly within SharpView to allow the autonomous control of PTZ cameras, thereby cutting annual critical infrastructure security budgets dramatically by reducing the reliance on human patrols and manned guards.

The RADARs detect moving objects in any weather conditions, even at night, up to 500m away, with minimal false alarms. SharpView provides early warnings to security staff and allows them to verify potential threats of intruders on protected sites, such as public utility sites, military bases, national borders, solar farms, airports and large campuses. ■



PSSA Member News

Frontier Pitts organised and enjoyed a rather sugar fuelled coffee morning all in the name of charity



Our fantastic ladies in our Maintenance Contracts Department organised a rather tasty Macmillan day (or two as there was so much food!) of delicious homemade cakes, biscuits and brownies, with a selection of savoury snacks to satisfy every palate.

Combined with other activities such as making tea and coffees for a donation of 50p, and the '100's and 1000's Guessing Game (the winnings of which was also donated), Frontier Pitts is proud to have raised a staggering £350 for such a good cause. Well done Ladies! ■



Hostile Vehicle Mitigation Specialist Appoints Business Development Executive



Innovators in hostile vehicle mitigation solutions, Heald Ltd based in East Yorkshire have appointed Craig Mason to the role of Business Development Executive.

After a successful 2016, which saw Heald shortlisted and awarded several industry accolades, along with being ranked in the Top 10 of the Metis Partners IP100 league, interest for their innovative and patented products has gained further momentum, resulting in the need for a dedicated business development lead.

An industry veteran, Craig has 30-years' experience working on high profile projects for organisations including BNP Paribas, Qatar 2022 and Amazon.

Craig specialises in securing the built environment utilising a blend of physical, procedural and technical security advice, including counter-terrorist measures, to be incorporated in new-build or major refurbishment projects.

Previously, Craig spent 24 years within the British Army, a large part of which was teaching

ballistic safety and strategic platform design to foreign and UK students.

Craig also applied this knowledge on numerous counter-terror and counter-insurgency operations globally. He also had the joint responsibility for the protection and physical security management of some MoD establishments, working with JSP440 and the UK Technical Authorities for Counter Terrorist Measures from within the Defence Infrastructure.

Commenting on the appointment, Debbie Heald of Heald Ltd commented: "Having had many successes in 2016, I am delighted to welcome Craig to the team. With a wealth of knowledge in the industry and a detailed understanding of the challenges faced by our many client industries, I am confident that Craig will be a great asset as we push forward with our ambitious growth plans".

Craig Mason added: "Craig says 'I'm thrilled to be joining such a progressive company. Heald have a unique offering in the market place and some serious capability. I am really looking forward working on some key projects and helping the company continue its expansion'. ■

PSSA Member News

Vehicle incursion prevention a key focus of 2017



Concrete Barriers HQ, the perimeter security division of Townscape is urging the government and councils to prioritise vehicle incursion protection in 2017.

In light of recent events in Nice and Berlin, governments remain on high alert, with MI5 stating that the current threat level for international terrorism in the UK is severe.

Last year the company spent time consulting with architects, town planners and contractors to advise them on how best to bolster safety on UK streets.

Jonathan Goss, managing director at Townscape Products, said: "For the team at Concrete Barriers HQ – playing a central role in the improvement of public security is essential. Vehicle access prevention plays a critical role in counter terror strategy and

ensuring public safety.

"Regrettably, this came into sharp focus last year following a wake of terrorist attacks on the continent.

"Stopping any possibility of this occurring in the UK, is a huge priority for the government, councils and indeed everybody charged with continually improving public safety."

Concrete barriers HQ provide counter terror blocks and bollards as a part of hostile vehicle mitigation systems. Both have been awarded a PAS 68 rating, meaning they can stop vehicles up to 7.5 tonnes travelling at 40mph and 50mph respectively.

The counter terror blocks from Concrete Barriers HQ can be used to stop hostile vehicle access to public areas and reduce the risk of terrorists harming people, infrastructure or buildings.

Jonathan concludes: "This year we are committed to ensuring people know the benefits of proper perimeter security. We are offering free counter terror security consultations to businesses that are concerned about safety, and more importantly, to let them know what is available to them in order to prevent incidents in the future." ■

Archer joins Zaun design team



PSSA member and mesh fencing manufacturer Zaun has appointed a new designer to its ranks.

Frank Archer from Wolverhampton has joined the design team, reporting in to research and development manager Adam Christie.

He joins following stints in 3D design and e-commerce at an exhibition set and shop designer for furniture businesses, such as Duresta and Kesterport, and building an eBay store for aftermarket car parts business Energized Customs.

Archer initially studied aerospace engineering at the University of Bristol with the plan of joining the RAF, but a diagnosis of colour blindness prevented him becoming a pilot. He switched to a BSc in CAD and construction at Wolverhampton University.

Christie said: "We're delighted to have Frank on board at a time when we are developing ever more secure fencing systems and the business is growing with massive new orders." ■

Sussex Businessperson of the Year



Frontier Pitts is proud and delighted that their Gaffer was named FINALIST for the Sussex Business Awards Businessperson of the Year

Now in it's 28th year the Sussex Awards have built a reputation as one of the most

important dates in the business calendar since their inception in 1989.

Recognising business excellence across Sussex, these prestigious Awards are the longest established of their kind in Sussex and widely considered to be 'the one to win'. ■

PSSA Member News

CASE STUDY – British Embassy, Washington USA

Sector: Government

Client: The British Embassy,
Washington DC, USA

Product: 4 x CSG 10640 Crash Tested
PAS 68:2010 Trackless Bi-Fold Gates

Services Appointed: Design,
Manufacture, Shipping & Installation

Objective: Prevent vehicle borne attacks
(HVM) Hostile Vehicle Mitigation

Completion: Summer 2016

Requirements: To upgrade The British Embassy perimeter security vehicle entry and exit access by designing, manufacturing and installing a robust traffic management control system with a protected vehicle lock for both sets of entrances and exits. A separate electrical controlled system was required for each side of the building that integrated with their existing power supply.

The Solution: Washing Embassy approached Cova to design, manufacture, ship and install 4 x bespoke CSG 10640 crash tested PAS68:2010 (anti-ram) bi-fold gates as they were unable to source a similar quality bespoke products in the United States.

Protecting property and personnel is a priority and with the forthcoming presidential election rapidly approaching in November 2016, Cova excelled the manufacture, delivery and installation in July 2016 – with plenty of time to spare.

The CSG 10640 and (CSG 10650) products are the world's first crash tested speed gates that have been specifically designed to prevent vehicle borne terrorist attacks. One of the key requirements in addition to HVM was that as a high profile British Embassy building all 4 bi-fold gates had to blend in seamlessly with the existing building and site perimeter line.

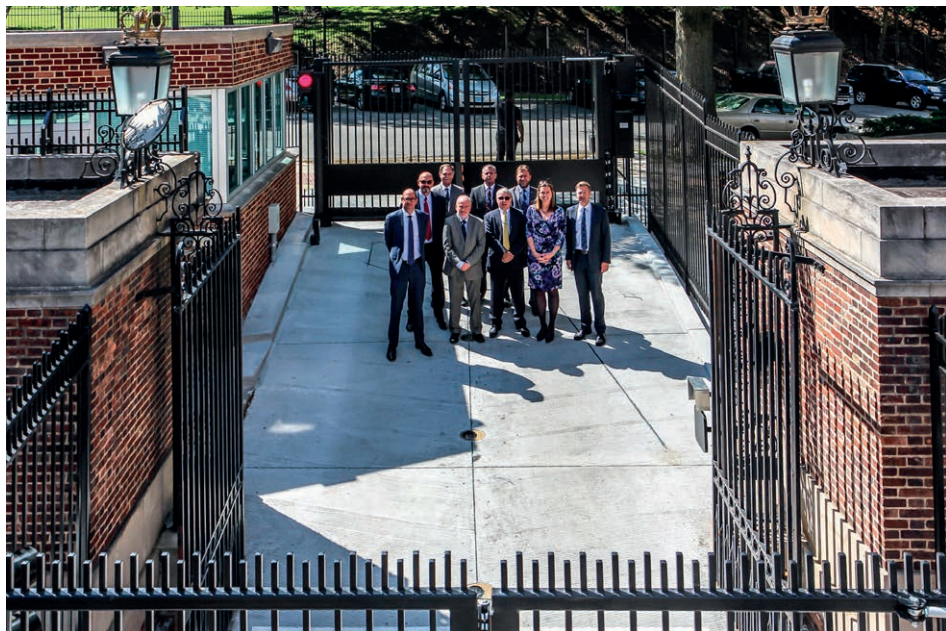


Photo Courtesy of Derek Evans Photography

*CSG 10640 – Crash Tested to 7.5t [N2]
@ 40 mph:- PAS 68:2010 Swing Gate
V/7500[N2]/64/90:2.2/0.0*

Client Testimonial:

Deputy Head of Mission, Washington Embassy

"With a heightened threat from terrorism and lone shooters not uncommon in the United States, the new gates are a significant improvement to the security of our most bilateral embassy."

Head of Corporate Services, Washington Embassy

"The project was well managed and as well as the obvious benefits of increased security they (Cova) have removed the concerns that we had around maintaining the previous system.

The communications to staff throughout the project were excellent and received positive feedback from our customers."

FCO Services Regional Manager

"The bi-fold anti-ram gates manufactured and installed by Cova are a first class product. We were unable to find anything close to this specification here in the US. Mike Volpin, Cova's Head Installation Engineer did a first rate job and ensured everything was set up robustly and tested before leaving site."

Cova celebrate their 30th year in 2017 having been designing, manufacturing and installing crash tested products and perimeter security products globally for 30 years this year – protecting key building and globally recognised landmarks from criminal and terrorist attacks. ■

The UK OSPA – Outstanding Security Performance Awards

Frontier Pitts is proud and delighted to be named FINALIST for the UK OSPA's Outstanding Security Performance Awards for the category of Outstanding Security Equipment Manufacturer.

The Outstanding Security Performance Awards (OSPAs) recognise and reward companies and individuals across the security sector. The OSPAs are designed to be both

independent and inclusive, providing an opportunity for outstanding performers, whether buyers or suppliers, to be recognised and their success to be celebrated.

The Outstanding Security Equipment Manufacturer Award recognises an outstanding manufacturer of products that service the security market. Manufacturers of any security product in any market can enter.



**Outstanding Security
Performance Awards
FINALIST 2017**

The winner of this OSPA will have shown outstanding performance in manufacturing a leading edge security product (or products), which has produced clear beneficial results for customers. ■

**For more information please visit
<https://uk.theospas.com> ■**

PSSA Feature

Considering the Importance of Product Compliance in the EU

Ever increasing levels of product-related legislation are affecting organisations and their products across the world.

Your objective should be to understand, which if any, regulatory or legislative requirements your customer expects your products to meet. This in itself can be a daunting task if you are unfamiliar with the application, implementation and use of published documents commonly known as standards.

Quality and safety compliance with national and professional standards represent some of the most important requirements for products to be accepted into the market you are targeting.

Creating an understanding of the technical product requirements of your target market is a crucial part of your international trade activities.

It starts with making the subject part of your initial MARKET APPRAISAL. Addressing the issues at the outset could avoid expensive mistakes or delays later in the process. You should address both voluntary and mandatory requirements and understand the costs and time associated with gaining the appropriate approvals. Understanding this will put you in a stronger position with potential partners and improve your reputation and image.

If you are designing a product specifically for a new market you will also find it significantly more cost effective to design the requirements in rather than modify the product at a later stage.

As a manufacturer and/or distributor of product there are two important areas you must consider:

1. Market Access

To demonstrate compliance you will need to:

- Comply with the legal requirements that affect your product.
- Comply with local standards.
- Have an independent test report or self-certify that your product meets the requirements.
- Show that the product is manufactured within a quality assured management system. (such as ISO 9001:2015)

2. Market Acceptance

For a product to be successful, in addition to complying with legal requirements, it must be acceptable to the market. Customers and users may well demand approvals and reassurance that are additional to the legal requirements. An example would be Germany where approval by TUV, a German test house, which issue a mark of conformity known as the GS, (General Safety) and is widely recognized across the globe and within commercial circles. TUV and the application of a GS mark to the product are often specified by users and distributors. One of the most important considerations when planning your export programme adopt a simple Market Access Programme this will prove invaluable when discussing product sales with prospective new clients.

As state-of-art develops across all sectors and new products appear it is feasible that goods will start to fall outside the scope of specific Directives. The General Product Safety Directive (GPSD) is the catch all safety net intended to protect consumer health and safety and applies to all new and second hand goods in the region that are not covered by their own sector specific legislation.

The CPSD does not cover products that have their own specific EU harmonised legislation e.g. electrical products covered by the Low Voltage Directive (LVD) and products intended for export outside the EU.

It must be stressed that the safety of products should be assessed taking into consideration all the of the relevant aspects even if formal standards and rules do not exist which cover the product in the EU. Producers can validate their products against a number of different regional codes and advice.

European legislation is evolving none more so than the impact of Brexit upon British manufacturers/producers. The supply chain needs to be aware of the shifts and changes in their obligations with two such recent examples being the EU Low Voltage Directive (LVD) appropriate for electrical products and the Electromagnetic Compatibility Directive (EMC) both of which came into effect on the 20 April 2016.

PSSA members can seek further help and advice from Mike Webb on 07867 952116 or e-mail mikewebb@elmtree.co.uk ■

Social Media update

PSSA are actively trying to increase brand exposure and create a social media presence. Help us by liking, following and sharing our social media pages. We are using the three main social media channels of twitter, linkedin and facebook.



@PSSAssociation



@PSSAsecurity



Search 'PSSA'

New PSSA Logo

Please ensure you are using the up-to-date logo on your marketing material and websites. This is downloadable via the member login area on the PSSA website.



Any queries, please contact Lisa on admin@pssasecurity.org

PSSA Member News

DATES FOR THE DIARY

UNITED KINGDOM

CPNI Education Day

1 March 2017

Horiba MIRA, Watling Street, Nuneaton,
Warwickshire, CV10 0TU

UK Security and Policing

7 – 9 March 2017

Farnborough International Exhibition &
Conference Centre, Hampshire

Total Security Summit

13 – 14 March 2017

Raddison Blue Hotel, London Stansted
www.forumevents.co.uk/events/total-security-summit/

Security & Counter Terror Expo 2017

3 – 4 May 2017, Olympia, London

www.counterterrorexpo.com/

InfoSecurity Europe

6 – 8 June 2017

Olympia, London

www.infosecurityeurope.com/Forms/register-your-interest-2017/

IFSEC International

20 – 22 June 2017

ExCeL, London

www.ifsec.co.uk/

SDW 2017

26 – 28 June 2017

Queen Elizabeth II Conference Centre,
Westminster, London

Total Security Summit

16 – 17 October 2017

Whittlebury Hall Hotel & Spa,
Northamptonshire

Transport Security Expo 2017

29 – 30 November 2017

Olympia, London

www.uksecurityexpo.com/

INTERNATIONAL

SecProTec East Africa 2017

18 – 20 July 2017

KICC Nairobi, Kenya

www.secppteceastafrica.com

Security Exhibition & Conference

26 – 28 July 2017

ICC Sydney Darling Harbour

www.securityexpo.com.au

Bahrain International Defence Exhibition & Conference (BIDEC)

16 – 18 October 2017

Bahrain International Exhibition
& Convention Centre

www.bahraindefence.com/welcome

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NEW Fencing Association

Following the unification of FCA and EFIA, AFI (Association of Fencing Industries) has been formed as of 1 January 2017.



CHAIRMAN

Simon Towers

SECRETARY TO THE COUNCIL

Rob Oliver

EXECUTIVE ADMINISTRATOR

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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