

## From the Chairman



In our June newsletter we announced the signing of an agreement for funding by the Joint Security and Resilience Centre (JSaRC), a Home Office unit, for a project aimed at providing specifiers and purchasers, especially within government, with increased support resource when researching or selecting appropriate solutions to vehicle borne terrorist risks.

Through July and August we have been busy consulting

with the industry on both format and content of the project. PSSA members have been consulted both via a meeting in July and online questionnaires in August and the views of security industry consultants were gathered via telephone interviews held during August. The project has also been discussed with relevant government bodies over this period.

I am pleased to say that the feedback received is hugely supportive of the project and with many offers of help to bring it to fruition.

A project steering group has now been formed with members drawn from both PSSA and JSaRC and it held its first meeting in September at the premises of Zaun Ltd. Using the data gathered from the summer consultations a format for the online information resource has now been agreed and work has commenced to pull the data together. We have purchased the domain name of [www.hvmhub.com](http://www.hvmhub.com) and have agreed that this will be the name that the project is marketed under and will be the web address at which the data can be accessed. There will of course be clear links between this site and the PSSA site and the marketing will present it as the hvmhub, managed by the PSSA. We hope you approve so far and look forward to updating you on further progress in the near future. Your comments or questions are welcome as always. ■

**Simon Towers, Chairman PSSA**

## PSSA website Product Information Request

In line with the JSaRC HVMhub project, it is essential that all products listed on the PSSA website are up to date and hold all the correct testing certification information, we will be cross referencing this with CPNI records. We would appreciate any members with product listed to ensure the information held by PSSA is correct but additionally those members that haven't added their products yet can do so by contacting the administration team via email to [admin@pssasecurity.org](mailto:admin@pssasecurity.org).

## UK SECURITY EXPO 2017

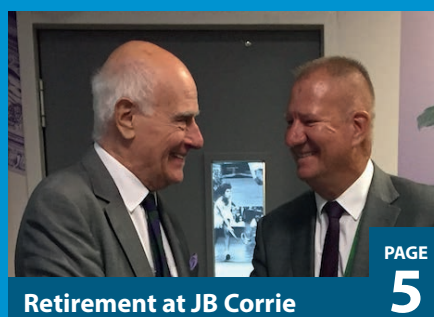
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# PSSA News



## PSSA Contract Law Service

Earlier this year PSSA introduced an arbitration and contractual dispute resolution service for the benefit of its members, offering initial free initial consultations and discounted fee rates thereafter. Training courses, aimed at avoiding formal contractual disputes in the first place, are also available.

This PSSA service is run by Mark Richardson M.B.A, PGDipAdj, MCI Arb, who has spent most of his working life in the perimeter protection and construction sector and who is a fully qualified construction industry contract law arbitrator.

Dave Ashby of Eagle Automation has been one of the first PSSA members to make use of this service by

recently employing Mark to run an in house course for their key personnel on contract law as applicable to the construction industry. The course coverage included a focus on the key areas of negotiating and understanding contract terms.

Dave Ashby commented afterwards "This was a very informative and useful course which immediately boosted the confidence of the team by improving their understanding of the potential commercial pitfalls in complicated projects and thus helping to eliminate any potential conflicts. As a result, Eagle has changed the way that our contracts are managed and indeed quoted. I think this is must for anyone supplying products or services in this industry"

Mark Richardson said "The operational core of contracting businesses is the regular formation of binding contractual relationships which, sadly, can sometimes quickly become adversarial when relationships break down. Specialist sub contractors deserve to be treated equitably under contract but for that to happen they need to understand the contract they are committing to".

If you want further information on this PSSA member service please contact Mark Richardson direct on 07868 434315 or e mail at [mark.s.richardson@blueyonder.co.uk](mailto:mark.s.richardson@blueyonder.co.uk)

## Singing Cowboy with serious security message

The CPNI website is known as a serious place, as befits their role in providing security guidance to those in charge of critical national infrastructure. However, recent visitors to their site will have found they have a new recruit to promote a key security message – a cartoon singing cowboy! The character is part of the "It's OK to Say" education campaign intended to support organisations with educating staff on identifying and reporting unusual or concerning workplace behaviours, and in setting up mechanisms to promote the appropriate intervention. The hope is that education on these behaviours will help to build resilience to insider risks and a stronger security culture for the organisation and its people. The PSSA's Lisa Bainbridge was impressed, "The "OK to say" package of materials is a practical toolkit for companies to use to spread a positive security culture. Also if you hear the singing cowboy's song just the once it will be an "earworm" for the rest of the day". Link to campaign material -

<https://www.cpni.gov.uk/its-ok-to-say-education-programme>.



## Installer Scheme progress

Last month a well-attended meeting of PSSA installer companies agreed on an outline framework for progress towards introducing a new Scheme to accredit high security product installation companies. The meeting was chaired by Adam Binns, of Binns Fencing, and hosted at Zaub's Wolverhampton HQ. Adam, who is also chair of the Association of Fencing Industries (AFI), was able to provide guidance to ensure that any new PSSA initiative will be complimentary to the AFI's certified contractors' scheme. Any PSSA scheme will concentrate solely on high security applications. The outcome of the meeting is that a consultation paper will be prepared and circulated for comment from the wider Association membership. Meantime thanks to representatives from companies including Geoquip, JB Corrie, Littlewood Fencing and The Fencing Partnership for their valued input thus far.

## Verification Scheme review

The Working Group reviewing the recasting of the PSSA Verification Scheme has been consulting further. At present they are focusing on the content of an expanded Code of Practice to assess if this can provide the basis for a simplified Scheme which can be run in parallel with the HVM Hub initiative (see Chairman's Report). Secretary to the PSSA Council, Rob Oliver, explains; "I'm grateful for the very supportive work of other involved in the review. Mike Webb, of Elm Tree Consulting, has also been able to draw on his experience of other sector initiatives which may provide us with a proven and workable template for the PSSA."

## PSSA Member News



### Aerotron Project

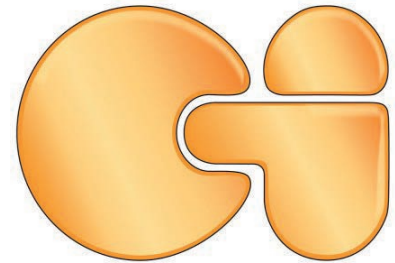
Cova Security Gates undertook the design, manufacture, and installation of trackless bi-folding gates for Aerotron Limited, Crawley. The company has a modern 100,000 sq ft environmentally controlled warehouse and is a leading supplier to a number of major OEMs and airline customers who take pride in the quality, reliability and traceability of their components and offer support capability to various aircraft platforms.

They had had a number of incidents, where people had gained access to the buildings' immediate area, therefore they reviewed their security and upgraded both fencing and gate access to Cova CSG10605 and CSG10604 trackless bi-fold gates. The gates needed to work quickly, to allow cars and lorries to get into and out of the premises with the minimum of fuss but being as secure as possible when closed.

Neil Westley, operations director for Aerotron Group quoted 'We are more than happy with the service provided by Cova, who had to deal with a short manufacture period to make sure the gates were installed within our build schedule! We were so impressed with the speed and security of these gates that we changed the design for the front car park gates from sliding gates to the same bi-fold design.' For further details contact [cova@covasecurity.com](mailto:cova@covasecurity.com) or visit [www.covasecuritygates.com](http://www.covasecuritygates.com).



## New Members



### Clarke Instruments Ltd

Clarke Instruments Ltd was formed in May 1969 by entrepreneur, designer and engineer Dr Walter Clarke and operated initially from a caravan in the garden of the family home. Dr Clarke's love of problem solving and designing solutions was the catalyst for the founding and evolution of Clarke Instruments into the company they are today.

David Clarke, Managing Director and team have developed a wide range of electro mechanical products for use in security applications, with particular connection to security turnstiles. The Wylle Advanced 430 single full height security turnstile is CPNI approved and is uploaded to the PSSA website. You can find more information on the 430 Wylle advanced turnstile at [www.clarke-inst.com/portfolio-project/single-full-height-security-turnstile](http://www.clarke-inst.com/portfolio-project/single-full-height-security-turnstile).

For a full listing of their products, visit [www.clarke-inst.com](http://www.clarke-inst.com).

## PSSA AGM & CONFERENCE

10.30am Wednesday 10th January 2018

Location: Friends House, 173 Euston Road, London, NW1 2BJ - Just a short walk from Euston or Kings Cross Station.

To reserve your place, email [admin@pssasecurity.org](mailto:admin@pssasecurity.org)

SAVE  
THE  
DATE

Look for news and features on all our new members in future issues of the PSSA Newsletter.



## PSSA Member News

### Frontier Pitts products feature in BIM Library

Frontier Pitts are excited to announce that Building Information Modelling (BIM) are now available on the NBS National BIM Library

With the UK Government's programme for the construction sector fully operational, where all Government-funded construction projects must utilise Building Information Modelling (BIM), more and more companies are adopting BIM technologies and processes in order to achieve more efficient ways of working.

As a manufacturer of Perimeter Security and HVM (Hostile Vehicle Mitigation) equipment we are delighted to be at the forefront of our industry by offering BIM models for a selection of products available for free download from our website. With over 10 sample products, many available in different configurations, we have created a comprehensive range of standard 3D BIM Objects for our Security Gates, Barriers, Blockers and Turnstiles and our HVM Gates, Blockers, Bollards and Turnstiles. All have been authored and certified by RIBA (Royal Institute of British Architects) experts to the trusted NBS BIM Objects Standard.



Our BIM Objects work closely with our NBS Plus Specifications allowing Architects, Designers and Consultants to easily specify Frontier Pitts equipment.

These models have been created in IFC (Industry Foundation Class) and Revit format, and are compatible with all software packages used by Designers, including Revit, Autoscheme and ArchiCAD.

<http://www.frontierpitts.com/news/articles/nbs-national-building-specification>.



### NEW Stopper Bollards by Bristorm

**First BSI PAS 170 Bollards commercially available in the UK!!**

BSI PAS 170 is the latest HVM standard to have been published. In light of its release, our Bristorm team carried out a programme of crash tests at Horiba-MIRA to ensure we had Bollards readily available that are fully compliant with this new standard.

Bristorm Stopper Bollards are tested against a 2500Kg trolley (replicating the well-known N1G Vehicle) at speeds of 10 and 20mph. Bristorm are the first UK HVM manufacturers to have Bollards commercially available tested to BSI PAS 170. This standard provides end clients with a cost-effective, crash rated alternative when BSI PAS 68/IWA 14-1 systems aren't suitable or necessary; BSI PAS 170 will provide a guaranteed level of performance when impacted by an errant vehicle either on an intentional or accidental basis.

Given the current security threat and countless recent attacks, these new cost effective but performance rated products will offer further scope to deter and protect vulnerable areas, including the street scene.

We're committed to delivering reliable, high quality yet cost-effective HVM solutions to all sectors across the UK and as a result

we're now working with more architectural practises as we recognise the need for attractive and cost effective HVM in the commercial market.

For more information on BSI PAS 170 and our Bristorm Stopper Bollards, contact a member of our team on 01902 499400 or join us at UK Security Expo on Stand M50. Our PAS 170 Bollards, NEW Security Pedestrian Guardrail and our novel Bristorm ZERO will be showcased on our stand for the duration of the show.

<http://bristorm.com/en-GB/products/bristorm-bollards>.



## PSSA Member News

### HERAS and GEOQUIP rebrand

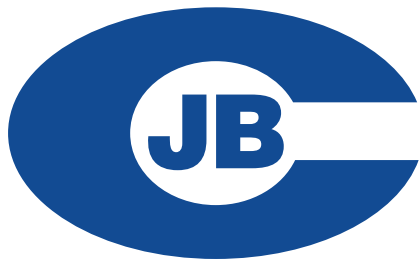
Over the summer, Heras and Geoquip announced the result of their rebranding exercise. Their decision followed extensive research conducted with customers and partners around the world.

They stated, "A single, unified brand strategy using one brand name is the best way to communicate that Heras and Geoquip are a complete solution provider to the perimeter protection market. By marketing services under the well-known Heras brand, with a long history of success throughout Europe, it will enable Heras to offer a more complete service to customers and partners. The former entrance control segment of Geoquip will be completely merged into the category Heras Entrance Control consolidating all entrance control products like gates, barriers and turnstiles under one roof.

However the three basics of protecting a perimeter remain the same:

Build a barrier, control access points, and monitor systems to prevent someone or something bypassing. With the inclusion of Geoquip and Broughton Controls directly under the Heras brand name, the offer is clear:

1. complete perimeter protection solutions, including: demarcation, entrance controls and detection product categories;
2. enhanced service and maintenance capabilities;
3. significantly improved perimeter protection project and integration support."



**J B Corrie & Co Ltd.**

Maurice Hickman, Sales and Marketing Director of JB Corrie & Co Ltd, Peterfield office is retiring as of 27th October.

Maurice joined J.B. Corrie in 1970 so is retiring after 47 years service.

He progressed through the ranks, first joining as a fabricator and then learnt to weld, promoted to a supervisor in 1972, and then works foreman, becoming Works Manager in 1981. In 1994 he took the position of Sales Manager and then became the Sales and Marketing Director in 2001.

Congratulations Maurice from the PSSA team who wish you all the best for your retirement.

The new company contact going forward is Luke Ryan, we hope to see you at future events Luke and continue the JB Corrie involvement in the association.



### 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'

## PSSA Member News

### Police thumbs-up for facial recognition security at London business centres

EyeLynx Ltd, owned by Zaun have been praised the quality of CCTV used by a series of London business centres in the quest to hunt down and prosecute petty criminals, by the Metropolitan Police.

Police in Kingston-upon-Thames were impressed by the full resolution recording and remote monitoring achieved by Unit Management Ltd, the managing agent for a dozen business centres along the A3 heading out of London.

Facilities manager Alex Brewer said: "Kingston police were really impressed with our high-res imagery that is sharp enough even at night for full facial recognition, that has led to arresting and prosecuting would-be thieves.

"We have even monitored an incursion of gypsies at our New Malden site while we were down in Devon."

Unit Management has been working with security software expert EyeLynx Ltd for the past five years and is in the process of upgrading all its sites with EyeLynx's iconic SharpView CCTV solutions.

EyeLynx co-founder Jay Patel said: "Unit Management has successfully implemented many of the features of SharpView, including video analytics, PIR alarms and the use of radar."

Police recently made arrests from the camera footage when an intruder broke through the perimeter fence at Trident Court in Chessington, where EyeLynx's EPR-500 radar is also in use.

"We're able to track people on foot and identify people breaking in through the perimeter fence – and even watch people dodging between cars and buildings – all remotely," said Mr Brewer.



The latest two installations are at Eurolink in Brixton and Kingspark Business Centre, New Malden, while Mr Brewer is about to commission enhancements to security at Battersea Business Centre, Lavender Hill.

The radar can help detect security threats early then use the software to control CCTV autonomously and zoom in to collect evidence and send to manned patrols or security control rooms.

It can serve as a high-performance very-low-cost early warning of potential threats on large sites, with minimal maintenance and no user intervention once it has been fitted.

Mr Brewer concluded: "The EyeLynx system records at full resolution, so images are razor sharp and not the grainy and dark images most people associate with CCTV recordings when you're not live monitoring.

"So, with night-vision technology and the advent of widespread superfast broadband, we can monitor from anywhere and pull off recordings to suit."

## BACKSTAGE – OFFICE INTERVIEW

**Rob Oliver has been Secretary to the Council of the PSSA since its formation. In our "30 second" interview, we find out a little more about him...**

### **How long have you been associated with the PSSA?**

It's quite a few years now when my company, ASL, were approached to help start the PSSA. After a brief meeting with Laurence Goode (who became the Association's first chairman) and Steve Gaffer of Frontier Pitts, we agreed on how we could set up the PSSA and incorporate it as a non-profit company limited by guarantee.

### **How did you get involved with trade associations in the first place?**

I drifted into this kind of work after training in accountancy. Fortunately I have always had an interest in current affairs, politics and business, so it kind of fitted with life running a trade association.

ASL is now one of the biggest association management companies in the UK, certainly the biggest in Yorkshire!

### **What don't the PSSA members know about you?**

Hopefully quite a lot! In terms of leisure pursuits I still think West Ham United will win some more silverware in my lifetime. My wife and I live in a fairly rural community where farming and horses are quite important. Our current equine project is a half share in a racehorse, a project cooked up over one too many glasses of red wine.

### **What are your aspirations for the PSSA?**

It is a sad fact that we live in a world of growing security threats. Every PSSA member has a role in combatting those



threats and the PSSA, in its relations with government and its agencies, has to make sure clients make the right choices in specifying HVM and high security products. This is why the HVM Hub initiative can be so important. Seeing this project through will really show the worth of the organisation.



## PSSA Member News



### Exporting is Great

Over the summer holidays Frontier Pitts has shipped the last sixty Hostile Vehicle Mitigation Terra Blockers to the Middle East for the final phase of a large Infrastructure project.

The project includes Frontier Pitts numerous HVM Terra Blockers, Automatic Barriers (model FBX) and static HVM Terra Jupiter Bollards.

Our Overseas Project Team have supervised the each of the phased installations and completing the commissioning of the systems to ensure the solution meets the stringent installation specifications of IWA 14-2 and PAS 69.

An ongoing maintenance service will provide support and training directly from Frontier Pitts HQ in the UK and our local partners.



### Counter Terror Awards

The PSSA is lending its support to the 2018 Counter Terror Awards which will be staged to recognise the efforts of organisations in both the public and private sectors and their contributions to counter terror strategy in the UK and overseas, as well as the vital role played by the military and emergency services in mitigating terrorist threats and striving to keep the public safe. The Awards are being run in conjunction with the Security & Counter Terror Expo (SCTX), which takes place again at Olympia on 6th/7th March. To enter the Awards, see <http://awards.counterterrorbusiness.com/how-to-enter>.

### Rosehill Security

A security company that provides rubber security barriers to protect entrances and site perimeters against vehicle borne attacks has joined Secured by Design (SBD), the national police crime prevention initiative.



Rosehill Security, of West Yorkshire, has had two of its innovative engineered Impakt Defender surface mounted polymer barriers accredited by SBD.

The one metre length, large footprint barriers, which are connected by steel securing cables, address 'hostile vehicle mitigation', particularly in high threat environments, which could range from a public car park through to a large-scale oil refinery.

The barriers will deform on impact to increase stopping performance and then reform, to be used again. They are capable of bringing to a stop a heavy vehicle travelling at 48km/hr.

Manufactured in the UK from 100% recycled rubber bonded with polyurethane for strength, their tough construction enables them to be deployed rapidly as temporary or permanent perimeter measures without any need for foundations.

Rosehill Security also provides a range of ballistic solutions for indoor and outdoor ranges and live fire shoot houses, including anti-ricochet tiles for walls and floors and bullet absorbent ballistic building blocks.

The company is a division of Rosehill Polymers Group, a leading polyurethane systems manufacturer, specialising in the development and manufacture of elastomers and engineered rubber products.

Rosehill Security Managing Director, Alex Celik, said: "With civil protection authorities and businesses across the world continuing to seek improved safety measures to protect people, buildings and infrastructure, our specially designed Impakt Defender barriers can be used as part of a comprehensive security strategy to combat criminal or terrorist attack."

He added: "They are quick and easy to install, and remove, compared to other solutions."

Michael Brooke, Development Officers, SBD, said: "Rosehill Security operate in a number of business areas but have joined us with this very clever vehicle impact barrier system. We look forward to working with them."

Visit: [www.rosehillsecurity.com](http://www.rosehillsecurity.com)



# PSSA Dates for your diary

## UNITED KINGDOM

### The National Security Summit 2017

25 to 25 October 2017  
London  
[www.nationalsecuritysummit.co.uk](http://www.nationalsecuritysummit.co.uk)

### The National Security & Resilience Conference

1 to 1 November 2017  
Fieldfisher, Riverbank House, London [www.nsr-conference.co.uk](http://www.nsr-conference.co.uk)



### UK Security Expo 2017

29 to 30 November 2017  
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 & Policing 2018

6 to 8 March 2018  
Farnborough International Exhibition & Conference Centre, Hampshire  
[www.securityandpolicing.co.uk/](http://www.securityandpolicing.co.uk/)

### Security & Counter Terror Expo

6 to 7 March 2018  
Olympia, London  
[www.counterterrorexpo.com/](http://www.counterterrorexpo.com/)

### Total Security Summit

12 to 13 March 2018  
Radisson Blu Hotel, London Stansted  
[totalsecuritysummit.co.uk/](http://totalsecuritysummit.co.uk/)

### InfoSecurity Europe

5 to 7 June 2018  
Olympia, London  
[www.infosecurityeurope.com/](http://www.infosecurityeurope.com/)

### IFSEC International

19 to 21 June 2018  
Excel, London  
[www.ifsec.events/international/](http://www.ifsec.events/international/)

### SDW 2018

25 to 27 June 2018  
Queen Elizabeth II Conference Centre, Westminster, London  
[www.sdwexpo.com/](http://www.sdwexpo.com/)

## INTERNATIONAL

### Euronaval 2018

23 to 26 October 2017  
Paris, France  
[www.euronaval.fr/7-exhibitors](http://www.euronaval.fr/7-exhibitors)

### ISC East 2017

15 to 16 November 2017  
New York, USA  
[www.isceast.com/](http://www.isceast.com/)

### Sectech Sweden 2017

21 to 22 November 2017 Stockholm, Sweden  
[www.securityworldmarket.com/sectech/se/index.asp](http://www.securityworldmarket.com/sectech/se/index.asp)

### IFSEC India 2017

6 to 8 December 2017  
New Dehli, India  
[www.ifsec.events/india/](http://www.ifsec.events/india/)

### Perimeter Protection

16 to 18 January 2018  
Nuremberg, Germany  
[www.perimeter-protection.de/](http://www.perimeter-protection.de/)

### 10th Police & Specialised

**Trade Fair GPEC**  
20 to 22 February 2018  
Frankfurt am Main  
[gpec.de/](http://gpec.de/)

### ISNR Abu Dhabi 2018

6 to 8 March 2018  
Abu Dhabi, UAE  
[www.isnrabudhabi.com/portal/home.aspx](http://www.isnrabudhabi.com/portal/home.aspx)

### World Border Security Congress & Exhibition

20 to 22 March 2018  
Madrid, Spain  
[www.world-border-congress.com/](http://www.world-border-congress.com/)

### ASIS Europe 2018 – From Risk to Resilience

18 to 20 April 2018  
The Hague, Netherlands  
[www.asiseurope.org/events/asis-europe-2017](http://www.asiseurope.org/events/asis-europe-2017)

### International Defence Exhibition 2018

9 to 11 May 2018  
Bratislava, Slovakia  
[www.biztradeshows.com/trade-events/international-defence-bratislava.html](http://www.biztradeshows.com/trade-events/international-defence-bratislava.html)

### Transport Security & Safety Expo

11-12 June 2018  
Washington D.C.  
[www.transportsecurityworld.com/events/tssx](http://www.transportsecurityworld.com/events/tssx)

### 2018 Eurosatory

11 to 15 June 2018  
Parc des Expositions de Paris-Nord  
[www.eurosatory.com/](http://www.eurosatory.com/)

### Security Exhibition & Conference

25 to 27 July 2018  
Melbourne Convention Centre, Australia  
[www.securityexpo.com.au/](http://www.securityexpo.com.au/)

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

25 to 28 September 2018  
Essen, Germany  
[www.expodatabase.com/tradeshows/security-essen-world-forum-for-security-and-fire-protection-1097.html](http://www.expodatabase.com/tradeshows/security-essen-world-forum-for-security-and-fire-protection-1097.html)



#### CHAIRMAN

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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)