

## Interview with...

*the Chairman, Laurence Goode*

### What does your role in the organisation involve?

As Chairman of the PSSA, I believe there are two main facets; facilitator and ambassador. The first to ensure all councils' views are properly considered, these represent all members' interests, and to push for forward progress based on common consensus. The second to ensure the clearest message gets out, and the maximum feedback comes back, to and from the most relevant audience; specifiers, end users, governments, regulators, and new prospective members. The first task I have definitely found a lot harder than the second!



### Where have you previously worked?

My whole working life has been in security, a significant part in the USA. Perhaps some of the most interesting projects were for U.S. prisons; very scary places, and with completely different issues to be solved where the aim is to keep a large number of very determined people in, and control their movements around a site, rather than defend against an external threat.

### Whats your vision for PSSA over the next year/ 3 years/ 5years?

While it has been extremely hard, I believe that tackling the hardest job first; getting the Verification Schemes up and running means we have the fundamentals right to gather some real momentum in the right direction. The focus now moves onto providing our members with some real value in terms of information and benefits, growing the membership, developing the adoption of Verification across the industry, and with this credibility starting to become a voice for where our industry goes, and how it raises standards over time. Over the next 5 years, and based on growing interest already being seen from around the world, I can now see the PSSA becoming internationally recognised as a key improvement driver and ambassador for our industry

### Whats the first thing you would do if you were prime minister?

Something to give some immediate results while I got larger issues underway; raise motorway speed limits in clear weather (balanced by reduction to pedestrian speeds near schools and high risk areas) while raising penalties for lane hogging. Also there must be some simple ways of spreading the use of all our infrastructure more evenly through the day; I'm sure that many jams and bottlenecks are caused simply since everyone wants to use roads and transport at such narrow peak times.



## Welcome.

**Hello everyone and welcome to issue 1 of the new and improved PSSA Newsletter**

With increased activity going through the verification scheme and the PSSA growing in notoriety it was decided that the PSSA needed to improve the way it markets itself.

The Newsletter will be published quarterly and is intended to inform the members of developments with the verification scheme and other regulatory news but also give general interest on success stories, opportunities and information around the industry.

To this end, and with more features in the pipeline, we need your news; so have you a project or product development you are particularly proud of? Have you tales of woe or caution you think your fellow member's should be aware of? Has your company been involved in a human interest story e.g. charity work?

Furthermore; the PSSA is looking for more members as our strength is in the breadth and depth of our membership and the products that are verified. If you know of any companies who may benefit from joining the PSSA let us know - contact details can be found on page 6.

John Wood (Editor/Tata Steel Projects)

### What would people be surprised to learn about you?

I trained very early to be a classical violinist but in my late teens completely gave up music and took a (late) apprenticeship in electronics in the security industry. I studied with a professor at the Royal Northern College of Music. I still have a love of classical music but also like a whole range of genre. Do I ever regret not continuing a career in music? Sometimes....., but I think maybe my boss and some who work for me do more! .

## PSSA Member News.

### Bavak Security Group Launch New Speedgate B-protect BR-P1

The Belgium department of Justice have set up a complete new requirement program for Perimeter Protection in and around prisons.

Qualifications for the program consist of two elements, 1st: a burglar resistance, with lighter tools than the European RC standards, but for a longer duration with two persons, 2nd: a static pressure resistance, to withstand a situation where a crowd is pushing. Depending on the location and treatment level, the resistance must be 1,500 , 2,500 , 3,500 or 7,500kg. The requirement for a pressure resistance of 3.500kg was a complete new item for Bavak security group.

Development of the speedgate took Bavak 4 months and the manufacturing and assembling time took a further 12 weeks after approval of the final drawings. The Speedgates are driven by an 230V 1,100W electro motor, which makes the Speedgate move with a speed of 1 m/s. The Bullet Resistance qualification (BR4-6) and burglar resistance (RC3-4) were developed separately for other projects so it all came together and resulted in a Speedgate of 7.500kg.



Bavak Speedgate

### PSSA ANNUAL CONFERENCE – *Tuesday 26th November*

The 2013 PSSA Annual General Meeting and Conference will be held on Tuesday 26th November at the London Chamber of Commerce & Industry, 33 Queen Street, London EC4 (10.30 – 16.00 hrs).

In addition to the formal business of the AGM, the day will feature Verification Scheme updates and outside speakers on security markets. Put the date in your diary now.

### Marshalls complete Holborn Viaduct Project

Marshalls have successfully completed a project at the famous Holborn Viaduct in Central London, supplying a number of shallow mount crash tested bollards.

The bridge, celebrating its 150th Birthday this year, was part of a major refurbishment of one of the most vital roads in the City. It all started three years ago with the renovation of the building adjacent to the bridge, which Marshalls successfully perimeter-protected with RhinoGuard™ products to prevent vehicle impact on the building's revolving doors.

As the bridge is on the boundary of the City of London and London Borough of Camden, which has a security and surveillance cordon at the Viaduct, it was decided by the City of London Police Force to add more infrastructure and road network protection around the bridge, in the event of a vehicle borne attack on the City of London.

RhinoGuard™ bollards were successfully installed on the top deck of the bridge on each side. The sleeves are manufactured from stainless steel with double red highways banding at the top, giving the product high corrosion resistance and high visibility during low visibility weather conditions.

The bridge has now had the lighting and statues restored and the gold leaf is currently being applied, tying together the existing architecture of the surrounding space with modern, robust and safe Marshalls products.

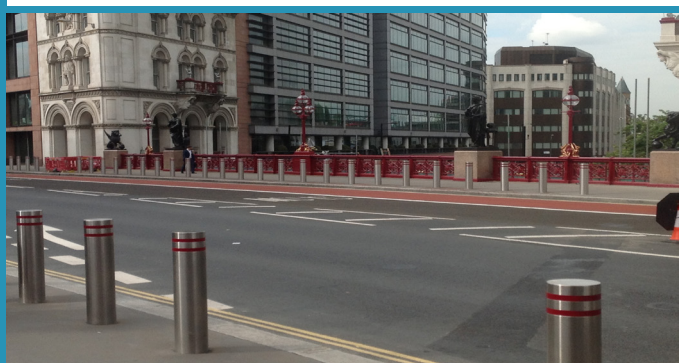
### UKTI BRAZIL TRADE MISSION *December 2013*

UK Trade & Investment have confirmed their support for a trade mission to Sao Paulo, Brasilia and Belo Horizonte – from 2nd to 6th December.



The target is to meet with established contractors, government, environmental and military contacts. There will be a market

access briefing at the British Embassy, networking events and time for missioners' own meetings. The mission is organised by the Construction Equipment Association which has well established contacts in Brazil. The programme attracts a £600 UKTI Market Access Programme (MAP) travel grant for eligible participants and a 25% discount on BA flights for all. For further information email joanna.oliver@admin.co.uk and quote your PSSA membership.



Crash Test Bollards

## PSSA Member News.

### Six PSSA Verified Awards: Frontier Pitts Ltd Achieve PSSA HVM Product Verification Status

Frontier Pitts Ltd were very excited to be invited to be one of the first companies to take part in the Product Verification Scheme for Hostile Vehicle Mitigation (HVM) equipment which launched in 2011.

The scheme aims to provide confidence to perimeter security product buyers and others that products supplied by PSSA Members conform to internationally recognized quality and product safety standards which provide assurance.

Frontier Pitts entered a period of consultation with Business Keys Ltd, who are experts in the product conformity and management systems arena for HVM equipment. Receiving guidance from Business Keys Ltd a period of business procedure re-alignment followed which included extensive product conformity and management system process auditing.



PAS 68 Terra V Gate

As a result of the certification committee deliberations Frontier Pitts Ltd were awarded their first PSSA Verified accredited product certificate in December 2011 for their unique Terra V Gate system. Having achieved the prestigious & coveted verification scheme recognition Frontier Pitts has seen a rise in customer enquiries and moreover, orders for their Terra V Gate. Managing Director Stephen Gaffer is very pleased with the effect that Verified status has brought to their product range and can only see the scheme gathering strength and forming an important pre qualification for successful HVM purchasing.



PAS 68 Terra Blocker

With the market now saturated with an increasing range of HVM products, manufacturers are keen to 'stand out from the crowd' and provide a competitive edge to their industry. Frontier Pitts Ltd, a market leader in HVM products have always been committed to supplying their customers with a high quality product, backed by a strong & robust "After Sales and Maintenance Service which can be relied upon to give clients peace of mind".

This is only achievable with a strong internal company quality management system, detailed technical specifications, precise and effective mechanical and electrical control systems and an ingrained work ethic which is ultimately founded and formulated on compliance to the PSSA scheme requirements whilst incorporating the conformity regime of British Standards, which as Frontier Pitts have discovered, are recognized across the globe.

## PSSA News

### APPRENTICESHIP REFORMS *Government Consultation*

PSSA members with apprentice programmes should know that that HMG have endorsed the recommendations of the Richard Review of Apprenticeships. The aim is to give employers in England more control over apprenticeships and ensure that all apprenticeships are rigorous and responsive to employers' needs. The reforms to funding mechanisms have been broadly welcomed by employers' organisations and an open consultation on the changes closes on 1st October. For further details see <https://www.gov.uk/government/consultations/apprenticeship-funding-reform-in-england>

### QUEEN'S AWARDS *Applications Closing*

#### Applications for the Queen's Awards for Enterprise close at the end of September

These awards are made in three business categories - Innovation, International Trade and Sustainable Development. The Awards are an effective way of promoting your business and providing recognition to companies of all sizes. For further information see <https://www.gov.uk/queens-awards-for-enterprise>.

# Verification Scheme News



## VSB's – Steady As She Goes

After a slow start, there is now a steady stream of interest in VSB verification.

Companies already within the Verification Scheme continue to submit further products for verification. There are also a number of PSSA member companies new to the Scheme that are now within the verification process.

Arrangements with CPNI are nearly complete to make their tested products list available to PSSA Members and other authorised parties. Verified products are clearly distinguished within the list, providing a sign of additional assurance to those procuring perimeter security products.

The value of PSSA Verification is also being recognised by others. The first forged certificate has been uncovered, thanks to notification to PSSA by an international construction firm operating in the Middle East which, rightly, referred the certificate to PSSA for authentication. Additional security measures are being introduced to make counterfeiting more difficult. However, PSSA Members, specifiers and buyers should be aware of the need to ensure that claims of Verification are genuine. Certificates may be checked at [www.pssaverification.com](http://www.pssaverification.com) or on the Association's website at [www.pssasecurity.co.uk](http://www.pssasecurity.co.uk).

## Fencing Verification

**By contrast, take up of verification for fencing products has not been as anticipated, with only Zaun submitting products for verification so far.**

Discussion will now commence with other bodies representing fencing industry companies to try to stimulate demand in order to recoup some of the investment made.

## Installation Scheme Rocks

The third module of the PSSA Verification Scheme is nearing launch. A special interest group, lead by Rob Simmons (Fensec Ltd), has engaged with PSSA members and industry stakeholders to establish technical criteria for an installation specification.

Assessment protocols are now being established, paving the way for pilot assessments to be conducted later this year. There has already been an enthusiastic response to the call for companies to participate in the pilot assessments. PSSA Members interested in participating in PSSA verification of their installation services should contact the Scheme Manager, Stephen Munden ([stephen.munden@businesskeys.co.uk](mailto:stephen.munden@businesskeys.co.uk)).

Introduction of this phase of the Scheme is likely to be pivotal to the expansion of PSSA Verification. Stakeholders, including CPNI and security consultancies, have been citing installation as an issue within the perimeter security supply industry for some time. They have welcomed this PSSA initiative.

## 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  
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  
Plantscape Ltd  
Security Solutions Ltd  
Tata Steel Projects  
Tescon

TRL  
Vale  
Volker Fitzpatrick  
Zaun Ltd

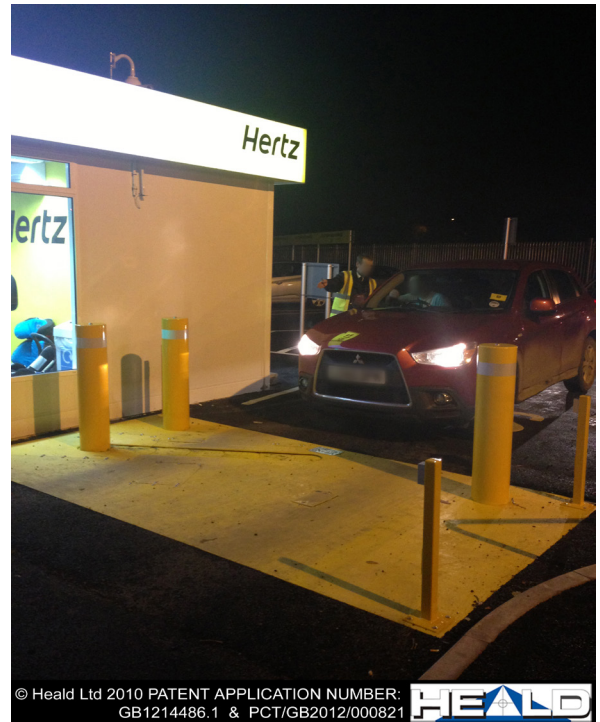
## PSSA Member News.

### Heald Reach Finals in Security Excellence Awards with Innovative Matador Sliding Bollard System

Heald have been selected as finalists in the Counter-Terrorism Solution of the Year category at the 2013 Security Excellence Awards for their innovative surface mount Matador bollard system.

Heald's PAS68 tested Matador bollards are slowly revolutionising the world of perimeter security. The Matador offers an extremely high level of security combined with an unobtrusive appearance and rapid, low impact fitting. Its surface mount technology means that it is perfect for temporary sites where security cannot be compromised, as well as situations where the imposing facade of a more traditional Roadblocker has too much visual impact. Its unique sliding opening not only allows for the possibility of surface mount but also ensures that the bollards remain visible to the user at all times, unlike traditional automated rising bollards. Achieving zero penetration and zero dispersion during PAS68 testing the Matador presents a truly formidable defence against hostile vehicle attack.

Already this year the Matador has been recognised with the Highly Commended award at the ADS Annual Security Innovation Awards in March and won the Commended Category for Best Physical Security Innovation at the Counter Terror Expo Excellence Awards in May.



© Heald Ltd 2010 PATENT APPLICATION NUMBER: GB1214486.1 & PCT/GB2012/000821



## Standard News

### Technology and Standards

PSSA Council has recently endorsed the appointment of David Ashby, Managing Director at Eagle Automation Systems, as Chairman of its Technology and Standards Committee.

The Committee will position the PSSA to influence the international standards agenda, improving on the current ad hoc standards participation by individuals. The Committee will also advise Council on technical support services required by the Association to provide Members with a point of reference for technical information and guidance.

The Committee's initial task will be to complete work on a technology roadmap and standardization strategy, enabling the Association to help drive industry innovation and export business.

## LIBYA ALERT

Negotiations are underway for an UKTI sponsored trade mission to Libya in May 2014. This will centre on construction and infrastructure projects. If this is a market of interest, please register with joanna.oliver@admin.co.uk to receive details when they become available.

## PSSA News

### PSSA WORKSHOP

*Building Business Internationally*

**The PSSA is pleased to announce a new workshop for companies striving to ensure that their products are compliant with the requirements of overseas markets.**

The workshop will take place on Tuesday 22nd October 2013 at the Thames Valley Chamber of Commerce, Slough, and will cover a range of topics including how to get to grips with the requirements of European Directives and standards issues. The session will be led by Business Keys' Steve Munden and will also include a contribution from Anne White, Head of International Trade & Compliance at the Chamber.

To register to receive the full programme email [admin@pssasecurity.org](mailto:admin@pssasecurity.org)

## Expert Blog



HVM Measures at Gunwharf Quays

Gunwharf Quays is a prestigious retail and entertainment complex located on the waterfront in what was once a part of the historic Portsmouth Naval dockyard. The site is owned by Land Securities and is considered to be their flagship venue.

The centre management had recognised that the existing perimeter security measures were no longer sufficient to provide the required level of protection. It was decided to install additional measures to provide the necessary enhancements.

MFD International was engaged to survey the site to identify vulnerable points, review the existing arrangements, determine the operational procedures impacting on the site security, make recommendations, obtain approval for agreed amendments, produce designs and project manage the installation. The primary objective of any measures was to provide protection for the Centre against hostile vehicle attack.

## PSSA Contact Details:

Secretary to the Council

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Assistant Executive Administrator

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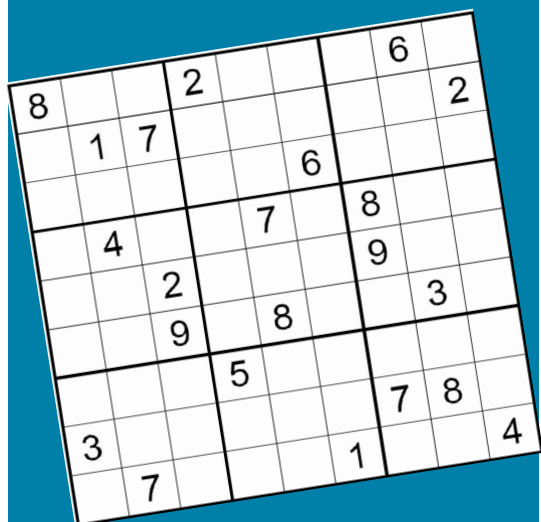


A combination of planters and static and rising bollards were installed. Numerous challenges were successfully overcome including installing rising bollards through a suspended slab, avoiding extensive buried services, and ensuring the aesthetics of the measures were in keeping with the historic environment and did not present an overly fortified appearance.

The HVM measures were installed to the complete satisfaction of the centre owners, local residents, City Council and the police.

**Gary Heward, Director, MFD**

## SUDOKU



## 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
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