



Fire Industry Association

ANNUAL REPORT 2009

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CHAIRMAN'S INTRODUCTION

No sooner had the FIA held its most successful ever AGM and lunch at the Brewery in London in November 2008 than the world decided to experience the most perfect financial storm in living memory!

So the last year has been tough for the FIA as it has for many of its members. But through hard work and organisation there have been some notable successes that we should celebrate as we look back over 2009 and the latter part of 2008.

"Decisions to Take in Tough Times" was the title of the well received and attended FIA Seminar held at the Houses of Parliament in December 2008 which featured speakers from across the fire world including those from the newly formed FIA Fire Risk Assessment Council.

Also in December 2008 the FIA Export Council in conjunction with British Security Industry Association (BSIA), the Association of Police and Public Security Suppliers (APPSS) and the British Safety Industry Federation (BSIF) held an International Export Colloquium at The Fire Service College, Moreton-in-Marsh which was attended by HRH Prince Michael of Kent.

March 2009 saw continuation of the annual FIA Conferences with a sell-out one entitled "Fire Risk Assessment - the Big Question". The speakers featured at this event came from diverse backgrounds ranging from the legal profession to the Bed and Breakfast market.

International Firex is the flagship

event of the fire industry and runs every other year sponsored by the FIA in conjunction with UBM Live. The 2009 event in May bucked the recession trend with an increased number of visitors when compared to its 2007 predecessor. The Fire Industry Excellence Awards were also an immense success again and I commend the company that won the Product Innovation Award as an exemplar of its type!!

Trade Associations are there to represent the interests of their members and we make no apologies for also trying to increase their profit levels as well by bringing in extra business as well as launching cost saving initiatives. During the last year we have run more regional seminars aimed at the Care Homes and Warehouse sectors and these follow on from those successful ones in 2008 which actually led to new business for participating FIA Member Companies. 2009 has also seen the expansion of member benefits, many of which will hopefully save monies for those companies that choose to take them up.

Much work goes on unseen at the FIA and it would be remiss of me not to mention the work carried out by our Technical guys and the Training Department who have this year come together over the F-Gas Certification Scheme and resultant training.

June 2009 saw the FIA pass the 300 mark in membership with Cwmbran Fire Protection (SW) Ltd joining and I expect this number to keep on climbing, no pressure of course for our secretariat personnel on this matter! But if you can increase the numbers in these recessionary times then who knows what's possible when the perfect financial storm subsides and the sun comes out again.

Last but not least I encourage you to read on as this introduction hits just a few of the highlights that the FIA has achieved over the last year.

Martin Harvey
Chairman, Fire Industry Association



BOARD STATEMENT

When the FIA was launched through the merger of FETA and BFPSA in 2007, various Councils were set up to focus specifically on the activities relating to their subsectors. The FD&A Council focuses on the Fire Detection & Alarm manufacturers; the Extinguishing Council focuses on portable and systems extinguishing manufacturers; and the Services Council focuses on supporting the service providers, such as installers and maintainers. The Board was created to manage the other items involved in running a trade association.

“SUPPORTING OUR MEMBERS IN THIS ECONOMIC DOWNTURN HAS BEEN A KEY ISSUE CONSIDERED AT BOARD LEVEL”

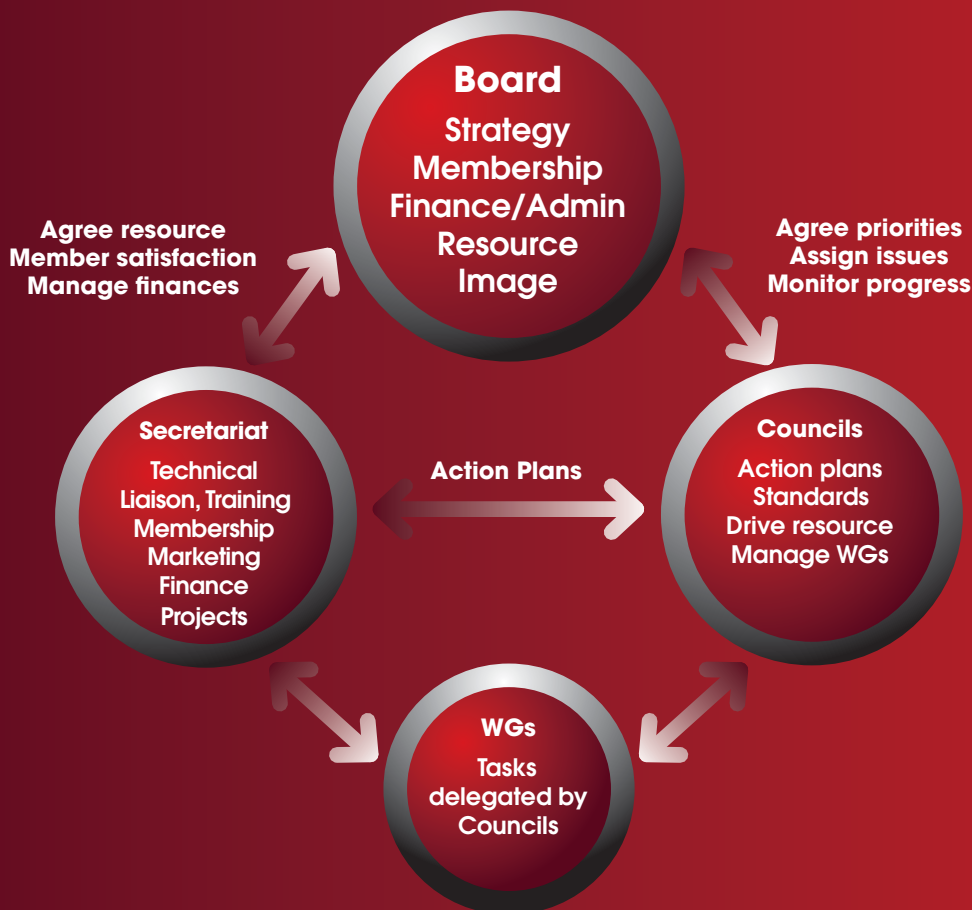
Whilst the Board receives reports from all the sections of the Association - including the new Fire Risk Assessment Council and the Export Council - and provides guidance and approval where needed, its main role is to provide strategic leadership and take responsibility for the membership, external liaison, finance and resource. Image is also a key responsibility.

Our overall ambitions are to continue to grow the association both in reputation and support provided to our members. Reputation is important as many members join to be associated with the reputable FIA logo.

Along with the Council reports we have added sections in this annual review to highlight the activities in membership growth & support, liaison, marketing and training. The Secretariat has been strengthened in these areas over the last two years and we are starting to reap the rewards with ever greater potential being targeted.

With regards to finance, the credit crunch has had an impact on our sector and that created a knock on effect to the association with a drop off in training activity seen from November 2008 through to February 2009. Training levels have bounced back since March 2009 but the Association has had to take action to recover. We are delighted that we were able to post a slight profit for 2008/9 bearing in mind the late impact of such sudden unpredicted change on the forecasts. Membership numbers have held strong and we have seen no increase to the usual annual churn as a result of the recession; in fact we have seen a significant growth, which is a good indication of the Association's reputation.

In April 2009 BAFE moved out of the Kingston office and became totally independent, employing its own secretariat staff. Having supported BAFE from its inception and having provided its secretariat support over those years, the Board was pleased to see that BAFE had reached enough of a critical mass to be able to make such a move. The Board fully supported this move and put in place the resource needed to help BAFE with its move. The FIA will continue to support BAFE and fully supports third party certification and we remain active within the BAFE committees.



Do we stay or do we go now? When the seven organisations moved from Eden Street to Thames House in 2005 we signed a five year lease. This expires in less than a year and the Board has been looking at the options. With BAFE moving a year ahead of any foreseen plan (when we moved in they were planning to stay for the five years), the FIA needs to renegotiate or move. The credit crunch and then recession have played havoc with our plans. First we planned to buy and move, then stay and rent for a short term. However, with the financial pressure easing is it time to consider buying again!

The 2009 AGM and traditional lunch format has been put on hold for a year as we had to make an early decision on booking venues etc. and having polled our members we did not feel that we would attract the normal amount of support that makes this such a successful event in the calendar. Rather than tinker with the format, which may result in the loss of such an event in the future, the Board took the decision to have a one year holiday and return to the usual style AGM in 2010.

One of the duties at the AGM is to make

any Honorary Membership awards and whilst only a short AGM will be held in 2009 to complete the necessary formalities, we lose the opportunity to publicly appreciate the efforts of any such deserving characters. This year the Board intends to award Honorary Membership to Dr Peter Moore, who has served the trade association for many years. A suitable occasion will be sought to present the award and a fitting tribute will be made via our Focus publication.

Supporting our members in this economic downturn has been a key issue considered at Board level. A presentation offering recession-busting advice was provided at International Firex and a new membership benefit (WK5.com) has been rolled out in response to the economic climate. Going forward the Board will continue to develop ways of helping members throughout the rest of this period of economic uncertainty.

The Board looks forward to another successful year for the FIA and believes that the Association will continue to increase its influence while at the same time growing in size and delivering an enhanced range of benefits for all of its membership.



EXTINGUISHING REVIEW

This Council represents interests related to fixed fire protection systems alongside those of portables, hose and fittings and includes the more specialised systems such as water mist and aerosols as well as the range of extinguishing agents themselves. The past year has once again seen the Council and its Working Groups acting as the driving force behind the FIA's activities on behalf of these sectors.

Having been elected to the Chairmanship in November 2008 as successor to Bob Whiteley (who, we are delighted to say, remains a Council Member), it remains my pleasure to guide this Council whose members carry a wealth of experience and expertise. Their willingness to offer their invaluable services, not for personal or commercial gain but for the common good of fire protection in the UK and beyond, is greatly appreciated. The efforts made are often quite time-consuming and can be complex and I'm sure all FIA members would join me in paying tribute to Council Members past, present and future.

A number of Working Groups are overseen by this Council and these cover extinguisher manufacture, fittings and hose, foam, gases and water mist and their work has again been instrumental in achieving results relating to a number of standards and other technical objectives.

Organisations work most effectively when their functions are linked within what we might term a three-dimensional matrix or, put more colloquially, when the left hand knows what the right hand is doing. The FIA is no different and seeks to achieve this through maintaining multiple communication pathways between the numerous committees and the Secretariat that are genuinely interactive. This year has seen the Extinguishing Council consolidate and strengthen its position as an integral part of the Association, acting as both receiver and provider of information and advice pertaining to the extinguishing sector.

Marketing, being central to the Association's activities, is a critical feature of Council's input and it plays a full role in ensuring the visibility of the FIA through PR

activities, seminars, exhibitions, the website and the various articles and publications. Peter Kemp acts as the Extinguishing Council representative to the Marketing Group and that Group has received advice from Council on what are perceived to be marketing priorities and their target audiences in relation to extinguishing systems and portables. Similarly, we maintain direct contact with the Training Manager and have made recommendations for additional courses which have included one on signage for which an initial scoping document has been produced and the possibility of a course on competency in servicing and maintaining fire hose reels. The Liaison Group is another key internal partner, with this Council being represented on that forum by Bob Whiteley.

Many of the FIA's general work items over the last year have received attention from the Extinguishing Council and these have included the Certalarm one-stop-testing initiative, the development of National Occupational Standards, manufacturers' training, regional

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meetings, government lobbying and consultations, and European regulations. Consultation contributions have included enforcement of the Fire Safety Order, trading by Fire and Rescue Authorities, the future of Building Control and the Northern Ireland Fire Safety Act. Influence in Europe-wide regulations comprises input into the Construction Products Regulations, Pressure Equipment Directive revisions, a more stringent Ozone Depleting Substances Regulation and the prospective Services and Anti-Discrimination Directives, all of which are set to have a major influence on extinguishing products and services.

This Council directs the FIA's extensive work on British, European and International standards committees relating to extinguishing systems and equipment. Among the notable activities in this field is completion of the long-overdue revision to BS 5306 Part 0 which provides useful advice on the selection of installed systems and other fire equipment. There has also been significant work on revisions to BS 6266 (fire protection for electrical equipment installations) and on the

revised BS 5306 Part 3 (maintenance of portable extinguishers) which, despite some contention and resulting delay, is now published. Activity has also been prominent in the European CEN and International ISO standards arenas.

Water mist has received much attention via its Working Group with efforts on both the domestic and commercial Water Mist draft for Development documents (DD 8458 and DD 8489 respectively) and on the delivery of a recognised installers' scheme by an appropriate mechanism. This is currently a high priority item given the need to construct a firmer basis for the growing use of these systems.

Participation has been maintained on the Eurofeu Fixed Extinguishing Installations and Portables Sections. With serious concerns that Eurofeu must take positive action to represent more effectively its members' interests, the Council supported the work of FIA Board and Eurofeu Presidium member Peter Moore in seeking a mandate within Eurofeu to revitalise this potentially influential body.

Perhaps one of our most significant successes has been our

work with DEFRA led by WG gases to offer the F-Gas training and certification scheme in order that our members may comply with the now active EU legislation. The same Working Group has produced guidance on the periodic testing of cylinders and on the hitherto diffuse approach to venting requirements for extinguishing systems, both of which will prove useful to practitioners. In addition, this Council has produced a product notification procedure for rapid dissemination of members' product notices and continues to update members on the requirements of the REACH Directive.

The coming year will no doubt be as active as the last, if not more so, and I'm sure I speak on behalf of all Extinguishing Council members when I say we look forward with relish to the challenges ahead. Acting as we do in the interests of systems and portables manufacturers and service providers, we pledge our best efforts in representing our valued members across these sectors.

Colin Jackson
Chairman, Extinguishing Council

EXPORT COUNCIL

“GIVEN THE VERY DIFFICULT MARKET AND TRADING CONDITIONS FACED BY OUR INDUSTRY AT PRESENT, EXPORTING OFFERS A NATURAL OPPORTUNITY FOR BUSINESS EXPANSION”

The last year has seen the introduction of a new sector specific government agency to support the activities of the Fire, Police, Security and Safety sectors.

The formation of UKTI DSO has enabled a funding stream to be generated and the Export Council has negotiated over £24,000 in support of a number of missions. However increased costs in the support services through British Embassies (for which funding is not permitted to be utilised) continues to present the Export Council with ongoing challenges.

Some notable highlights within the year organised by the FIA Export Council included:

- A targeted fire industry trade mission to Turkey and Egypt, visiting Istanbul in Turkey and Cairo and Alexandria in Egypt. Working in conjunction with the British Embassies in both countries this mission also included a seminar in Alexandria and invitations to the fire authorities in each country (events that could not have been orchestrated by individual commercial companies).
- Co-sponsorship of an Industry Briefing Course, where in conjunction with the Police and Security sectors, sixteen Commercial Officers from selected British Embassies around the world were brought

over to the UK to develop their expertise in the promotion of the fire, security, police and safety industries within their specific market territories.

This programme also included an International Export Colloquium held at the Fire Service College, Moreton-in-Marsh.

- A free stand at the INTERSEC 2009 exhibition in Dubai, strategically one of the most important fire related exhibitions held each year in the Middle East
- The organisation of a scoping mission to New York designed to evaluate the importance of a different approach to the market in relation to how overseas project specifications originate from some of the world's largest construction consultants and contractors.
- Orchestration of a 'Meet the Buyer' event at this year's International Firex exhibition held at the NEC Birmingham in May. Organised in conjunction with the British Security Industry Association (BSIA), over 362 meetings were held with 78 buyers representing 16 countries from around the world.

Looking forward the Export Council is developing a number of ventures and events over the coming months, these include:

- An outward fire industry mission to Russia to include the cities of Moscow and St Petersburg
- An outward fire industry mission to Singapore, Thailand and Vietnam
- A fire industry scoping mission to South Africa
- A presence at INTERSEC 2010 in Dubai

Given the very difficult market and trading conditions faced by our industry at present, exporting offers a natural



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opportunity for business expansion. The FIA Export Council exists to help both seasoned and new to export companies develop their export market initiatives, and to empower the British Fire Industry

to develop the use of British/European Standards throughout the world.

Tracy Kirk
Chairman, Export Council



Ben Williamson of FFE at Table Top Exhibition in Cairo



Embassy Briefing Session at British Embassy, Istanbul



Meet the Buyer

SERVICES COUNCIL SUMMARY



After the 2008 AGM the Services Council, similar to the other FIA Councils, set itself some stretching targets. Since then the Council and its working groups have been diligently working to meet them. The targets were:

Objective	Responsible group
1 Identify industry specific tools (i.e. weighing scales) designed specifically to meet our industries needs	PSC/I&MCS
2 Review Service Exchange (portables) practices and identify guidance	PSC
3 Draft standard for servicing of fire blankets	PSC
4 Guidance for BS5306 Pt 3 & 8 to be drafted and published	PSC
5 Continue to pursue the need for a National Examination Board for portable extinguisher technicians	PSC
6 Develop the careers roadmap	I&MCS and Training Group
7 National Occupational Standard and NVQ framework revision & NVQ revision	I&MCS and Training Group
8 Review and implement an Apprenticeship scheme	I&MCS
9 Once job descriptions are agreed focus on each job/person and identify 'tools' or guidance that the association could provide to enhance that job function	PSC/I&MCS
10 Guidance on 'Planned Preventative Maintenance' (CFOA Policy)	I&MCS
11 FIA guidance on the changes to systems for compliance to BS 7273-4	I&MCS
12 Identify non technical training which would enhance members business such as Management Skills and Business Plan preparation	I&MCS
13 Reduce false alarms	I&MCS
14 Implement and promote the new CFOA 'Unwanted Fire Signals' policy	I&MCS
15 Continue to work with CFOA to maintain and update the CFOA policy	I&MCS
16 Publish 'Bottoms Up' case studies to cover the main areas (healthcare, warehouse etc)	I&MCS
17 Develop manufacturers training	I&MCS
18 Rollout F-Gas training course	Joint with extinguishing Council
19 Work with Euralarm/Eurofeu to develop European competence under the Services Directive	Joint with extinguishing Council
20 Draft guidance on installation and maintenance of duct detectors	I&MCS/WG6

Each objective was assigned to the appropriate working group (Portables Servicing Committee, Installers & Maintainers Commercial Section or FDWG6) and that group tasked to deliver to agreed target dates. In this short report we will look at each working group and objective and provide an update on progress. As you can see from the above table some of the objectives would result in specific documents for use and review by FIA members and other policy courses and decisions to benefit the membership. Training also falls under the remit of Services Council but that is covered in a separate report.

PORTABLES SERVICING COMMITTEE

This committee, chaired by Keith Goodwin, had been suffering from a declining membership over the last year, however the small number of active members were still moving the objectives forward. This decline in membership abruptly changed when the approval text of BS 5306-3 was issued in early 2009. There's nothing like a controversy to stimulate interest and until its publication at the end of July BS 5306-3 formed a major part of the discussion in PSC and indeed at Services Council. This subject has resulted in a reinvigorated committee which has been working hard to meet its objectives. The guidance on

the changes to BS 5306-3 was presented to FIA members at a series of ½ day seminars and is available on the FIA website. This presentation is supported by guidance on CE marking and third party certification marks for portable extinguishers. The standard for servicing of fire blankets is well overdue in the market place and the FIA code will be the first generally available and will be offered to BSI to be converted to a BS standard. Members of PSC are actively involved in the BSI Task Group drafting the revision to BS 5306-8 and when that standard is published similar guidance to that for BS 5306-3 will be drafted and issued. The same people are working hard to ensure that the National Examination Board proposed by BS 5306-3 is established and is effective in harmonising portable extinguisher qualifications and most importantly is independent.

The Committee has drafted guidance on the selection of portable fire extinguishers in HMO's to support members in their discussions with clients to help the Responsible Persons meet their obligations under the Fire Safety Order. The committee identified that there was a need for the FIA to provide an updated version of the FETA Extinguisher selection slide rule and work is underway to make this available to FIA members.

FDWG6 -SYSTEM

This is small but very active working group which has been working on some important objectives for FIA members. The guidance on BS 7273-4 is one such activity; after it was published in 2007 it was quickly realized that this standard for activation of door equipment would have significant implications for fire detection and alarm systems and in particular control equipment. The intent of the guidance was to provide simple advice on the implications of the standard but as drafting progressed other issues have surfaced and the scope of the guidance has changed to cover other standards in this area not just BS 7273-4. Duct detectors was another area where guidance was lacking in the standards scene. Although there is now work on a CEN product standard EN 54-27, there is still a need for guidance on installation of duct detectors. A task group chaired by Bernard Laluvein under FDWG6 is pulling together experts to draft this guidance. This project started in August 2009 and has a target completion of Q2 2010.

INSTALLER AND MAINTAINERS COMMERCIAL SECTION

This committee, chaired by Dave Bartlett, has been active in some of the main developments in establishing

competency levels for the fire protection industry. It played a key role in developing the careers road map and in the discussions with IFE to establish a base level qualification for the trade. All of this is now complete with a trial run of the IFE route well underway. The National Occupational Standard has been agreed and NVQ's are being developed and will be available by 2010.

False alarms are a big issue for fire detection and alarm companies and I&CMS has been working on a number of projects within its objectives to reduce false alarms. It contributes to the work with CFOA on the policy in unwanted fire signals. I&MCS members are working with the FIA's Business Development Manager, Dave Smith on the false alarm reduction best practice project. It has prepared an FIA guide on steps to reduce false alarms and planned preventative maintenance. I&MCS has also instigated, through the training group, the re-establishment of the manufacturers' training group to develop a common format for training offered by manufacturers.

Working with Extinguishing Council I&MCS developed the FIA F-Gas competence training and certification scheme. This is now fully established and interim certificates are being issued to companies to allow them to comply with the UK and EU legislation. The training courses run by the FIA and FIA member companies to allow companies to gain full certification will be rolled out during the 3rd and 4th quarters of 2009. This is a major success for the FIA and has been a long process; the discussions with DEFRA and the EU began in 2004 when the legislation was being drafted. The result of all this hard work is legislation that is not over burdensome on the trade and a training and certification scheme that is simple and cost effective.

Another major piece of European legislation that is starting to impact on the fire industry is the EU Directive on Services in the Internal Market known as the Services Directive. I&CMS is working with FD&A Council through the European trade association, Euralarm, to ensure that the effect of this legislation is not detrimental to FIA members and also using the directive as a tool to promote competency across Europe.

Since its formation in 2007 the Services Council has been a key group in the FIA and will continue to promote the views of FIA members in the key area of services which, in a time of recession, is of increased importance.

Keith Goodwin, Chairman, Services Council

FD&A COUNCIL REPORT



After the 2008 AGM the FD&A Council set itself some stretching targets and the Council and its working groups have been diligently working to meet them. In addition to the objectives below the Council has also been reviewing and debating the hot topics and issues facing our industry. These include changes in European legislation such as the Services Directive, proposed EU legislation on equal opportunities which may require products to take into account disabilities and ever more stringent environmental legislation. Other issues include the impact of Scottish Building Regulations on the FIA's position on Third Party Certification of products, and services. CPD vs. CPR and CE marking of products – is it or isn't it required in the UK market. FD&A Council and

the FIA Technical Department have been very active in providing the UK input to the proposed revision to the Construction Products Directive which is expected to be in force by 2012.

Ionization chamber smoke detectors: FD&A Council has been actively participating in UK government stakeholder groups on proposed changes to the Radio Active Substances Regulations Exemption Orders. On the domestic smoke detector front, noting the 40th anniversary of the first commercially available domestic detectors, the FD&A Council – through the Self Contained Smoke Alarms Group – gave a presentation at International Firex to promote this significant anniversary in fire protection.

The specific objectives agreed by Council and Board were:

Objective	Responsible Group
1 Prepare & publish an FIA guideline specification for fire alarm systems for projects where no specification exists	WG 6 (joint with Services Council-ICMS)
2 Multisensor testing guideline relating to product design to enable field testing	WG3/WG5/WG6(joint with Services Council)
3 Guidance on CPR	CPR TG
4 Provide input to the revision BS 6266 including drafting appropriate text	WG3/joint with Extinguishing Council
5 Prepare guidance document on fire aspects of BS 8300 (DDA guidance)	TG DDA/FDWG27
6 Prepare a draft BS specification of battery operated devices version of BS 5446-3	New TG formed
7 Prepare appropriate guidance for FIA members on the changes proposed by BT with C21 network	WG2
8 FIA Guidance on IP connectivity	WG2/WG5
9 FIA guidance on the changes to systems for compliance to BS 7273-4	WG6
10 Draft Guidance on installation and maintenance of duct detectors (update BFPSA guidance)	WG6/WG3 (joint with Services Council)
11 Review of tactile devices for FD&A for DDA and product specifications	TG DDA/FDWG27
12 Video smoke detector guidance	WG3
13 Application guideline for visual devices	WG27
14 Guidance on BS 5389-8	WG27

Each objective was assigned to the appropriate working group and that group tasked to deliver to agreed target dates. In this short report we will look at

each working group and its objectives and provide an update on progress. We will also update on the other activities of the Council which include participation

in standardisation work (both nationally and internationally), FIA reviews and comments on all relevant standards.

FDWG2 – COMMUNICATIONS

Recently reformed this group was tasked with providing guidance on changes being made by BT to the UK telephone network which will have significant impact on fire and security signaling (objective 7). The group worked closely with BT to determine what the impact of the changes will be for fire signaling and what steps can be taken to mitigate them.

The group also worked with FDWG5 to develop guidance on IP connectivity (objective 8), this document is in a similar format to FIA guidance on remote management of fire alarm systems.

FDWG3 – FIRE DETECTORS

Chaired by Bernard Laluevein, this WG has an active membership and has consistently provided high quality guidance documents for the membership. Documents published and available on the FIA website from WG3 include:

- FIA Fact File 31 CO detectors;
- FIA Fact File 33 CO+Heat detectors;
- FIA Code on Multisensor application guidelines.

Work on the multi-sensor testing guideline is well underway and will be completed by its target date.

The video smoke detection guide is to be the first of its kind providing generic guidance on this emerging technology.

The FIA input on BS 6266 has now been completed and the draft document handed over to BSI for further development.

FDWG5 -CIE

Chaired by Angus Stone FDWG 5 provides FIA support for fire alarm control and indicating equipment. Its main role has been to provide FIA input to the changes to EN54-2 (CIE) and EN 54-4 (Power supplies).

It has also been working in a joint task group with BRE to develop guidance on networking of fire alarm panels.

FDWG6 - SYSTEMS

See Services Council report.

FDWG24 – RADIO FIRE DETECTION

Chaired by Ken Bullock this group had been quiescent since the publication of EN 54-25, however it has now received two additional tasks to provide clarification on apparent conflicts between the EN and BS 5839-1 relating to power supplies and call times. Once completed this work will be handed to BSI committee FSH/12 for inclusion in BS 5839-1 guidance.

FDWG27 – FIRE ALARM DEVICES

This group is also chaired by Bernard Laluevein and is equally as busy and FDWG3.

FIA Fact File 38 BS 5839-8 Guidance (objective 15) was published in early 2009 and the guidance on fire aspects of BS 8300 (objective 5) is simple as the standard now directly refers the reader to BS 5839-1 for guidance on fire detection. Application guidelines for visual alarm devices (objective 14) are progressing well and are expected to be completed in Q4 2009. A review of tactile devices (objective 12) for FD&A



for DDA has also been completed, which will form the basis of drafting a product standard, in the future.

ASPIRATING FIRE DETECTION WORKING GROUP

Under the chairmanship of Peter Mundy, the aspirating group has embarked on a project with BRE to provide empirical data on the use of such systems in high ceiling spaces, this work follows on from the work done with Beam Detectors many years ago and will allow more detailed guidance to be provided in the FIA Code and BS 5839-1.

STANDARDISATION

The FIA and FD&A Council are very active in UK and International standards work providing experts to all the committees and working groups drafting fire detection standards in addition to this drafting work specific comments have been submitted on the following standards:

- EN54-3 (revision)
- EN54-12 (revision)
- EN54-30
- ISO 7240-11 and 1
- ISO 7240-24
- ISO 7240-25
- ISO 7240-27

This has been a short synopsis of the work of the FD&A Council and its working group. Membership of working groups is open to all FIA members who have an interest in the subject applications should be made to the Technical Manager.

Neil Young, Chairman, FD&A Council

FIRE RISK ASSES REMARKS

Established as an interim Council at the AGM in November 2008, the 2009 AGM will consist of formal elections to the FRA Council. In this period there has been a lot of 'finding the boundaries' and 'fitting in' to the existing FIA structure whilst ensuring the interests of Fire Risk Assessment providers are fully met and benefits of membership are delivered.

The repeal of the Fire Precautions Act in 2006 resulted in loss of certification of common places of work, and of hotels and boarding houses, by fire and rescue authorities. Fire risk assessment is now the whole underpinning for the fire precautions required to ensure the safety of people in virtually all non-domestic buildings.

The FIA believes there is genuine and justified concern that fire risk assessments are not always carried out by those competent to do so. Many FIA members are able to assist the duty holders, on whom legislation imposes the duty of fire safety

care, to ensure that their fire risk assessments are suitable and sufficient, resulting in appropriate fire precautions.

There is a demand by duty holders for credible and competent firms to assist them. The FIA's mission is to be able to provide reputable member firms for this purpose. There is still a long way to go, however, some crucial first steps have been made and a network of people has been established.

One of the main areas of focus has naturally been on 'defining the competence' of companies providing a Fire Risk Assessment (FRA) service. A 'Professional Standards Working Group' was formed immediately and has already established a Code of Practice (CoP) for FIA members who provide an FRA service. Only members who have committed to the CoP will be promoted in the FIA directory under the FRA heading. The CoP is an initial step, whilst extensive work continues to establish a robust scheme for membership criteria.

There has been lots of discussion with professional bodies such as the IFE, IFSM & IFPO all of whom have their own register of individuals who they have deemed competent. Warrington Certification has launched a fire risk assessor scheme; NEBOSH have an NVQ scheme as do ABBE. BAFE are also keen to establish an overarching scheme. Discussions have taken place with all, including some Fire & Rescue Services.

Sorting out a scheme which will work for the whole industry and that looks at the trading company providing the service and the competency of individuals within that company 'is like plaiting fog' as described

2009 FIA Annual
Conference



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by a senior industry figure. It is an immense task but one that is urgently required and has our full attention.

A 'Regulators & Enforcers Liaison Working Group' was also established early, to ensure we communicated with other stakeholders in the industry, this includes Scotland, Northern Ireland and Wales as well as England. CFOA has agreed to send a representative to join the FRA Council meetings to help foster the relationship.

In March the Annual Conference was dedicated solely to the subject of Fire Risk Assessment as this subject affects all FIA members and still remains so topical. A large audience raised many questions and concerns, all of which are/were being addressed by the Council and again competence and consistency raised its head. What is wanted is a benchmark for what comprises a suitable and sufficient FRA.


Whilst a lot of effort is being spent on the 'plaiting fog' issue, the Council has

recognised that it needs to develop and deliver membership benefits to continue to attract FRA service providing companies into membership. An FRA Marketing Working Group and an FRA Training Working Group have recently been set up to look at this. Ensuring the right messages are delivered to the right audiences and that relevant training is made available to those that need it are obvious ways we can help members grow the market and raise the 'competency' bench mark.

Nobody wants 'cowboys' in this industry and setting a benchmark that helps the end user or Responsible Person identify the good from the bad is what we all want. 'Knowing what you do not know' is also a common thread we have heard over and over. Lots of people think they are providing a good risk assessment service but they are not in reality!

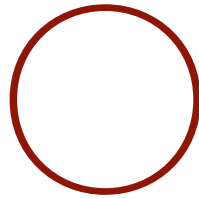
Colin Todd

Chairman, Fire Risk Assessment Council



“NOBODY WANTS ‘COWBOYS’ IN THIS INDUSTRY AND SETTING A BENCHMARK THAT HELPS THE END USER OR RESPONSIBLE PERSON IDENTIFY THE GOOD FROM THE BAD IS WHAT WE ALL WANT”

FIA 2009 LIAISON UPDATE



Our relations with external bodies play, as ever, a fundamental role in virtually every aspect of the Association's strategic aims and their constituent objectives. In fact, there are probably no strands of the FIA's activities that feature in this Review that have been undertaken in isolation from relevant quarters of the outside world. The partnerships that form, some permanent, some more transient, are invariably there to denote the recognition of mutual interests and the willingness to work towards common goals.

The Liaison Group is chaired by Board Member and past FIA Chairman Peter Moore and, as well as members of the Secretariat, he is joined by representatives

“THE MESSAGES AND OBJECTIVES THAT GUIDE THE FIA'S OUTREACH ENDEAVOURS VARY DEPENDING ON THE ARENA IN QUESTION”

of each of the Councils, now including the Risk Assessment Council that was formed a year ago. It meets quarterly, usually a few weeks ahead of the Council sessions, with the aim of co-ordinating the external liaison activities of the FIA and setting priorities and actions with reference to the stated objectives of the Association and its several Councils and Working Groups. It is able, therefore, to take the necessary 'helicopter' view while certainly not shying away from a hands-on approach which sees Group members take direct responsibility in a number of key areas of our Liaison activity.

FIA Insight last year referred to the then Fire Minister, Parmjit Dhandra, and that position at CLG has changed not once but twice in the intervening period, with Shahid Malik now assuming the role. This lack of continuity at ministerial level is a common feature and results in a perpetual cycle of introduction and understanding followed

by the inevitable return to ground zero. Fortunately, the population of senior civil servants tends to be rather more stable and remains an invaluable means of influencing policy among those that are involved in the practical details.

The messages and objectives that guide the FIA's outreach endeavours vary depending on the arena in question but the more prevalent issues include fire safety legislation and its enforcement, competency benchmarking in relation to third party certification and the reduction of unwanted fire alarms, the latter encompassing development and adherence to the CFOA False Alarms Policy.

Much of this work in England takes place with CLG which includes the Fire and Resilience Directorate and the Chief Fire and Rescue Adviser's Unit although other departments of relevance on particular issues have included BERR and DEFRA. This work is mirrored with the Scottish Parliament and the Welsh and Northern Irish Assemblies.

Other domestic liaisons are too numerous to cover in detail but over the last year, those of especial value have included the Fire and Rescue Services (via CFOA and several Chief Fire Officers), other sector trade associations (including BAFSA, ASFP, ICEL and FIRESA), the security industry via BSIA and a range of vertical market bodies such as LABC, CIBSE, BIBA, IFE, IFPO and IFSM. Further afield in Europe, we continue to play a leading role in both Euralarm and Eurofeu while our standards activities involve active presence on a range of BSI, CEN and ISO committees.

In the latter stages of 2009 and into 2010, there remains much to do and certainly much to achieve with our various partners in the fire protection community.

Dave Smith

FIA Business Development Manager

FIA REGIONAL UPDATE

The Association's interest in serving the specific needs of its members in Scotland, Northern Ireland and Wales stems primarily from the increasing devolution of their legislative powers, not least in the field of fire safety. While Wales is under the jurisdiction of the English Fire Safety Order, building control appears likely to take a divergent path.

Scotland has its own Fire (Scotland) Act 2005 that differs from the English model while in Northern Ireland, the imminent Fire Safety Regulations (Northern Ireland) 2009 again place it closer to the Scottish regulations.

While FIA training and the apprenticeship scheme (with Belfast Metropolitan College) remained active, the long-standing Northern Ireland Section was in abeyance for much of the past year but became active again from May in order to respond to the forthcoming legislative changes. As well as offering its contribution to the formal consultation, it seeks to maximise opportunities to highlight FIA members and third party certification as part of the promotion of the new regime to owners and occupiers having fire safety responsibilities. There is work to do also in educating those bodies that will enforce the legislation.

The first Regional Meetings of the FIA in Scotland and Wales took place just over a year ago with the aim of updating members on the major work items being undertaken by the FIA and, most importantly, providing a focus on issues particular to their own national fire legislation and the regional fire protection market. Although attendance at these initial meetings could have been better, they nonetheless assisted in achieving a better mutual understanding between the Association and its regional members and defining a sharper picture of how the FIA may act on behalf of its members in Scotland and Wales.

Further meetings in April this year were better attended and built on the groundwork laid at

the previous sessions. In particular, they have precipitated a range of actions involving local stakeholders and aimed at promoting the core values of the FIA and its members.

In Scotland, FIA representatives met in January with representatives of the newly-formed Scottish Chief Fire and Rescue Advisory Unit, the session covering third party certification, the Fire (Scotland) Act 2005 and its enforcement, and the possibility of establishing a Business and Community Safety Forum equivalent in Scotland. Also, with Scotland moving away from independent third party certification schemes, the point was made that enforcers should recognise and support the BAFE-adopted schemes held by our members.

We met also with Scottish Building Standards and are establishing contact with several Scottish FRSs that are adopting the CFOA False Alarms Policy, these being a useful starting point for encouraging uptake of the Policy by the other Scottish Services. Also, the IOSH held a Fire Risk Management Group Seminar on the requirements of the Fire (Scotland) Act 2005; Angus Stone of the FD&A Council is thanked for presenting on behalf of the FIA.

In Wales, there remains engagement with the Welsh Fire Risk Reduction Committee and a meeting is sought with Paul Young who is newly-installed as the Chief Fire and Rescue Advisor for Wales. At the time of writing a session is also being arranged with Allan Bond, who is Operations and Technical Team Leader at the FRS Branch of the Community Safety Division within the Welsh Assembly.

Further contact with our Scottish, Welsh and Northern Irish members is planned over the coming year and, of course, with the relevant stakeholders, we look forward to progressing our interests in these countries.

David Smith

FIA Business Development Manager

TRAINING REVIEW

HEADMASTER'S NOTICES!

The Regulatory Reform (Fire Safety) Order has heightened the focus on the fire industry and increasing technological developments have increased the need for FIA members to have a strong knowledge base.

Over the last few years the need for individual operatives in the fire industry to be able to demonstrate competence has grown significantly. The FIA has been at the forefront of grasping this initiative, and has worked hard to develop a comprehensive roadmap for the industry.

Working with Skills for Security and other key stakeholders we helped to develop a new National Occupational Standard to enable NVQs to be brought up to date for the fire industry. We have also been working with the Institution of Fire Engineers to develop

a clearer route to Engineering Technician. In addition to this we are working to develop a Foundation Degree for Level 4 qualification, and an electrical competency assessment for operatives that need to work on low voltage systems.

The new NOS is in place and C&G have updated the NVQ1852 accordingly. The route to Eng Tech through the IFE will be firmly in place by the end of 2009. The Foundation Degree and the Electrical Competency training are also close to being finalised.

By the end of 2009 the FIA will have completed the task of developing a comprehensive roadmap to enable members' to take staff on through our Apprenticeship scheme and obtain ongoing training and assessment up to registered Engineering Technician and beyond.

Dave Bartlett – Training Portfolio

REPORT FROM THE BLACKBOARD

Training has remained high in the minds of our industry and while there is no doubt that demand has been affected by recent financial changes, attendance on courses continues to be high.

For the period 2008 – 2009 average FD&A attendance was 13 delegates with a total of approximately 4,000 trained over 270 courses. Obviously some courses

are better attended than others and our highest for this period was the Unit 1 – Fire Detection Design averaging 18 delegates per course with 32 courses run. It's good to see also that success rates remain consistently high, with another year in the mid 90%.

This year looks to be just as successful. Early indications are that the average attendance has increased to 17 delegates per course, with a total of 250 courses planned. This is partly due to additional training. Adding the servicing and maintenance of portable extinguishers to our suite has proved to be very popular with most of the courses for this year being filled to capacity and the recent addition of the F-Gas certificate for service technicians, which forms part of the compliance requirement for EU legislation and ensures that businesses working with fluorinating gases can handle them safely restricting further release to atmosphere and helping to protect the environment. It's not all been a bed of roses though and work continues to improve where we fall short ensuring that the training you receive is the best possible.

Ian Gurling, FIA Training Manager



MEMBERSHIP UPDATE



The last year has been a busy time on the membership front with the FIA continuing to grow its membership despite the tough economic climate.

We have seen an increase of about 20% in the total number of members with many of them being small to medium size companies. This is down to the FIA continuing to offer what we believe is a good membership package and the high profile of the association.

The criterion for membership is still as strong as it has ever been and we unfortunately had to remove a number of members who failed to match our Full Membership requirements. This is something the FIA is reluctant to do, but as we are 100% behind third party certification and each company was given the opportunity to match the criteria, it was the correct thing to do to keep the Association strong. We are continually reviewing our membership to make sure all companies abide by the criterion we have set out. If a company has any problems with matching the requirements of membership, we do have many ways to help them reach the required standards.

A couple of new members benefits were also rolled out in the last year, with Westfield Health offering a Healthcare plan and WK5.com bringing credit information and cash flow advice to our members. The FIA is always willing to listen to its members and if there are any benefits member companies would like to see offered please let us know.

The FIA has also launched its "Route to Certification Scheme" which helps a company to move towards all the third party requirements to be an FIA member while also achieving ISO registration and

"WE HAVE SEEN AN INCREASE OF ABOUT 20% IN THE TOTAL NUMBER OF MEMBERS WITH MANY OF THEM BEING SMALL TO MEDIUM SIZE COMPANIES"

BAFE registration. Currently we are trialing this with one company in Scotland and the indications are that it's working well and we hope to have more companies sign up in the future.

It is over a year since we launched the Fire Risk Assessment Council and we now have a Code of Practice in place for these members to sign up to. We hope to have a decision on the full criterion for fire risk assessors in place within the coming year and have been working hard with other organisations to accomplish this. Once this is in place I would expect to increase the members in this area significantly.

And so as we close this busy year the continuing aim of the FIA is to increase its membership and become *the* recognised association representing the fire industry. To do this we have to continue to offer our members value for money and also listen to what they require from the Association. The FIA will continue to do the work needed to serve our members by promoting the benefits to the public of using third party certified companies.

Michael Gregg, FIA Sales Manager



MARKETING REVIEW: FOCUSING ON NEW HORIZONS

With a new Marketing Manager and Communications Manager on board, 2009 was always going to be a year of change for FIA marketing activity and how true that has proved to be!

This year's marketing strategy has been to increase the FIA's profile outside the fire industry in an effort to promote and, ultimately, increase sales for our members companies and this has been the main focus for our Marketing Manager, Becky Reid. In order to achieve this we first identified key new end user markets to target, which included care homes, sleeping accommodation and factories & warehouses. We then implemented a series of campaigns to educate the end user as to their Responsible Person duties; introduce the FIA and explain what we do and finally introduce our members as the solution to their fire safety problems. This activity has undoubtedly increased our profile in these industries as well as adding a new profile of customer to our marketing communications database!

Other key marketing objectives for the year have been to build for the future and to consolidate our marketing activity. These may sound grand but essentially we have taken stock of everything we do and restructured activities where necessary to ensure that we are continuing to provide the right marketing, events, communications and PR for our members. To this extent we have re-vamped and re-

launched Focus, our quarterly publication, which now includes member adverts and a more chatty style of content.

In addition to the restyled Focus and in response to member feedback, there has been more regular communication from the FIA to both members and end users in the form of Smoke Signals, the monthly member eNewsletter with the latest tit-bits from the Secretariat; Midweek Messages, which is sent to an open distribution list with the latest updates on our website; as well as dedicated eShots on events, training and key marketing activity.

One cannot talk communications without mentioning PR and, with the appointment of Beverley Bane as the Communications Manager, PR has had a dedicated focus from within the marketing team. There have been more press releases and articles distributed than previous years but Bev has also been developing a closer relationship with the key fire media as well as new market media



The new Responsible Person leaflet

FIA seminar at the 2009 International Firex Show

to ensure that we are top of their list when it comes to comment and feature article opportunities, pushing the FIA brand into the hearts and minds of specifiers, decision makers and end users everywhere.

No one this year has been able to ignore the current economic woes, the FIA included and we reviewed much of our activity bearing in mind the financial and time constraints our members' experience. In light of that we revised the format for this year's Annual Conference, which proved to be a success with a sell-out audience and a day of debate around Fire Risk Assessment.

In fact this year has been a busy one for events with the 2008 Parliamentary seminar, entitled Decisions to Take in Tough Times; the biennial International Firex Show, at which the FIA seminars attracted a lot of attention; three Responsible Person seminars, all of which were fully booked by both exhibitors and delegates. Upcoming events include the 2009 Parliamentary seminar on building control challenges in 21st century buildings, a fourth Responsible Person seminar, this time targeting the sleeping accommodation sector and the 2010 Annual Conference.

In this digital age the website is a key tool for any organization and the FIA is no exception! The website has had a refresh with technical news and general information now more easily distinguished; all information updated on a regular basis; navigation systems revised to make it easier for visitors to find their way around; and a Responsible Person section to encourage end users to get to know us. The members' section has been edited to ensure relevant and easy to find content on everything from member benefits to the latest Golf Society activity. Going forward the FIA website will continue to grow and become more central in all marketing activity so keep it bookmarked and don't forget your password!

The addition of the BSi Affiliation Scheme now makes the website a great access



"IN THIS DIGITAL AGE THE WEBSITE IS A KEY TOOL FOR ANY ORGANIZATION AND THE FIA IS NO EXCEPTION"

point for members to easily find and buy the Standards they need whilst giving money back to the FIA at the same time (and at no cost to the member!).

Building for the future is about knowing where you want to go and identifying the best way to get there, following a good look at what you need to change in order to achieve this. And this is something the Marketing Group has been focusing on throughout the year; constantly reviewing and questioning the marketing status quo in order to make sure we are in the best position to do more and achieve more going forward. Systems and procedures have been reviewed and amended where necessary; flexible plans are being put in place and the marketing database is being given focus to ensure that we have the ability to communicate with the right people about the right promotions and news.

2009 has proved to be a busy year with lots of change but, as the title of this article suggests, we are starting to focus on new and more distant horizons so that we can continue to provide our members with the right communications, events and marketing support so that your businesses can continue to grow.

David Murfitt
Chairman, FIA
Marketing Group



MEET THE FIA SECRETARIAT TEAM



Graham Ellicott
Chief Executive Officer

Graham was appointed as the first CEO of the Fire Industry Association in April 2007, when BFPSA and FETA joined forces to form the new Association. Prior to this Graham was CEO of the Association for Specialist Fire Protection (ASFP) and Managing Director of the Mandoval Group. Graham was educated at Bristol University where he attained a B.Sc (Hons) and latterly at Herriot-Watt University gaining an M.Sc. He is a Chartered Chemist, a Chartered Scientist and a Member of the Royal Society of Chemists.



Martin Duggan
General Manager

Martin joined the Secretariat in 2001 as Export Focal Point Manager where he established the influential Export Council. He progressed to Commercial Manager in 2005 before taking his current position as General Manager with the formation of the FIA. Prior to working for the trade association secretariat, Martin held positions within Dennis Vehicles and Hygood.



Dr David Smith
Business Support Manager

After completing his Ph.D. in thermodynamics, Dave was a Senior Research Scientist in the Kidde organisation before moving on to product, sales and business development management roles relating to gaseous and Water Mist extinguishing systems. As Business Development Manager at the FIA, he supports a number of activities including the Extinguishing Council, External Liaison Group and Northern Ireland Section and our work in Scotland and Wales. He also provides secretariat support to our sister organisation, FIRESA.



Robert Thilthorpe
Technical Manager

Robert joined the Secretariat in 2002 as Assistant Technical Manager, taking over as Technical Manager in 2005. Prior to joining the FIA, Robert worked for BSI responsible for national, European and International Fire Committees.





Wilf Butcher
Export Manager

Wilf joined the FIA in April 2007 as Export Manager, taking on the responsibility for managing the Export Council. Wilf was a former Chairman of the Fire Industry Confederation and has been associated with the fire safety industry for many years, both in manufacturing and as a consultant. Wilf is also CEO of the Association for Specialist Fire Protection (ASFP).



Michael Gregg
Sales Manager

Michael joined the FIA in September 2008 as Sales Manager. His primary role is to deal with everything relating to membership of the FIA. Michael has previously worked within the property business and also spent 20 years working for the Post Office Ltd.



Becky Reid
Marketing Manager

Becky joined the FIA as Marketing Manager in late 2008, bringing with her a wealth of marketing knowledge following eight years specializing in marketing, events and PR in the motorcycle and sports industries. Previous roles include Marketing Manager at Suzuki, Product Manager for Honda and Press Officer for Yamaha Racing.



Beverley Bane
Communications Manager

Bev joined the Secretariat in 2002, originally as Team Assistant which then grew into Training Coordinator and the training programme. In 2008 Bev was promoted to Communications Manager and has responsibility for all the FIA's customer and member communications, including the quarterly publication Focus, as well as management of the website content.



Ian Gurling
Training Manager

Ian joined the FIA in early 2008. Prior to this role Ian introduced NVQs to NFT Distribution, project managed an NVQ programme for the care sector on behalf of Surrey County Council and provided training for the Police Federation of England and Wales. Ian is a keen proponent of education and training for which he has been awarded Graduate of the City and Guilds Institute and has also gained a BA (Hons) through the Open University.



Melena Blake
Training Coordinator

Melena is the Association's latest recruit, having joined in July 2009. Before joining the FIA she worked at Phoenix Vauxhall as a Bodyshop Receptionist where she was responsible for booking cars into the garage and keeping customers updated on the repair process. Prior to this she worked as an Auctioneers Clerk for Manheim Auctions where she assisted the auctioneers in the running of the auctions.



Christine Scott
Secretary

Christine joined the FIA in 2005 as Secretary having had a career in secretarial/administration work in which she gained a wide variety of experience. She provides support for the FIA team including the General Manager and CEO, as well as holding the fort in the Training Coordinator role prior to Melena's arrival. Christine also attends exhibitions and shows, providing a key support at these events as well as in the office.



Lionel Holland
Handyman

Before joining the FIA in 2004 Lionel was an Administrative Officer for the Road Traffic Unit of the Metropolitan Police. At the FIA Lionel performs general duties such as collating training course manuals, providing postal support and collating direct marketing mailouts.

BOARD & COUN

FROM 2008 AGM TO 2009 AGM

BOARD

Martin Harvey
Chairman

Neil Young

Colin Jackson

Keith Goodwin

Colin Todd

Tracy Kirk

David Murfitt

David Bartlett

Steve Evans

Peter Moore

Mark Ayton

Stuart Fisher

Tony Hanley

Simon Rooks

Derek Harrington

ADT Fire and Security Plc

Emergi-Lite Safety Systems Ltd

Thomas Glover

Anderstore Ltd

CS Todd & Associates

Fire Fighting Enterprises

Fire Safety Services (UK) Ltd

Trinity Protection Systems Ltd

Amerex Fire International Ltd

Kidde Ltd

Gent by Honeywell Ltd

Wessex Fire & Security

Titan Fire & Security

Tyco Fire & Integrated Solutions

Honorary

FIA Chairman

FD&A Council Chairman

Extinguishing Council Chairman

Services Council Chairman

Fire Risk Assessment Council Chairman

Export Council Chairman

Marketing

Training

Membership

Liaison

Technical

Finance Committee Chairman

Finance Committee

Finance Committee

Company Secretary

FD&A COUNCIL

Neil Young
Chairman

Bob Bailey

Matthew Bonney

Bob Choppen

Mike Davies

Graham Faulkner

Ray Hope

Emergi-Lite Safety Systems Ltd

Gent by Honeywell Ltd

Kidde Products Ltd

Fulleon Ltd

Tyco Fire & Integrated Solutions

Chubb Fire

Advanced Electronics

Murray Horne

Bernard Laluevin

Darren Pool

Bill Rossiter

Paul Smith

Ian Steel

Angus Stone

Paul Turner

Hall & Kay Fire Engineering

Tyco Fire & Integrated Solutions

Triple Star Fire Limited

Detector testers

Apollo Fire Detectors Ltd

Fire Fighting Enterprises

Cooper Lighting and Security

Hochiki Europe Ltd

CIL MEMBERS

EXTINGUISHING COUNCIL

Colin Jackson <i>Chairman</i>	Thomas Glover & Co
Mark Austin	Fike Protection Systems Ltd
Mike Cotton	Nu-Swift International Ltd
Alan Elder	Tyco Safety Products Ltd
Steve Evans	Amerex Fire International Ltd
Keith Goodwin	Anderstore Limited
Leslie Heaviside	Tyco Fire & Integrated Solutions
Peter Kemp	Ultra Suppression Systems Ltd
Devang Patel	Fike Protection Systems Ltd
Darren Pool	Triple Star Fire Limited
Mike Sandiford	Kidde Products Ltd
David Simmonds	Surefire Protection Systems Ltd
Melvyn Smith	Chubb Fire Ltd
John Wellborne	Fireblitz Extinguisher Ltd
Bob Whiteley	Tyco Fire & Integrated Solutions

SERVICES COUNCIL

Keith Goodwin <i>Chairman</i>	Anderstore Ltd
Bob Bailey	Gent by Honeywell Ltd
David Bartlett	Trinity Protection Systems Ltd
Tony Dixon	Chubb Fire
Colin Jackson	Thomas Glover & Co
Edward Lister	Tyco Fire & Security
Mick Lunn	Hoyles Fire & Safety Ltd
Guy Middleton	Chubb Fire
David Murfitt	Fire Safety Services (UK) Ltd
Ian Pratley	MAT Fire Systems

Colin Robinson	Johnson Controls
Bill Rossiter	Detector testers
David Simmonds	Surefire Systems Ltd
Paul Turner	Hochiki Europe Ltd
Bob Whiteley	Tyco Fire & Integrated Solutions

FIRE RISK ASSESSMENT COUNCIL

Colin Todd <i>Chairman</i>	CS Todd & Associates
Dave Berry <i>Vice Chairman</i>	Fire And Risk Management Support Services
Ben Bradford <i>Vice Chairman</i>	Locke Carey
Alan Baldwin	Impact Fire
Michael Clifford	MK Fire Training Ltd
Ken Davis	Churches Fire Security Ltd
Suzanne Donovan	Chubb Fire Ltd
Joe Freebody	H W Wood Ltd
Peter Gallacher	Metro Safety
Alan Kurnatowski	Peakland Fire Safety Ltd
Simon Maher	Icarus Fire Safety Consultancy
Suzanne Marshall	T & P Fire Limited
Philip Martin	Martin Fire Safety
Nigel Moore	Fire Safety Services (UK) Ltd
Paul Salisbury	Fire Safe International Ltd
Bill Tucker	S2 Partnership Ltd
Bob Ward	Fire Compliance & Safety Franchise Ltd
Tom Welland	Fireco Ltd
Ashley Wood	Thermatech Fire Consultants Ltd

MEMBER COMPANIE

1st Class Fire Protection	Churches Fire Security Ltd	Fenland Fire Appliance Company
1st Fire Solutions Ltd	Cirrus Communications Systems Ltd	Fike Protection Systems Ltd
A M Fire & Security Systems	Claughton Fire Protection	Fire Action Ltd
APE Fire & Security	Clearview Communications Limited	Fire Alarm Fabrication Services Ltd
ABC Fire Protection Ltd	Clymac	Fire And Risk Management Support Services
Absolute Security Systems Ltd	Coastline Fire Protection Ltd	Fire Compliance & Safety Franchise Ltd
ADT Fire and Security Plc	Complete Detection Systems Ltd	Fire Defence
Advanced Electronics Ltd	Complete Fire Limited	Fire Equipment Services Ltd
Advanced Fire Protection Ltd	Complete Fire Protection Watford Ltd	Fire Facilities Management Ltd
AFE Fire Protection	Connaught Compliance Fire Services Ltd	Fire Fighting Enterprises Ltd
AGF Fire Protection Ltd	Contract Fire Security	Fire Protection Consultants Ltd
Aico Ltd	Cook Facilities Ltd	Fire Protection Group Ltd
AirSense Technology Ltd	Cooper Fulleon Ltd	Fire Safe International Ltd
AIS Total Security Ltd	Cooper Lighting and Safety Ltd	Fire Safety Services (UK) Ltd
Alarm Installations (Leeds)	Cormeton Fire Protection Ltd	Fire Security Ltd
Alert Fire & Security Ltd	Country & Town Ltd	Fire Suppression Ltd
Allied Protection Ltd	CQR Security Ltd	Fireangel Ltd
Amalgamated Ltd	Cranford Controls Ltd	Fireblitz Extinguisher Ltd
Amerex Fire International Ltd	Crown Fire Protection Limited	Fireclipse Associates Ltd
Anderstore Ltd	C-TEC (Compuionics) Ltd	Fireco Ltd
Anthony Buckley & Co Ltd	Cwmbran Fire Protection (SW) Ltd	Fireline Protection Ltd
Apex Sheffire Systems Ltd	D K I Services Ltd	Firemain (UK) Ltd
Apollo Fire Detectors Ltd	D R Caswell Ltd	Firepoint Ltd
Arabian Construction Company	dB Audio & Electronic Services Ltd	Fireshield MAS Fire Protection Ltd
ARC Fire Safety Ltd	Debco Rentals Ltd	Firex International Ltd
Asco Group	Defensor Fire Detection Systems Ltd	Fisk Fire Protection Ltd
Assured Fire & Security Ltd	Detector Electronics (UK) Ltd	FPS (Fire Protection) Ltd
Ateis Middle East FZCO	Diamond Electronic Systems Ltd	Fyr Fyter UK Ltd
Ateis UK Ltd	Digital Fire & Security	G&D Fire Protection
Atlas Fire & Security (NI) Ltd	Direction Fire Ltd	GCS Alarms Ltd
Automatic Protection Ltd	Domestic Sprinklers plc	GE Security UK Ltd
Balfour Beatty Workplace	Drax (UK) Ltd	Genesis Fire & Electrical (UK) Ltd
Balkans Security Services	Du Pont Fire Extinguishers	Gent by Honeywell
Basingstoke Fire Protection Ltd	EA Electrical Ltd	Geofire
Bayley Security Ltd	East Coast Fire Services Ltd	GFA Premier Ltd
BDS Fire & Security (Southern) Ltd	East Fire UK Ltd	Gladeon Safety Systems
Blake Fire & Security Systems	EI Electronics	Gloria UK
Blaze Fire Protection	Elmdene International Ltd	Griffin & General Fire Services Ltd
Bradley Lomas Electrolok	Emergi-Lite Safety Systems Ltd	Guest Security
Bristol Fire	EMS Radio, Fire & Security Ltd	H E Woolley Ltd
BRK Brands Europe Ltd	EPS Fire and Security Limited	H W Wood Ltd
Bryland Fire Protection Ltd	Eric Charlesworth Ltd	Hall & Kay Fire Engineering
C S Todd and Associates	ESP	Hallmark Fire Ltd
Calbarrie Ltd	Euro Fire & Security Limited	Haven Fire Security Consultants Ltd
Camalarms	Euro Fire Protection & Maintenance Service	Hi-Tech Security & Fire Systems
CAMS Fire and Security plc	Eurofire	Hochiki Europe (UK) Ltd
Cannon Fire Protection Ltd	Executive Security	Honeywell Control Systems Ltd
Canon Fire Protection	Express Fire Alarms Ltd	Hoyles Fire & Safety Ltd
Carillion STS Fire & Security	F4 Ltd	I C Service & Maintenance Ltd
Central Fire Protection NI	Faelsafe Ltd	IP Installations Ltd
Channel Safety Systems Ltd	FDSA Fire Protection Ltd	Icam Ltd
Chris Lewis Fire & Security	Fearl Walker Ltd	Icarus Fire Safety Consultancy
Chubb Fire Ltd		

S LISTING

correct as at Aug 09

Impact fire	Nittan UK Ltd	Static Systems Group plc
Independent Fire Services Ltd	No Climb Products Ltd	Status Alarms Ltd
Insaf Ltd	Nobel Fire Systems	Status Fire Protection
Instant Fire Protection Ltd	Northants Fire Ltd	STF Solutions Ltd
ISE Fire Products and Services Ltd	Norton Fire Protection	Stroud Alarms Limited
IXP Ltd	Notifier By Honeywell	Sunfish Services Ltd
Jalife plc	Nu-Swift International Ltd	Surefire Protection Ltd
JDE Electrical Contractors Ltd	P F Services Ltd	Surefire Systems Ltd
JKB Fire Risk Assessors Ltd	P M Hamblin & Associates Limited	Swift Fire & Security Ltd
Johnson Controls Fire & Security Solutions	Paragon Fire Protection	System Sensor Europe Ltd
JPR Fire Protection Ltd	Partnership Security Ltd	Systems for Life Ltd
JPRO Services Ltd	Peakland Fire Safety Ltd	T & P Fire Limited
KAC Alarm Company Ltd	PEL Services Ltd	T2 Technology Ltd
KDE Limited	Peterlee Fire Company Ltd	Tate Consulting Engineers
KDR Security Ltd	Phoenix Fire Services Ltd	Telegan Protection Ltd
Kentec Electronics Ltd	Powerpoint Fire Systems Ltd	Thameside Fire Protection Co Ltd
Key Systems UK Ltd	Premier Fire Detection Limited	The Alarming Company Ltd
Kidde Products Ltd	Premier Fire Systems Ltd	Thermatech Fire Consultants Ltd
Kidde Safety (Europe) Ltd	Premises Technical Services Ltd	Thomas Glover & Co Ltd
Kier Facilities Services Ltd	Prodem Fire and Safety Ltd	Titan Fire & Security
Kingfell Fire Engineering Ltd	Prompt Fire Protection	Tremorfa Ltd
Kingfisher Fire & Security	Protec Fire Detection Plc	Trescray Services LLP
Kings Security Systems Ltd	Protecht Electrical Services	Trinity Protection Systems Ltd
Klaxon Signals Ltd	Pyrotec Ltd	Triple Star Fire Ltd
KSM Construction and Preservation Ltd	Quantum (United Kingdom) Ltd	Trojan Safety Systems
Leader Systems	R & D Security Manufacturing Ltd	Tunstall Group Ltd
Leigh Visual Surveillance Systems	R & M Clarkson Ltd	TVF (UK) Plc
Lifeline Fire & Security Ltd	Rafiki Protection Ltd	Tyco Fire & Integrated Solutions
London Fire Extinguishers	Red Box Fire Control	Tyco Fire Suppression & Building Products
London Fire Protection Services	Redcare - BT Redcare	UK Fire International Ltd
LPG Tecnicas en Extincion de Incendious SA	Render Alarms Ltd	Ultra Suppression Systems Ltd
Luxfer Gas Cylinders Ltd	RES Group	Unifire & Security Ltd
LW Safety Ltd	RFA (Electrical Contractors) Ltd	United Fire & Safety Limited
MacDonald Electrical Services Ltd	Richard Thorpe Fire Safety Services	United Fire Alarms Ltd
McGoff & Vickers (Fire & Security Systems Ltd)	ROK Plumbing, Heating & Electrical	Uny Systems Ltd
Martin Fire Safety	Romec Ltd	Victory Fire Ltd
Mat Fire Systems Ltd	Rose Fire Engineering Limited	Vimpex Ltd
Mayfair Fire Protection	Safe and Sure Fire Protection	VIS Security Solutions Ltd
MCFP Ltd	Safety Service Agency	Vulcan Fire Ltd
Metro Safety	SCS Aftercare Ltd	Wagner UK Ltd
MHS Alarm Services Ltd	Securi-Guard Ltd	Wales & West Fire & Security Ltd
Mitie Engineering Maintenance Ltd	Security Partners	Walker Fire (UK) Ltd
Minder Alarm Ltd	Sense Fire Ltd	Waveney Security Ltd
MK Fire Ltd	Sensotec Europe Ltd	Wessex Fire & Security
MK Fire Training Ltd	SFS Fire Engineering Ltd	Western Isles Fire protection
Monument Fire Detection Systems Ltd	Shires Fire & Safety Ltd	Wheeler's Fire Protection
Moore Secure Ltd	Siemens Building Technologies	William Eagles Ltd
Moray Fire Protection Ltd	Solberg Scandinavian AS	WMS (Central) Ltd
Morley/IAS By Honeywell	Solid State Security Ltd	Woodsmoke Fire Safety
Multi-Alarm Systems (GB) Ltd	Sonic Fire and Security Ltd	Xtralis
Nationwide Fire Solutions Ltd	South Eastern Electrical plc	
Neuro Systems Ltd	South Staffs Fire & Security Ltd	
Niscayah Ltd	Stanley Security Solutions Ltd	

MEMBER BENEFITS

FIA PARTNERSHIP SCHEMES

WK5.COM CASH FLOW SOLUTIONS

wk5.com Cash Flow Solutions have over 30 years experience in offering support and guidance to businesses. The focus of wk5.com Cash Flow Solutions is to improve cash flow management within a business, recognising the impact cash flow has on all aspects of a business.

WESTFIELD HEALTHCARE - FORESIGHT HEALTHCARE PLAN

This simple and innovative healthcare plan may assist you in many employee health and recruitment issues, as well as providing the health benefits most popular with your employees.

Introducing the Foresight Plan could help:

- Reduce absenteeism and related costs
- Recruit and retain your staff
- Improve staff morale, motivation and productivity
- Lower the risk of stress and musculoskeletal related litigation in conjunction with a robust stress policy and line-manager training
- Play an integral part of your health and safety policy

CRONER BUSINESS SUPPORT HELPLINE

Working in conjunction with Croner we have a confidential Business Support Helpline for any legal/human resource issues that may crop up, as well as to provide advice to help you through the nightmare of employment law and business matters.

HENDERSON'S INSURANCE SCHEME

The FIA has teamed up with a specialist insurance broker, Henderson's, who can provide bespoke commercial insurance solutions, giving members the benefit of a tailor made scheme whilst paying reduced premiums.

DISPUTE RESOLUTION SCHEME

The FIA has set up a mediation scheme to enable easy resolution of disputes within the fire industry. Working closely with The ADR Centre in London they have access to many different dispute resolvers in many areas.

Additional FIA Member benefits include:

- Nationally Recognised Logo
- Listing on the FIA Website
- Technical Support
- Training Courses at Reduced Rates
- Seminars & Conferences
- FIA's Contribution to Industry Standards

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