



Fire Industry Association

Annual Report 2017

2017 has been another growing year for the FIA in all areas

There cannot be any report on this year without focusing on the most significant fire incident in UK's recent fire history: the Grenfell Tower tragedy, on the 14th June. With significant loss of life, it is beyond comprehension how a fire can develop so quickly and ferociously in such a short time. There are many lessons to be learnt, many of which are now becoming public knowledge and we in the FIA are working hard with a number of stakeholders to reduce the chances of this type of disaster ever happening again. Our industry will never be the same post Grenfell and we can expect a number of changes in a number of areas.

We at the FIA were offered endless media opportunities to offer instant "expert" opinion on who, what and why and it was a conscious decision to wait and take the opportunity to stop, take stock, and think about the key wider lessons following this disaster.

Let's talk about the positives for the FIA, starting with training. We have seen a significant increase in training places taken up through the year which clearly shows that the appetite to raise the bar of the professionalism in our industry remains. We have been working hard to improve the courses we offer and have now been recognised by OFQUAL, QIWA, and CCEA as an Awarding Organisation (AO). This means that the new set of courses we have created will commence from the 1st January 2018 which will give the successful candidates a formal and recognisable qualification.

The membership numbers have never been so strong with us consistently having over 700 full members and continuing to grow; maybe this is because the FIA focuses on delivering value for money to its members. As an example, we are now supporting many organisations such as the Federation of Small Businesses, The National Landlord's Association as well as a host of overlapping trade associations, to ensure the message is clear on the benefits of using professional fire safety companies (i.e. FIA members) for their members' fire safety needs.

This goes hand in hand with lobbying at the highest level to ensure the Government and other influential bodies understand the need (and insistence) for a professional sector using professional people. This year we have had meetings with sitting and opposition Ministers (with more to come as they change places once more!), DCLG as well as the newly formed National Fire Chiefs Council, the newly formed Inspectorate for Fire. Having the backing of over 700 member companies gives the FIA a great deal of strength when lobbying for change and we are making a difference in the right direction.

We have invested in many research projects this year which is a key part of our mission. Some of those started (or about to start) are: the effects of high air flows on the performance of gaseous fire extinguishing systems; an investigation into wetting agents for waste fires; a study into fire deaths and injuries in Scotland; performance of old smoke detectors; as well as an independent investigation into operating practices of Fire and Rescue Service Trading Arms and others.

Finally, a few words of thanks for the FIA staff; with the required separation of the AO section to the training, a number of staff had to move positions which was undertaken with efficiency. The team have worked hard this year to deliver on a number of fronts and move the FIA forward.



Martin Harvey,
Chairman of the FIA



Ian Moore,
Chief Executive
Officer of the FIA



Membership

Membership

The FIA welcomes on board Chris Tilley in the role of membership manager as Michael Gregg moves up into the role of training manager. Chris will have the specific focus to increase the number of members and to continue the work alongside Kevin in compliance to ensure the high standards of FIA membership are protected.

This year saw the FIA continue to grow and attract more members to the fold, with 77 new members joining the Association.

Due to our strict membership rules, we have removed a number of companies that no longer match our membership criteria. A further 28% ceased trading or merged with other companies. 52% were removed due to various other reasons such as retirement or bad debt. This continues to show that the FIA prides itself on its quality of members.

The most significant change in this year's new joiners is the boost in companies from the midlands up 10% from last year. The exact reasons for this are hard to say. With rising costs could it be a shift away from the London powerbase? It could be a trend to watch if we start to see more companies from the midlands and north of England joining. We certainly hope so as we like to show that the FIA is a national association looking to serve the industry equally.



77
NEW
MEMBERS

JOINED SINCE 1ST APRIL 2016



39
MEMBERS
LOST

FROM APRIL 2016 TO MARCH 2017



20%
KICKED OUT

FOR FAILING TO ACHIEVE
OR NO LONGER
HAVING 3RD PARTY
CERTIFICATION



28%

CEASED TRADING OR
MERGED WITH
OTHER COMPANIES
(OFTEN ALREADY MEMBERS)



52%
LOST

DUE TO BAD DEBT &
VARIOUS OTHER REASONS



38
NEW
MEMBERS

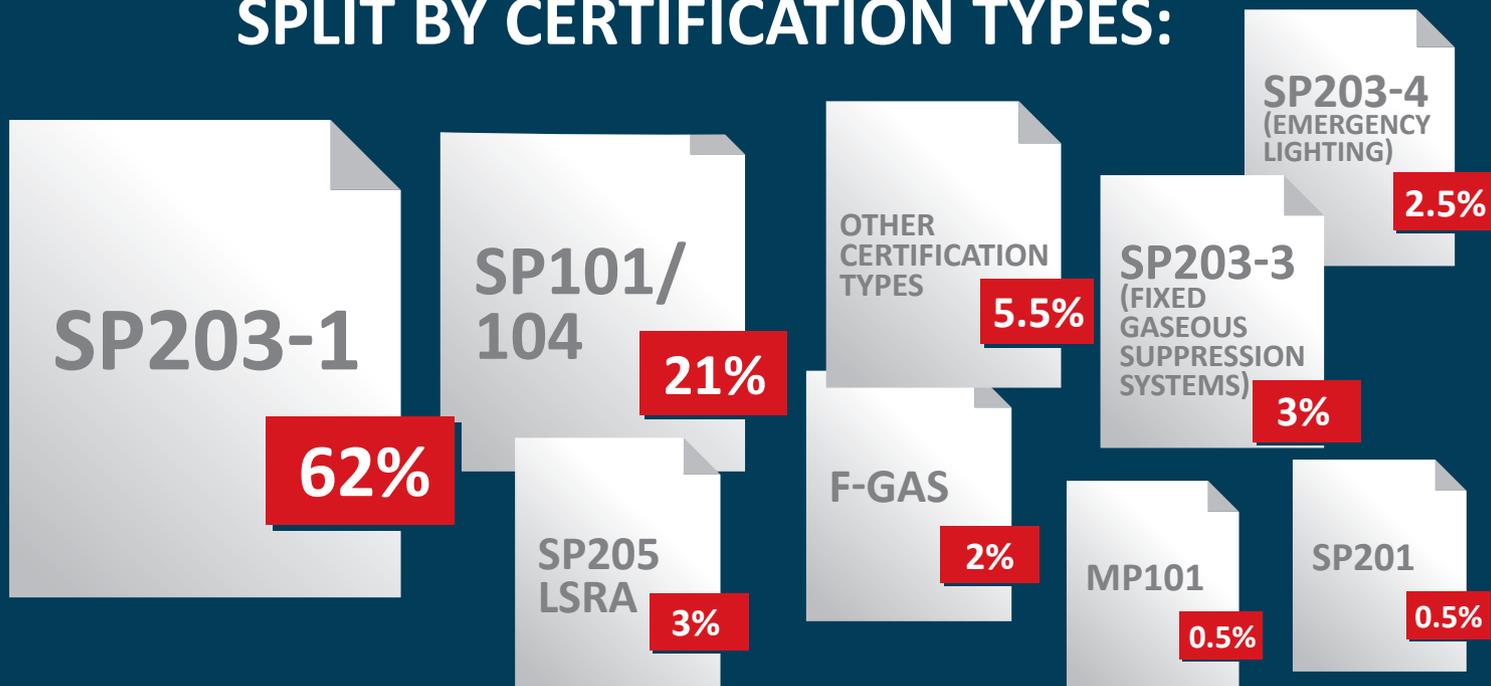
TOTAL NET INCREASE OF NEW
MEMBERS FROM MARCH 2016

5.51%
INCREASE

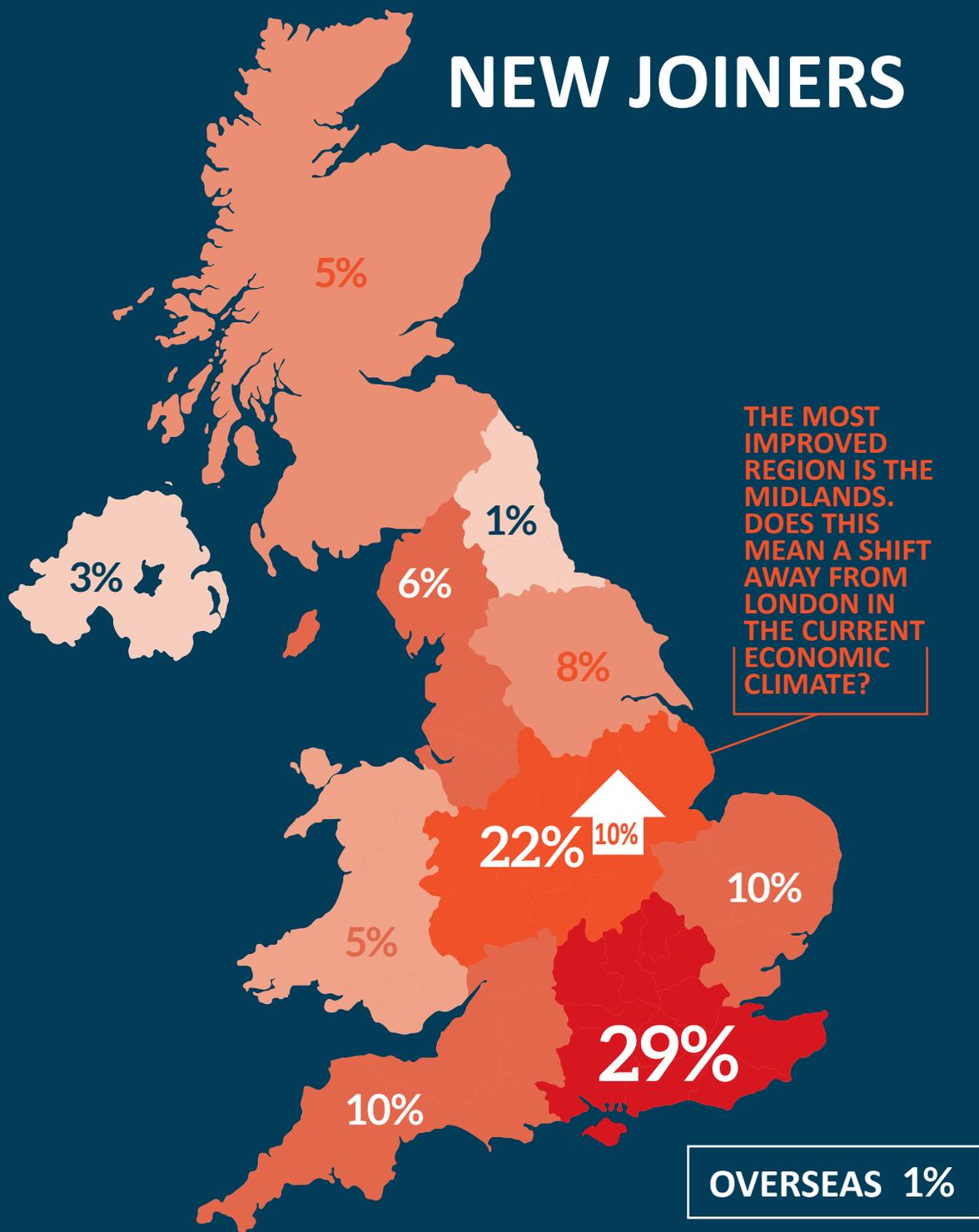


727

MEMBERS AS OF AUG 2017 SPLIT BY CERTIFICATION TYPES:



NEW JOINERS





Compliance

Compliance

The last 12 months have seen an update with the FIA's route to certification package and currently there are 36 probationary members as part of the overall membership. In August, we had our first member certified under the RTC package with SSAIB as the certification body and there are others in the pipeline.

 **15** RTC PACKAGE

 **9** UNDER ROUTE TO CERTIFICATION

 **33** 3RD PARTY CERTIFICATION





FIA Awarding Organisation Annual Report

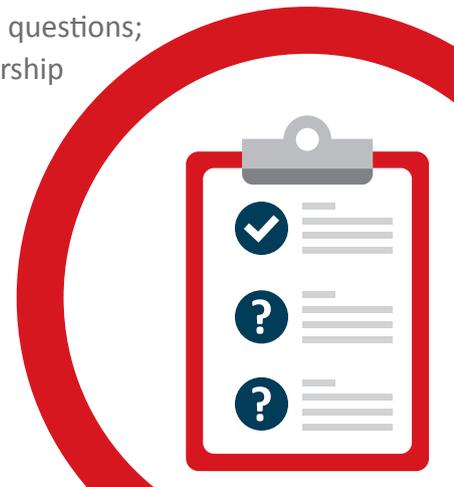
FIA Awarding Organisation Annual Report

This being the first annual report of the FIA AO, it needs to start with a big cheer of “Yay!! We made it!”

It has been a long hard struggle to get to this stage. The journey started in 2009 with our first piece of market research and approach to the Qualifications and Curriculum Authority (QCA) to gain national recognition for our training units. Since then we have conducted more market research, applied to QCA, and then to OFQUAL for recognition as an Awarding Organisation which was agreed in 2014. We were recognised to offer qualifications on the Qualifications Curriculum Framework (QCF), and just as we thought we were good to go – the rules changed, resulting in revisions to our development to comply with the Regulated Qualifications Framework (RQF). But now we are very pleased to say that we made it and through fortuitous timing (there had to be some good fortune somewhere), we are also recognised for qualifications with the Council for the Curriculum, Examination and Assessment (CCEA) and with Qualifications in Wales (QIW).

With all that recognition in place it was time to focus on the qualifications and we decided to begin with FD&A. To ensure we got it right and ticked all of the boxes with the regulators we had to carry out some market research;

- 3 voice of the customer events which included qualifications among the questions;
 - Approximately 45 business and technical leaders from the FIA membership
 - An event focussed specifically on FD&A qualifications
- 1 digital survey which followed on from the third VOC day with 137 respondents setting out their requirements for a series of FD&A qualifications



On the back of which we went on to develop 4 qualifications comprising;

- 3 units, each at level 2 and testing learners against:
 - Foundation in Fire Detection and Alarm
 - 10 subject headings
 - 37 defined Knowledge criteria
 - 71 defined performance criteria
 - Environmental for Field Service Technicians
 - 8 subject headings
 - 65 defined knowledge criteria
 - 92 defined performance criteria
 - Health and Safety for Field Service Technicians
 - 8 subject headings
 - 44 defined knowledge criteria
 - 47 defined performance criteria
- 4 units directing the learner specialism and defining which qualification has been achieved, each at level 3 and testing learners against;
 - Advanced Designer
 - 14 subject headings
 - 97 defined knowledge criteria
 - 140 defined performance criteria



- Advanced Installer
 - 5 subject headings
 - 27 defined knowledge criteria
 - 84 defined performance criteria
- Advanced Commissioner
 - 7 subject headings
 - 44 defined knowledge criteria
 - 71 defined performance criteria
- Advanced Maintainer
 - 6 subject headings
 - 26 defined knowledge criteria
 - 62 defined performance criteria



This left us with just one more challenge in the present offering: the exams. Learners will each have their own exam paper using e-assessment with questions drawn from banks of approximately 200 questions per unit. Using e-assessment we will have access to automatic marking and learners will know straight away whether they have passed or failed (subject to investigations that may be required).

Looking forward we will see learners completing their qualifications over the coming year and certificates being awarded. Statistics and data will become available for performance of the exams and questions, learner and employer feedback on the qualifications informing reviews and improvements to the units offered. We also hope to start developing qualifications in other areas of our industry and serving other fields of specialism.



Training

Training

The FIA Training department has seen significant change over the last year with Michael Gregg replacing Ian Gurling as Training Manager and the continuing development of the new qualification courses. The number of delegates trained across all courses continued to rise leading to our highest number of courses ever run.



NEWCASTLE

BELFAST

Unit 11
COURSE

HIGHEST
AVERAGE
PASS

327
COURSES
Up 8%

HIGHEST
AVERAGE PASS RATE

NEWPORT



AVERAGE PASS RATE
93%

4600
DELEGATES
Up 2%



7
NEW
COURSES IN
DEVELOPMENT



FIA's Councils

FD&A Council

WG 02 Fire Alarm Communications

Ongoing work on the following topics:

- Guidance on IP connectivity & remote services
- Connections to an ARC including multipath signalling and EN54-21 review
- Guidance on implementation of next generation communications
- Guidance on the connection of FD&A systems to ARC via security systems
- Guidance on PD6669:2017

WG 03 Fire Detectors

Published Documents:

- FIA Guidance on the use and possible effect of e-cigarettes on smoke detectors and fire detection and alarm systems
- FIA Guidance on EN54-29, 30 & 31 for Multi-Sensor Fire Detector
- Fire detector applications & documentation spreadsheet

Ongoing work on the following topics:

- Fact file on ISO 7240-29 Video fire detection
- Video fire detection code of practice
- Guidance on sensitivity in computer rooms



Funded research projects:

- Standard test and assessment methods for Video Fire Detection
- Smoke detection where stratification is expected
- Multi-sensor detection performance

New agreed funded research projects (for the next year):

- Performance of ageing detectors

WG 05 Control and indicating equipment

Ongoing work on the following topics:

- Guidance on the revision of EN54-13 & ISO7240-13
- FIA guide to repeaters
- Review of EN54-2 & 4 revision

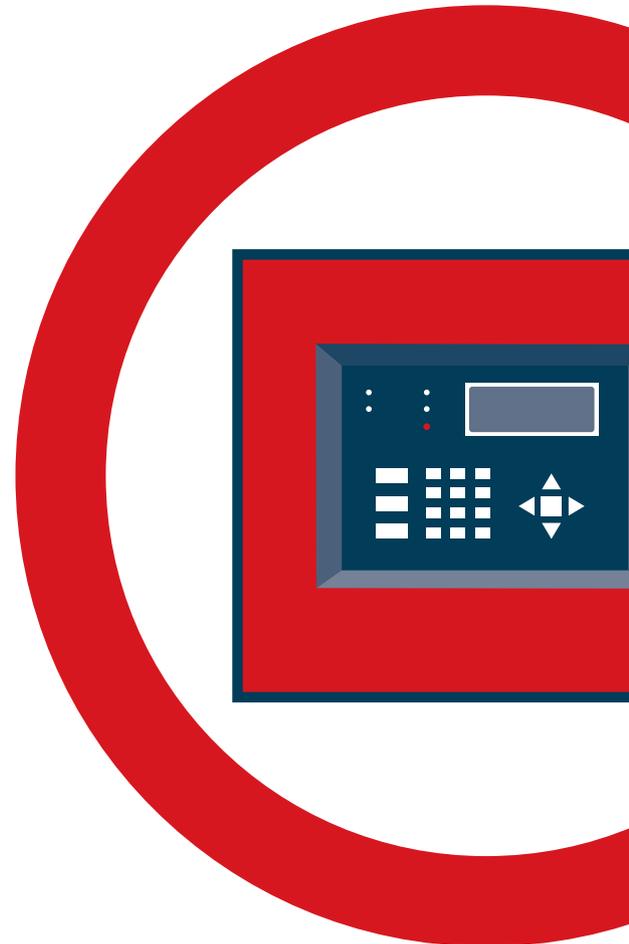
WG 24 Wireless systems

Ongoing work on the following topics:

- Radio Equipment Directive fact file
- Guidance on the Revision of EN54-25
- Review of development of ETSI standards

Published documents

- Guidance on the new SRD frequencies allocated by ETSI
- Review of differences between wireless fire & security alarms



WG 27 Alarm Devices

Published Documents:

- FIA Guidance on the Application of Visual Alarm Devices (VAD)

Ongoing work on the following topics:

- Revision of Visual Alarm Device (VAD) code of practice
- Guidance on the installation of tactile vibrating devices
- Guidance on the effectiveness of sounder frequencies

Funded research projects:

- EN54-23 VAD effectiveness

WG SAD (Smoke Alarm Devices)

Ongoing work on the following topics:

- Smoke alarms I-O-T Fact File
- Guidance on the revision of EN14604
Smoke Alarm Devices
- Review of BS5839-6



Extinguishing Council

WG Gases

Published Documents:

- Guidance on the Pipework for Gaseous Extinguishing Systems

In progress:

- Guidance on Room Integrity Testing

Under consideration:

- Training and Certification scheme for Installation and Service technicians AO
- Research project on High Airflows and gaseous extinguishing systems

Codes and Standards Success/Activity:

- FIA Vent Guidance Document accepted as the base document for new ISO standard (ISO TS 21805)
- Active influence and support of revision to ISO 14520 Gaseous extinguishing system (world)
- Active involvement in the revision process of EN15004 Gaseous extinguishing system (Europe)
- Active participation in revisions to EN12094 series Gaseous extinguishing system products



Watermist

Published Documents:

- Guidance on Watermist in Plant rooms
- FIA/BAFSA Watermist Guidance document Rev1

Seminars:

- IWMA Watermist Seminar Watford 22 March 2017

In progress:

- Local protection system questionnaire

Under consideration

- Training and Certification scheme for Installation and Service technicians

Codes and Standards Success/Activity:

- Active involvement in the revision CEN TS/EN 14972 Watermist systems – Design and installation



WG Foam

Research projects:

- Use of class A foams in Biomass/Waste plant fire protection Phase 1 complete

In progress:

- Eco Portables (joint with EMTC) Guidance
- Fact File 3 Foam and the environment Revision

Codes and Standards Success/Activity:

- Active involvement in the revision EN 1568 series Foam media
- Active involvement in the revision EN 13565 series Foam Systems
- Active involvement in the revision ISO 7076 series Foam systems

EMTC

Published Documents:

Fact File revisions:

- FF 79 class F Extinguishers(FF8)
- FF 80 Colour coding (FF 11)
- FF 81 Electrical risk (FF 22)
- FF 82 environmental class F (FF 27)
- FF 83 environmental foam disposal (FF 39)
- FF 84 environmental powder disposal (FF 40)
- FF 78 ADR (FF 60)

In progress:

- Eco Portables (joint with WG Foam) Guidance
- Guidance on maintenance of mobile extinguishers



Services Council

PSC

Published Documents:

- Extinguisher Guides - Farms

In progress:

- Extinguisher use survey Sept 17- Dec 17
- Guidance on changes to BS5306-3

Under consideration:

- Revisions to BS 5306-8
- Extinguisher guides:
 - Child minders home
 - Unoccupied building
 - Construction site
 - Solar energy farms

Codes and Standards Success/Activity:

- Active involvement in the revision BS 5306-3



I&MS

Published Documents:

- FD&A infographic – update
- Guidance document on call point protection
- BS 7273-4: 2015 Guidance on categories and selection of categories
- FF 77 BS 7273-4: 2015 highlights (FF50)

In progress:

- Time delays for property protection systems guidance document
- Signal inhibition guidance document
- Guidance on changes to BS5839-1

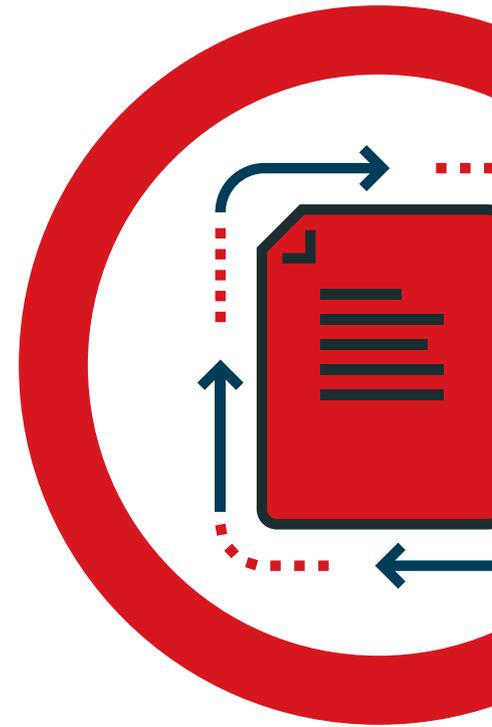
Codes and Standards Success/Activity:

- Active involvement in the revision of BS 5839-1
- Active involvement in the revision of the Euralarm Remote services guide - to become an EN/TS in 2017

WG TMV

In progress:

- Guidance document on requirements and methods for testing of detectors in private rented accommodation, etc. and relating to BS 5839-6, landlord regulations, etc.
- Guidance document on best practice for fire detector testing / test equipment
- FIA guidance document on up-to-date practice for testing and maintaining Emergency Lighting and Luminaires, taking into account ICEL documents



Fire Engineering Council

Taken up seats of the numerous panels reviewing the 7974 group of standards. Which is the main set of British Standards for the fire engineering sector.



Fire Risk Assessment Council

Produced 4 myth busters:

- **Myth 21:** If my new built premises have sprinklers do you need portable fire extinguishers?
- **Myth 22:** Is it ok to get my fire detection and alarm system serviced once a year?
- **Myth 23:** Why do I need external emergency lighting?
- **Myth 24:** In carrying out a fire risk assessment should the fire risk assessors enquire about the history of false alarms?



Held 2 CPD days:

- One on educational premises
- And one on standards update

Special Interest Group Activity

Held a special interest group to provide comments on the National Fire Chiefs Council (NFCC) Specialised Housing Guidance. All the FIA comments were accepted.

FIRESA Council

With our Fire and Rescue Services in the process of fundamental and far-reaching evolution, the work of FIRESA Council takes on ever-growing importance. Its primary function, therefore, is to remain pro-active and influential in bringing the views of Fire and Rescue suppliers to the many changes occurring within the sector.

Key Achievements in 2016/17

- Growing recognition within the FRSs and the wider sector and creating networking opportunities for our members
- Initiating regular Bulletins to our Fire and Rescue supply members
- Presence at International Firex, Fire Fleet Show, Emergency Services Show, LGA Fire Conference and Excellence in Fire and Emergency Awards
- Joint Seminar with CFOA/NFCC in March 2017 with another planned for Q1 2018
- Liaison with the Home Office, NFCC, FSF and many individual FRSs and related bodies
- Supplier engagement with the Joint International Fire Board
- Supporting the CFOA FRS R&D project including National Product Evaluations which are now under way
- Input into the National Collaborative Procurement initiative including calls for improved demand visibility and requirements for product innovation



Export Council

The Export Council continues to build on the proven inherent strengths of the UK Fire Protection and Fire and Rescue industries in supporting our exporting members large and small in their global markets. Led by Chair Tracy Kirk, the elected Council and its Secretariat act on behalf of its around 60 'FIA Exporters' in identifying and realising opportunities across every continent.



Key Achievements in 2016/17:

- Brochure, FIA Exporters Directory and Case Studies document distributed to DIT offices in over 100 countries
- Key liaisons include DIT, BSIA, BSIF, ADS, FSF, IoE and a range of exhibition organisers
- Influential partner in the UK Fire and Resilience Offer initiative supported by DIT DSO
- Project opportunities identified in countries including Brazil, Cyprus, Hong Kong, India, Israel, Oman, Thailand, Turkey, UAE, USA and Vietnam
- Weekly Updates providing hundreds of news items featuring export advice, exhibitions, seminars and sales opportunities
- UK Pavilions at INTERSEC and Fire India
- Building on last year's Market Reports on Turkey and South Africa
- Identifying over 50 international fire exhibitions across the world
- New Members Survey identifying the profile and export markets and targets of our members



Marketing

Marketing

The biggest focus for Marketing this year was on the new qualifications in fire detection and alarm. This took a significant amount of effort from a range of individuals who gave their time and energy into developing a content and marketing plan and also those that contributed to the articles, blogs, and videos that were produced as result of that.

Public Relations

Media is an area where we continue to grow: almost 50 articles placed in a range of media outlets – trade magazines, websites, and national news. Building new connections with a range of publications allowed us to spread messages of the work that we do and about the importance of using third party certificated companies (i.e. members). This year we've built some broadcast media connections too, meaning that we had a chance to speak on BBC radio and be mentioned on the BBC website twice!

Events

FIM Expo arranged twice a year, with around 25 exhibitors provides opportunities to meet, network and educate around 100 delegates over the course of the day. And our AGM lunch saw 350 industry professionals get together to celebrate the FIA's 150 years anniversary.

Email

Focus newsletter is our main marketing tool to inform members of what we do. With our new, redesigned template we made sure it's fit for purpose and with a high Click-Through Rate (CTR) of almost 25%, we can definitely prove that.

39

**BLOGS
WRITTEN**

OVER 14,000 CLICKS
ON FIA BLOG
MORE THAN TRIPLE OF 2016

114
NEW FACEBOOK
PAGE FOLLOWERS



6450
FOLLOWERS



5231
FOLLOWERS



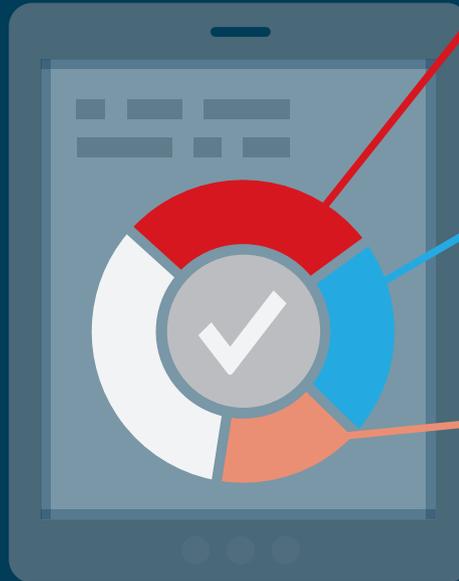
PRESS **9** RELEASES



TOTAL CIRCULATION
36,936,068



ALMOST
50
ARTICLES IN
MAGAZINES
WEBSITES
NATIONAL NEWS



128,728
UNIQUE WEBSITE
VISITORS IN
2016/2017

OVER
60,000
NEWS ARTICLES READ
SINCE AUGUST 2016

OVER
40
MONTHLY
MEMBERSHIP
ENQUIRES



200
YOUTUBE SUBSCRIBERS

22,700
VIEWS

10
NEW VIDEOS
MOST POPULAR:
RESPONSIBLE FOR
FIRE SAFETY?
OVER 2000
VIEWS



Fire Industry Association

www.fia.uk.com