

NSI National Installer Summit 2016 Neil Sampson Chairman DHF Powered Gate Group

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1. Powered Gate Group

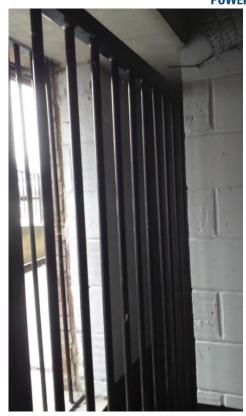
- Significant player in shaping awareness surrounding gate safety
- 120 member firms and growing fast
- Over 600 trained installers

- Awareness growing across many sectors
- Still a long way to go.....

Perfectly deadly...nothing unusual!







Shopping centre, staff car park. Slides past a ped. gate, through a wall, out past a railing window, into a parking space, on a pavement. 1 beam, 230V motor.

And worse.....active service plan by major UK player!



How big is the problem?

• 500,000 – 1,000,000 Powered Gates in UK

• 30% safe?

How old is the problem?



Automation:

'They passed the first and second guards and came to the iron gate leading to the city. It opened for them by itself, and they went through it.'

Acts 12:10 NIV c.70AD

Servicing:

'Sanballat, Tobiah, Geshem the Arab, and the rest of our enemies found out that I had finished rebuilding the wall and that no gaps remained—though we had not yet set up the doors in the gates.'

Nehemiah 6.1 NLT c.400BC





Why am I standing here?













Why am I standing here?

Standards and procedures

Safety and business growth...

3. PGG Future



Bring every old install up to standard?

How can I afford to do this?

Can I afford **not** to do this?

 Make it the best marketing activity yet ...and become compliant in the process

4. Hope for the Industry



- NSI audits & ISO 9001
- Raising standards
- Increasing awareness
- Level playing field
- Standard standards
- Legislation via insurance?
- Safe gates.....