

NSI National Installer Summit 2016

Neil Sampson

Chairman

DHF Powered Gate Group

Content

1. Powered Gate Group
2. Background
3. Future
4. Hope for the industry

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!

2. PGG Background

- How big is the problem?
 - 500,000 – 1,000,000 Powered Gates in UK
 - 30% safe?
- How old is the problem?

2. PGG Background

- 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

2. PGG Background

- Why am I standing here?

2. PGG Background



2. PGG Background



2. PGG Background

- 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.....