

FIRESA

Fire & Rescue Suppliers Association

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AN IMPORTANT QUESTION... WHAT DO ALL OF THESE COMPANIES HAVE IN COMMON?

3M UK plc
AS Fire and Rescue Equipment Ltd
Akron Brass Company
APB Mobile Installations Ltd
A W Hainsworth & Sons Ltd
AssetCo Emergency Ltd
Angloco Ltd
Avon Protection
BCB International
Blucher
Bristol Uniforms Ltd
Clan Tools & Plant Ltd
Clark Masts Technical Services Ltd
Cosalt:Ballyclare Ltd
Crawford UK Ltd
Draeger Safety UK Ltd
Edgar Brothers
Fame Commercials Ltd
Federal Signal Vama
Fire Safety Equipment Ltd
Fire Prevention Fire Engineers Journal
Fire Times
FirstFire Ltd
Hale Products Europe Ltd
Haztech International Ltd
Helmet Integrated Systems Ltd
Interspiro Ltd
ISG Thermal Systems Ltd

JR Industries Ltd
Keyways Publishing
Kidde Fire Protection Services Ltd
Lion Apparel Systems Ltd
Luxfer Gas Cylinders
Macron Safety Systems [UK] Ltd
MFC Survival Ltd
MSA [Britain] Ltd
Pacific Helmets [UK] Ltd
Paratech Europe
PBI Performance Products
Peli Products [UK] Ltd
PPS Ltd
Primetech
Respirex International Ltd
Ruth Lee Ltd
Scott Health & Safety Ltd
Speedings Ltd
SP Services
Thales UK Ltd
Trelleborg Protective Products
TVAC
Walter Frank & Sons Ltd
Waterous Europe
WL Gore & Associates [UK] Ltd
Zumro Resqtec

THE ANSWER... THEY'RE ALL MEMBERS OF FIRESA!

If you are a supplier to the fire and rescue services, your business will be affected by fundamental changes in the way the fire authorities are procuring equipment and services.

FIRESA is the only trade association which represents the full spectrum of suppliers to the fire and rescue services. With the National Procurement Strategy published in 2005 and Firebuy now fully active as the national portal for procurement of fire and rescue equipment, FIRESA is the concerted industry voice participating in and influencing the decisions which now and in the future will affect the industry and its many practitioners.

FIRESA provides a central national organisation for suppliers to the fire and rescue services, essential in developing a collective position on issues affecting the industry and enabling strategic alliances and partnerships to be established with other key fire and rescue stakeholders. FIRESA represents industry views across the legislative, regulatory and standards landscape, forging a co-operative environment which will benefit members, their various customers and ultimately the public alike.



Our formal Launch event held in March 2005 at the LFEPA Hampton House location was attended by senior representatives of a number of key organisations including the ODPM, CFOA, LFEPA, Firebuy, FOBFO, HM Inspectorate of Fire Services and the CFOA Transport Officers Group. Fifteen Founder Members received their certificates from Sir Ken Knight, Commissioner of LFEPA.

WHAT IS THE VALUE OF FIRESA MEMBERSHIP?

FIRESA enjoys significant recognition and support from key bodies which include the DCLG, Firebuy, CFOA and its National Procurement Board. It plays a leading role as the industry-wide point of contact for those charged with delivering the national procurement regime and has built a strong relationship with both Firebuy and the National Procurement Board. This represents a significant responsibility upon the association but equally an opportunity for member companies to be at the heart of the changes occurring to our industry.

FIRESA engages its members fully in its efforts and publishes regular Members News Letters which describe the work undertaken by Council and the Secretariat in developing the objectives of the association.

In summary, we believe the **value of FIRESA** to its members to be:

Participation in a vibrant and growing association representing the collective views of its members across the legislative, regulatory and standards landscape

Joining over 50 other members in contributing to the growth and development of the fire and rescue supply market

Recognition and publicity as a member on the forthcoming FIRESA web site and other promotional material, raising the profile of members by identifying them as a reputable company meeting the requirements of association membership

Receipt of enquiries from prospective clients via the association

Receipt of a regular News Letter and other up-to-date information of relevance to the industry

Attendance at members-only seminars on subjects of key interest

Access to significantly discounted rates for subscriptions to some trade journals

Links to key decision makers including DCLG, Firebuy, CFOA and the NPB

Authoring of regular features to the fire trade press

Participation in consultative processes within the association and externally which bring industry influence to legislative and regulatory processes

Participation in wider fire industry issues through the FIA and FOBFO

Opportunities to influence the future direction of your industry

Access to the technical, marketing and commercial services of the FIRESA Secretariat

Participation in strategic alliances with other industry stakeholders

Recognition of adherence to FIRESA's values as an association of quality suppliers to the fire and rescue services

As you can see, the association has a high and growing level of activities which are of direct benefit to its members.

We believe also that some **notable achievements** have been made:

Continuing growth of the association from 15 Founder Members to now over 50 Full Members with additional Associate and Honorary Members

Provision of regular News Letters featuring items of interest to the industry

Information provided to members on the SW Region Blue Light Portal, UK export funding, the Construction Products Directive and the forthcoming Fire Safety Order

ICP and RPE Special Interest Group meetings, resulting in FIRESA Position Statements which have influenced these projects, with other member consultations undertaken involving vehicles and FireControl.

Regular Members-only seminars on Firebuy presented by key Firebuy personnel including the Firebuy Chair

Reciprocal agreement with the CFOA National Procurement Board to attend respective meetings

Regular features provided by members in the key fire trade publications

Members' discounts provided for some fire trade publication subscriptions

Collective FIRESA presence at Fire 2005/06, Fire and Rescue Expo 2007 and the forthcoming Emergency Services Show.

Engagement in wider industry issues via active participation in the FIA and FOBFO

Meetings with key decision makers including the Firebuy Chair and CEO, the Minister for Fire at the DCLG and the Director of the Fire and Resilience Directorate.

On behalf of FIRESA Council and its Chair and Vice-Chair, we very much hope you will join us in this exciting venture. Given the central position of FIRESA in this period of massive change in the industry, the questions to be asked are surely...

SHOULD YOUR ORGANISATION BE ON THE LIST OF FIRESA MEMBERS?

CAN YOUR ORGANISATION AFFORD NOT TO BE INVOLVED WITH FIRESA?

I'm delighted to include some information on FIRESA, including a membership application form. If you have any questions relating to FIRESA, please feel free to call me, Dave Smith, at the FIRESA Secretariat on 020 8549 5855 or contact me by e-mail at dsmith@abft.org.uk.

Finally, thank you for your attention and, again, we look forward to welcoming you into the association. Don't be left out, be part of FIRESA's collective voice.

Yours truly

Dave Smith
FIRESA Secretariat