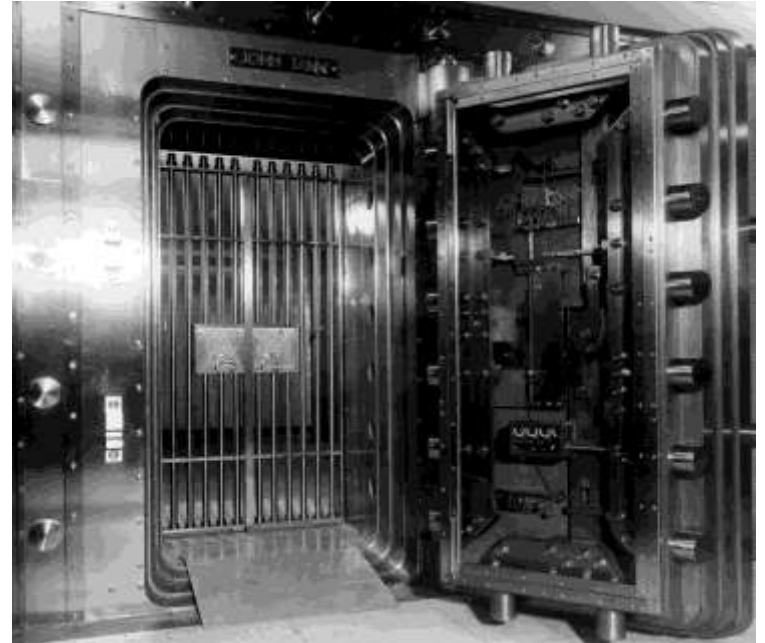


HOW SAFE IS A SAFE?

(making sense of a dog's dinner)

Back in time to 1970

1. Chubb & Sons
2. John Tann
3. Ratner
4. Stratford
5. Stephen Cox & Sons
6. Guardian Safes Ltd
7. Secure Safes (Coventry) Ltd



Foreign Imports

5. Rosengrens
6. Fichet Bauche



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specialist in safes for 40 years

Then along came...

1. SLS
2. SMP
3. Dudley Safes



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EN1143-1 ratified in 1997

Pan European standards for testing and rating safes introduced.

14 years later, who is left.....?

SMP



Dudley Safes



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Where did it all go wrong?

Like the Euro Zone – it all seemed like a good idea at the time, but both schemes shared the same problem...

...how to get Johnny Foreigner to play by the rules?

Safes made down to standard

Competition amongst British safe makers had always led to innovation - but now the goal posts were moved miles apart.

The name of the game was *'who could make the cheapest safe to pass EN1143-1?'*

British safe makers slow to respond.

No contest!

Cheaper labour rates in mainland Europe

Cheaper steel in mainland Europe

Giants of the industry in trouble

Western European manufacturers struggle to compete

Chubb, Tann, Rosengrens, Churchill and Fichet Bauche acquired by Gunnebo

How the mighty are fallen...

Much of Chubb's production moved to Indonesia

Churchill's production moved to China – all certificates allowed to lapse

Chubb survives solely as a brand name whilst the name of John Tann - the world's first safe maker - vanishes.

Just when it couldn't get worse...

Cheap Eastern European safes appear on the market claiming to be tested and rated in accordance with EN1143-1 but regarded with incredulity by Western European manufacturers

Internet spawns scores of inexperienced online traders selling at silly prices

Legitimate specialists forced to drop prices to compete - margins plummet

Just when it couldn't get worse...

Some importers use ambiguous terms to imply their safes have been certified:

“should be regarded as Grade I for insurance purposes”

“designed to comply with EN1143-1”

“Grade I safes are insured for £10,000”

Meanwhile the cheaper end of the market is flooded with poor quality ‘safes’ from China

Same safes, many names...



£22



£118.95!



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Opening a safe with a potato



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Insurance industry confused

At first British insurers thought they had what they always wanted – a simple way of determining the security level of cash safes...

... and under the impression that all safes tested and rated in accordance with EN1143-1 were of uniform standard.

Meanwhile , two new bodies formed...



The European Fire and Security Group (EFSG) formed to monitor the quality and performance of test laboratories

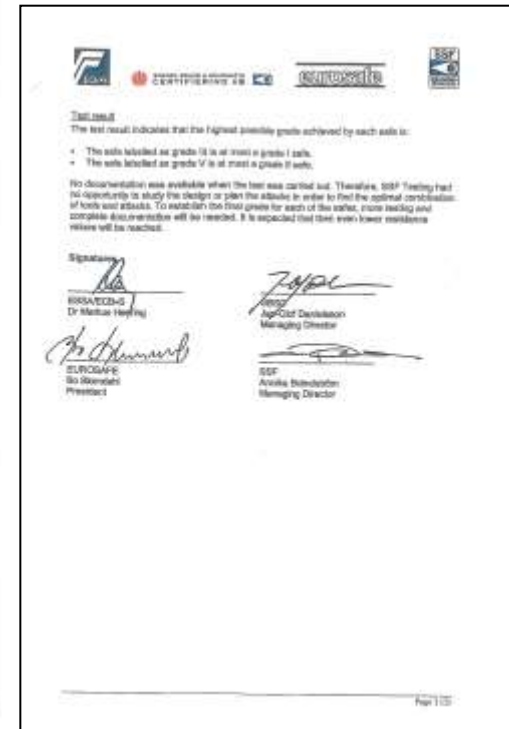
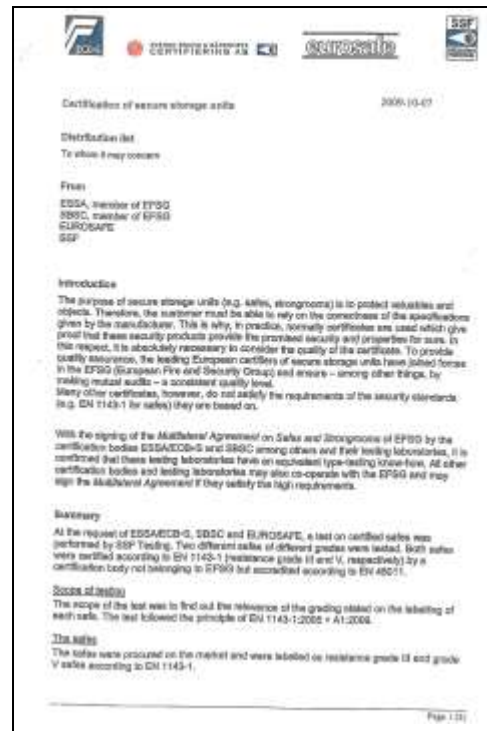
The European Certification Board – Security (ECB.S) formed to submit safes for testing by nominated test laboratories, supervise procedures and issue certificates in their name



Western European safe makers respond

Eurosafe had already launched in Paris in 1987 to represent the interests of safe makers in mainland Europe but they try and fail to recruit British safe makers.

Open letter circulated by Eurosafe



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Open letter circulated by Eurosafe

“At the request of ESSA/ECB.S, SBSC and Eurosafe, a test on certified safes was performed by SSF testing. Two different safes of different grades were tested. Both safes were certified according to EN1143-1 (resistance grade III and V respectively) by a certification body not belonging to the EFSG but accredited according to EN1143-1.”

Open letter circulated by Eurosafe

“The test result indicates that the highest possible grade achieved by each safe is:

The safe rated as grade III is at most a grade I safe

The safe rated as grade V is at most a grade II safe”

Results May Be Even Worse...

“SSF Testing had no opportunity to study the design or plan the attacks in order to find the optimal combination of tools and attacks. To establish the final grade for each of the safes, more testing and complete documentation will be needed. It is expected that then even lower resistance values will be reached.”

The Insurance Industry Reacts

Aviva issues instructions to surveyors to reduce ratings on safes not tested by EFSG testing houses. Two grades on grade II and above; one grade on Grades 0 and I. Others follow suit.

Association of Insurance Surveyors suggests lowering by at least one grade and possibly two with a possible option of giving no rating at all.

At last the British safe industry wakes up

The President of Eurosafe once again urges British safe makers and distributors to establish a sister organisation in the UK

Eurosafe UK established in February 2011



Eurosafe UK aims and objectives...

Already has 30 member companies representing the major part of the security industry with more applications in the pipeline.

Full list of member companies at www.eurosafeuk.org



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Eurosafe UK aims and objectives...

“To take such steps as necessary to improve and maintain the standard of safes and security containers marketed in the UK”
www.eurosafe.org

Member’s Code of Conduct can be viewed on website www.eurosafeuk.org



AiS Preferred Supplier Scheme

AiS introduces their Approved Safe Scheme

Overwhelmingly positive response



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AiS Preferred Supplier Scheme

Companies submit copies of test certificates for scrutiny.

Approval is given to certificates issued by

BRE/LPC

Test houses affiliated with the EFSG

ECB.S

AiS Preferred Supplier Scheme

Certificates of approval
already issued to:

A to Z Safe Warehouse

Burton Safes

Dudley Safes

FBH Fichet

Guardian Safes

Gunnebo

Securikey

SMP Security


The Association of Insurance Surveyors Limited
Incorporating the Association of Fire Insurance Surveyors & The Association of Burglary Insurance Surveyors

Certificate of Approval

The cash safes listed in the schedule below, having been tested in accordance with EN1143-1 or EN14450 and certified as having achieved resistance Grades as shown, are approved by the Association of Insurance Surveyors Limited for both commercial and domestic insurance purposes

This approval is issued on the basis of test certificates as shown


 Chairman of the Association of Insurance Surveyors Limited

Manufacturer	Model	Tested or Certified by	Grade	Certificate No.	Certificate Date
Burton Safe Co Ltd	Eurovault S2	Solid Secure	S2	SFME/0507/0934	Exp:31/5/12
Burton Safe Co Ltd	EVO S1	Solid Secure	S1	SFME/0507/0985	Exp:31/12/11
Burton Safe Co Ltd	EVO S2	Solid Secure	S2	SFME/0507/0975	Exp:30/12/12
Habeco Protection AB	Firesec 10-120	SBSC	1	05-1019	26/6/2006
Habeco Protection AB	Firesec 17-120	SBSC	2	05-1020	26/6/2006
Habeco Protection AB	Firesec 35-120	SBSC	3	05-1021	26/6/2006
Habeco Protection AB	Firesec Deposit Grade II	SBSC	2	06-69	3/8/2006
Habeco Protection AB	Firesec Deposit Grade III	SBSC	3	06-70	3/8/2006
Knap Oy	Pendant Lx	ECBS	3	0701-ISA0401B	31/10/2008

Certificate no. 2011/001 Supplement 1

Issued to: **Burton Safes Limited**

Date of issue: **8th August 2011**



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Things begin to change...

Burton Safes revises it's entire range with intention of replacing all non approved models

Gunnebo replaces Czech tested Castelle Grade 1

A major importer of Czech tested safes submits new range to VdS and talks begin re membership of Eurosafe UK

Things begin to change...

Eurosafe UK and AiS work together to investigate the trend towards electronic cash deposit and recycling systems

BSI invites a Eurosafe member to join working GW/2 committee

Much more to do

Need for greater awareness by dealers, insurers, brokers and end users

Cover still being give to mass produced Chinese 'safes'.

At least 10% ID enquiries are for safes well over 100 years old.

New foreign products continue to appear un-announced

Much more to do



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